



ulbrich&partner

MANAGEMENT CONSULTING

DRIVING RESEARCH AND
INNOVATION TO MARKET

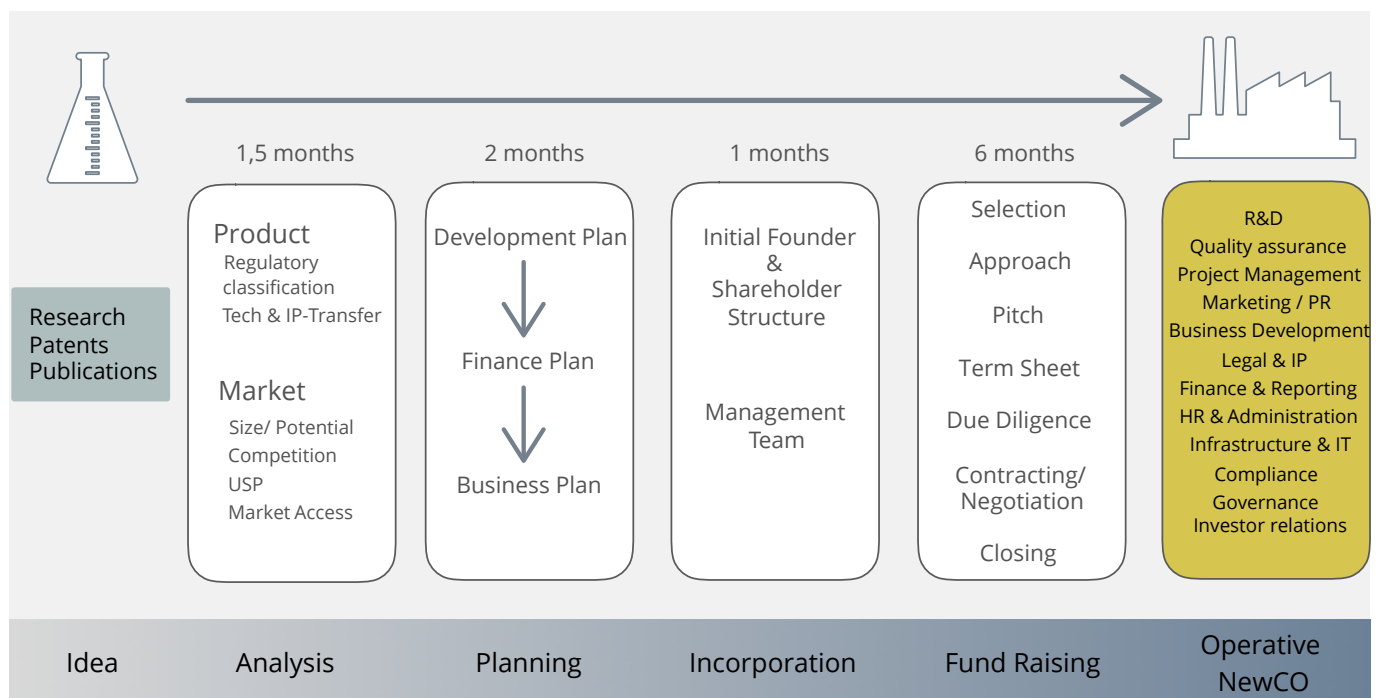
OUR MANAGEMENT & CORPORATE SERVICES

We provide management and corporate service excellence along the four major phases of a life-science company's life cycle.



- Translating research into business models
 - Development & revision of business plans including development plans and budgets
 - Guidance to founders / shareholders
 - Incorporation of company / legal entity
 - Fundraising through venture & corporate capital, business angels & public funding
 - Transaction and negotiation management
 - IP transfer consulting (strategy and licensing)
 - Coaching of pitch & presentation skills
- Organizational structure development
 - Provision of interim personnel (management, finance, project management)
 - On demand management, corporate and drug development services
 - Contract management (corporate and IP)
 - Digitalization of administrative procedures and financial services
 - Corporate and business development / partnering/ licensing
 - Transaction and negotiation management

Case study: From a University spin-off to a functional development company

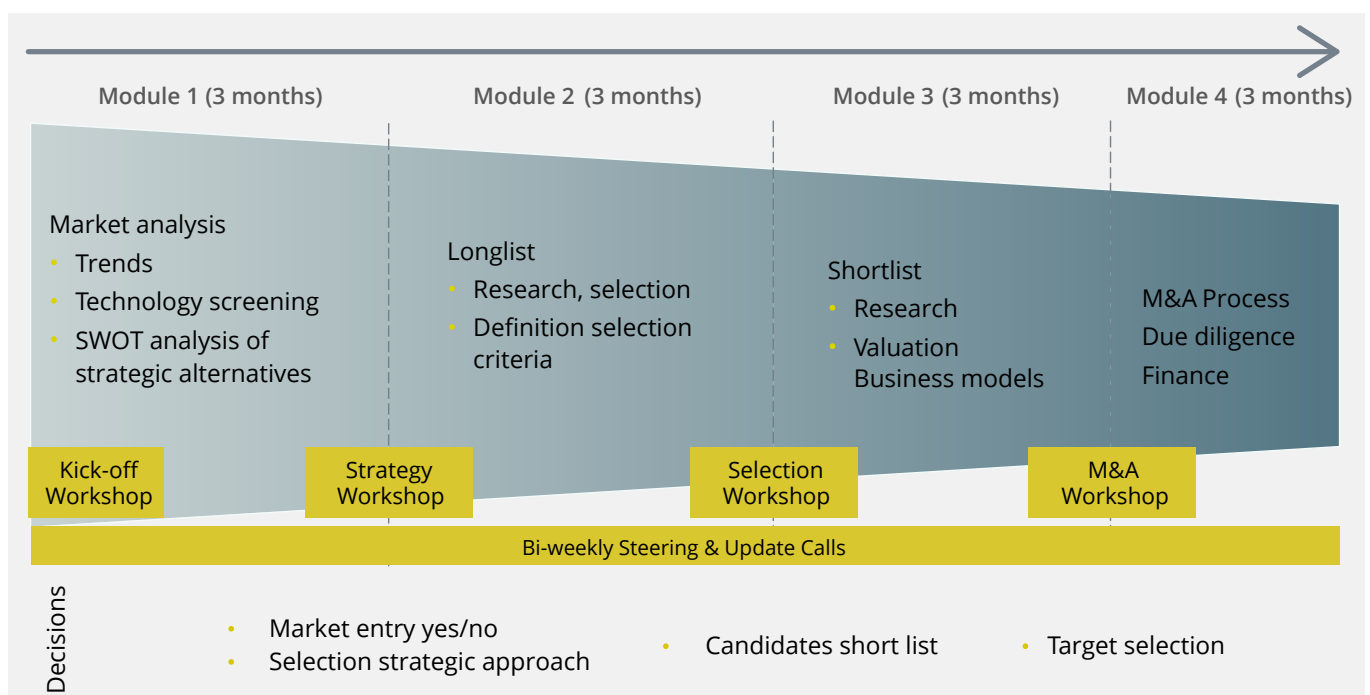




- Strategy and management consulting
- Business model analysis
- Portfolio analysis & strategy
- Market and competitor analysis
- Licensing, partnering / M&A
- Valuation (NPV, Business Cases)
- Change Management
- Coaching & training of management & staff
- Implementation of management tools

- Strategy and management consulting
- Partnering strategy & process
- Licensing, partnering / M&A
- Valuation (NPV, Business Cases)
- Transaction and negotiation management
- Post-merger-integration
- Development of continuous change management and leadership culture

Case study: Strategic market and portfolio analysis for sustainable growth & diversification in biotech



OUR TEAM

Our expert core team provides hands-on management and corporate services for bio-pharmaceutical companies and start-ups, backed by our in-depth knowledge of the bio-pharmaceutical industry. In a cross-functional team, we provide more than 25 years of expertise in the life-science industry combined with proven track record in strategy and transaction projects for pharma and biotech clients. This is complemented by core competencies of our team members in a broad range of relevant areas.



Dr. Claudia Ulbrich, founder and managing partner of ulbrich&partner, is a MD and health economist by training with >25 years of expertise in the life-science industry and a broad range of senior-level experience in consulting & management as well as serial entrepreneur. Founder, Co-Founder & CEO of several biotech. A strategically thinking manager and integrative leader, proven track record in strategy, finance, R&D, market access, M&A and transaction management. Claudia supports biotech clients in Europe and has worked with the top 10 pharma companies. Transaction record up to >2bn USD. Claudia holds board positions in relevant public & trade organizations.



Vanessa Krukenberg, is a successful entrepreneur, experienced management consultant and project manager with a degree in business economics and over 15 years experience. She is fluent in English, Spanish, Dutch and French and a certified coach and business trainer. Vanessa worked for national and international customers, implementing numerous change processes with focus on training and coaching of senior executive management. As PM at Royal Dutch Shell, she successfully led multi-national strategy and implementation projects to expand Shells' gas business across Europe. Vanessa also founded companies in business consultancy, cultural management and event moderation.

Andreas Kanzusch is a banker by training with a degree in computer science. He works as a senior consultant and senior analyst of ulbrich&partner in finance and administration with >16 years of experience in leading positions in start-up life-science companies. Long-term expertise in transferring business and scientific ideas to financial planning and corporate structures. Former CFO of EMCID, greenovation, t-cell and CFOxt. Reviewer at Science4Life, coach at BWCON.



Dr. Steffen Rump is a biologist by training and an expert in translational drug development with more than 6 years of experience in product development in the biotechnological and pharmaceutical industry. This includes planning and coordination of non-clinical and quality development, CMC, QM, clinical development and regulatory interactions in nearly all phases along the pharmaceutical valuation chain. After being postdoc at Harvard Medical School he was Project Manager and Consultant at Vakzine Projekt Management GmbH.



Our Network:

In addition to our core team and colleagues, we provide additional support on demand backed by international law and audit firms, regulatory, drug development and market access services, available from our highly sophisticated network of long standing and reliable partnerships.

CREDENTIALS OF STRATEGY & FINANCE PROJECTS

ulbrich&partner's outstanding project experience in strategy and transaction projects is backed by a proven track record (selection):

Transaction Projects:

International Nasdaq listed pharmaceutical company	<ul style="list-style-type: none">Licensing BU cardiovascular to Big Pharma (deal volume > 2 bn USD)
German Start-up from Medical School Hannover (MHH)	<ul style="list-style-type: none">Series A financing round 15 mn EUR: Syndicate from 5 Top Tier international investors incl. Big Pharma
German Start-up from University Heidelberg	<ul style="list-style-type: none">6 months after incorporation: trade sale & merger integration to Dutch bio-pharmaceutical company volume > 20 mn EUR
German biotech company	<ul style="list-style-type: none">Seed, Series A and IPO at Frankfurt Stock Exchange (in total 30 mn EUR raised)
German biotech Cluster	<ul style="list-style-type: none">Support in a grant submission, 40 mn EUR raised
German Start-Up white biotech	<ul style="list-style-type: none">Business model and planning, incorporation, trade sale to US pharma company
German Start-Up from Charité Berlin	<ul style="list-style-type: none">Seed financing about 2 mn EUR including 500 kEUR public grant

"The leading role of Dr. Ulbrich was key to success and cornerstone for the future oriented deal with uniQure. Dr. Ulbrich identified uniQure as the best possible partner for InoCard and seamlessly managed as interim CEO the merger and integration of our disruptive technology."

*"It would not have happened without Claudia."
Prof. Patrick Most, Managing Director of uniQure Germany*

Our Mission & Philosophy

Our mission is to drive success. We foster our clients' success in a spirit of shared responsibility by being open-minded, honest, and trustworthy partners with a hands-on entrepreneurial approach.

Get your ideas fly and your company run!

Strategy Projects:

International pharma company
(Rx, Gx, OTC, turnover >20bn EUR)

- Subject Matter Expert for growth strategy by M&A in OTC market Germany

Leading German family business in the area of sterile filling

- Growth strategy by establishing new business unit biotechnology

German listed pharma and laboratory supplier
(turnover >1bn EUR)

- Market analysis for exploring new business area dedicated to cell based products

Leading East European pharma company
(turnover >1,5bn EUR)

- Strategic portfolio review and market analysis for business unit biotechnology / biosimilars

Joint Venture German chemistry holding / biotech venture

- Market analysis and growth strategy in R&D

German medtech company / family owned

- Growth & innovation strategy including market analysis and business planning

Scandinavian SME providing cosmetic products

- Market entry consulting

French OTC business (eye/ nose/ throat diseases)

- Market research and access consulting/ partnering

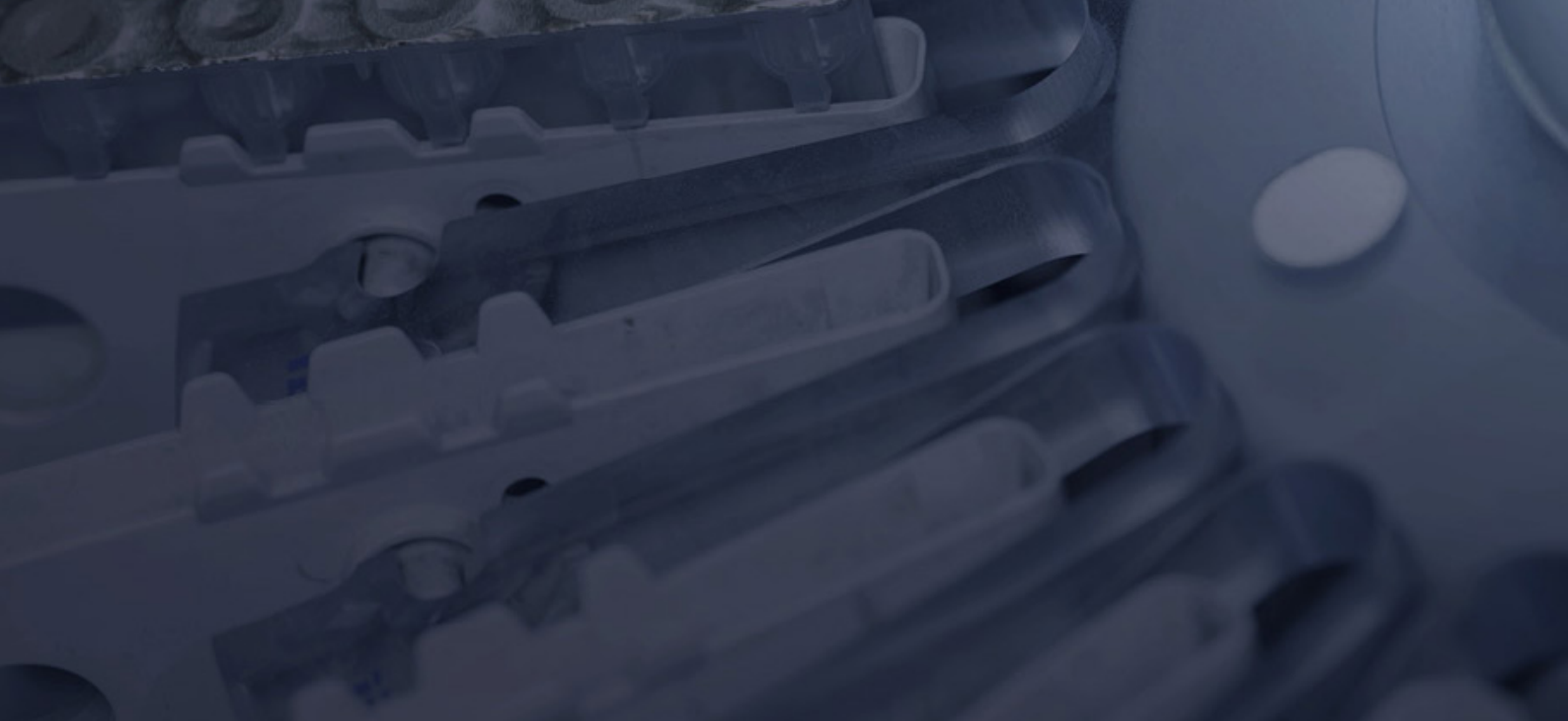
German/Austrian developer and manufacturer of medical devices

- Implementation of new strategy incl. development of corporate culture

International machine manufacturer

- Qualification of managers and staff according to new strategy and improvement of market position





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Management Consulting

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