



Value creation in Life Science

PRODUCT



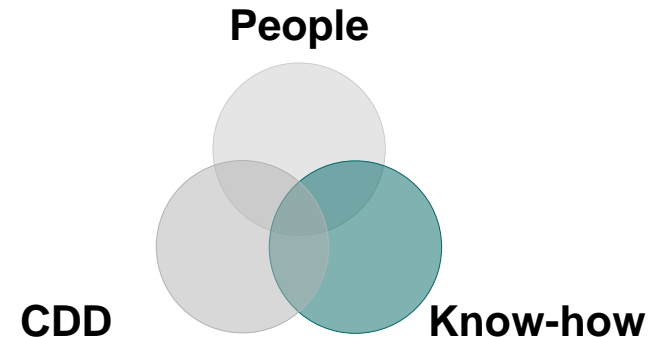
IDEA



Welcome to Lund – in the heart of Medicon Valley

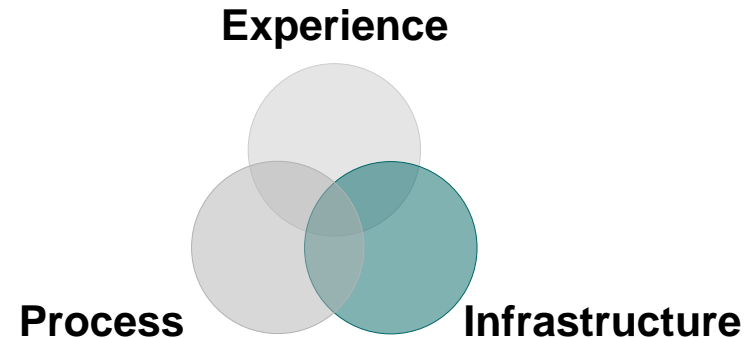
- TFS HQ since May 2006 – five good reasons:
 - University of Lund - securing human capital
 - University Hospital - academic network
 - ONE bridge - ONE life science region
 - 300 life science companies - client attention
 - Infrastructure – international airport
- TFS HQ:
 - Headcount of 75 operational and corporate positions
 - Managing 12 affiliates in Europe with 270 employees
 - Turn-over €20 M

- "TFS product" – PEOPLE
 - Know-how
 - Clinical Drug Development



"TFS product" needs fuel to create value!

- It needs experience
- It needs infrastructure
- It needs processes





What is value?

Tactical outsourcing, ad hoc services

- Recipe is many time served
- Access to additional resources
- Cutting peaks
- Supporting & complementing
- Securing deadlines

EXECUTIVE APPROACH!

Large pharmaceutical/biotech entities

Development Partnership/Outsourcing

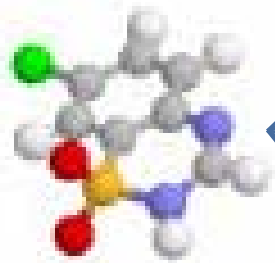
- Recipe needs to be written
- Access to new competence
- Adding infrastructure
- Access to international network
- Partnering in development

CO-DEVELOPMENT APPROACH!

SME in pharmaceutical/biotech



Creating value!



- What about regulatory compliance; safety, quality?
- What will be the appropriate design of study and objectives?
- How can I secure PoC before Ph I?
- Can I access any leading Key Opinion Leader/Academic network?
- Where do I find my patients?
- How can I collect data and is it validated?
- Where can I find facilities for clinical, laboratory, production...?

Supplying answers and advice  CREATING VALUE



Implementing value!

Experience

- Therapeutic area/indication
- Regulatory issues
- Development outline
- Academic network
- "Best practice"

Infrastructure

- Tracking systems
- Data collection systems
- Patient recruitment models
- Equipment (PET, MRI, Lab)
- Facilities (Ph I Unit, GLP, GMP)
- "Active" academic contacts
- International reach (affiliates, partners)

Process

- Regulatory guidelines
- SOPs
- Working procedures



Delivering value!



Creating value

Implementing value

Delivering value

•EXIT?

- Securing finance
- Out-license
- Further development
- Market

Conclusions in "adding value" from a CRO perspective!

"Product development" essential – Creating value

Improving and developing the infrastructure – Implementing value

Constantly updating on regulations – Delivering value

...because by the end of the day; **Accurate Data – On Time**; is what counts!



THANK YOU