

# Nine-TZ Healthcare Ventures

A Healthcare Business Consultancy

# Our Business

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Nine-TZ works with companies based in North America and Europe to achieve their commercial objectives through effective internal & external business development advice, implementation and support

# Value and Services

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Nine-TZ partners with clients to assist in:

- Developing, implementing and executing market expansion initiatives
- Sourcing and executing product, technology or skills acquisition
- Realizing incremental value from existing products or business
- Creating business plan and infrastructure for start-ups
- Augmenting human, business or financial resources...

# What We Deliver

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- Advice, planning and execution of pharmaceutical and biotech business services, i.e.
  - Commercial and technical product development
  - Marketing planning, research and execution
  - Finance strategy and support
    - access to partners in finance and investor relations
    - due diligence for investors, licensing, and M&A decisions
- Personal representation on both sides of the Atlantic for partnering, licensing (in and out), and market intelligence

# Who We Are

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The firm's partners are seasoned pharmaceutical professionals with integrity, successful track records and an extensive network of like-minded people



**Christopher  
O'Toole**  
**Principal, USA**



**Kevin  
Bilyard Ph.D**  
**Principal, UK**

# Who We Are - 2

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- A talented team of colleagues and advisors with expertise in:
  - Investment banking
  - Medical and regulatory
  - Legal and financial operations
  - Technology transfer and licensing
  - Marketing and medical communications
  - Technical Development and manufacturing
  - Project planning & management, forecasting

# Recent Assignments

# 1 – Business Development

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- Sourced 5 in-licensing candidates in 4 weeks for private equity backed specialty pharma
- Managed out-licensing of phase II compound for US biotech
- Sale of privately-held US pharma company
- International expansion & investor support for Australian oncology company
- Partnering and M&A analysis for NASDAQ listed biotech



## 2 - Company Repositioning

- Drug development company with unique technology but poor uptake as fee for service in pharma industry
- Re-positioned company as experts in Translational Medicine (TM)
- Re-launched at US TM conference; symposium, exhibit, 1 on 1 meetings
- Peer review publications, increased business development activity
- Initiated and implemented first-in-class collaboration with world-leading academic research center



JOURNAL OF  
TRANSLATIONAL MEDICINE

Cambridge Healthtech Institute  
**PharmaWeek**  
Top News and Analysis for R&D and Executive Leaders

# 3 - UK & USA Mandates

- US representatives for Australian oncology pharma company
- US Product sourcing for EU nutraceuticals co
- US M&A liaison for potential acquirers for UK own label OTC manufacturer



- UK Interim Managing Director for privately held US biotech
- EU regulatory and clinical representative for US NASDAQ specialty pharma
- UK support for US company listing on AIM

# 4 - International Marketing

- International Marketing Partners to Equities Magazine's Transatlantic Conference
- Increased awareness of back-to-back NASDAQ and London Stock Exchange (LSE) events through our network and client base
- LSE attendance increased by more than 38% over previous year
- Increased exposure to multiple small cap biotech and life science companies



# 5 - New Company Formation

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- **Diagnostics company**: recruited management team, in-licensed two lead products and continued participation in non-executive director role
- **Nutritional business**: created concept, researched market for animal nutrition product range, formulated lead product, US commercialisation planning
- **Oncology company**: privately held UK start-up. Overseeing clinical development, manufacturing, recruited and manage team; acting CEO

# Working Together

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- Flexible working relationships
  - Retained basis for longer term
  - Project or assignment based for short term
- Basic principles
  - Matched expectations
  - Transparent dealings
- Projects always led by a Principal
- Work can be administered in US or UK

# Summary

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- Nine-TZ focuses on expanding the business of healthcare companies, locally or cross-border
- Nine-TZ specializes in enhancing clients' activities in:
  - business, marketing and technical development
- Nine-TZ leverages an extensive network of industry professionals in USA, EU and beyond

*Nine-TZ operates across 9 time zones so we're always there for our clients...*

# Contact

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