

LOUPE STRATEGIC CONSULTING, LLC

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Pharma / Biotech Business Development
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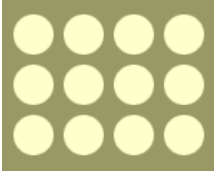
Davis has over 27 years of experience as a management consultant, strategic business analyst and marketer. He holds an M.B.A. (University of New Orleans - 1989) and a B.A. in Marketing. Davis is a member of the Licensing Executives Society. He's the founder of Loupe Strategic Consulting, LLC a Pharm / Biotech business development, competitive intelligence and strategic planning consultancy. (www.LoupeStrategic.com).

Pharma Industry Background:

Davis has over 17 years of Competitive Intelligence, Strategic Planning, and Licensing and Business Development experience in the Pharmaceutical Industry and has worked for the past 11 years as an independent Business Development and Licensing broker/consultant. Davis currently works with 9 companies as a pharmaceutical business development and licensing consultant.

In the past Davis has worked as the Manager of Competitive Intelligence for Oread, a Pharmaceutical Preclinical Contract Research Organization. Davis has provided consulting services since 1999 for Jim Miller of Pharmsource Inc., the publisher of the "*Biopharmaceutical Outsourcing Report*" one of the oldest CRO industry newsletters. Davis has completed strategic research projects for MDS Pharma and Xenotech via his work with Rhycom Strategic Advertising. Davis provided management consulting and competitive intelligence services for airPharma, a respiratory medicine company.

In addition to his experience in the Pharmaceutical Industry Davis also has experience in the legal, financial services, engineering and information technology industries and has worked for the U.S. District Court – KC-Missouri, DST-Output, Jacobs Engineering and the Triple-i Corporation.



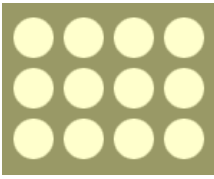
LOUPE STRATEGIC CONSULTING, LLC

Pharma / Healthcare Project Experience

- International Licensing and Business Development
- Company/Product Acquisition Assessment and Valuation
- Product Assessment Analysis and Valuation
- Size of Market Study
- Competitor Profiling
- Management and Design of New Product Launches
- Prospect and Customer Profiling
- Strategic Plan Development
- Marketing Plan Development
- Competitive Differentiation Analysis and Strategy Development
- International Market Analysis
- Client Survey Process
- Medicaid Reimbursement Strategy
- Retail Pharmacy Distribution Strategy

Products and Technology Experience (partial listing)

- Respiratory Care / Asthma Treatments
- Pain Products
- Women's Health
- Antibiotics
- Oncology
- Woundcare
- OTC Pharmaceuticals
- Monoclonal Antibodies
- Artificial Skin Substitutes
- Gastrointestinal Products
- Cystic Fibrosis Treatments
- Pediatric Products
- Drug Addiction Treatment - Methadone
- Auto Injector Devices
- Dental Products
- Thin Film Delivery
- Rosacea / Acne Treatments
- Contract Pharmaceutical Toxicology Testing
- Biomarkers
- Contract Tablet Manufacturing and Testing
- Competitor Benchmarking and Pricing Study
- Evaluation of Japan as a market for Clinical Study Service Expansion
- Contract Bioanalytical Testing



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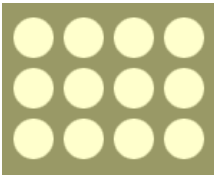
Fall 2017 PARTIAL LIST **CURRENT PHARMA BUS. DEV. PROJECTS**

Sell Side - Divestment Opportunities - Representing the Seller

- **Assisting a European company partner several innovative OTC products.**
- **Assisting a European company partner a late stage CNS product.**

Buy Side - Product Search Agreements - Representing the Buyer

- **Assisting a privately held European company to locate in-licensing opportunities in Hospital, Pain, Oncology and specialty products.**
- **Assisting a U.S. company identify and acquire G.I. and Dermatology products.**
- **Assisting a niche U.S. commercialization company acquire specialty products for launch in U.S. market.**
- **Assisting a Canadian company in-license pediatric products**
- **Assisting a group of successful Pharma Executives acquire new assets for a U.S. start-up company**
- **Assisting a U.S. company identify and acquire commercial stage dermatology and niche products.**



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PAST PROJECTS (partial list) - Sell-Side

- **Assisted a European company divest a marketed hospital emergency oncology product**
- **Assisted a U.S. company out-license a clinical stage emergency treatment for preeclampsia**
- **Assisted a European company divest a clinical stage oncology asset**
- **Assisted a U.S. company out-license a portfolio of preclinical pain products**
- **Assisted a U.S. company out-license a late stage cardiovascular product**
- **Assisted a European company out-license a clinical stage respiratory product for PAH and Cystic Fibrosis.**

PAST PROJECTS (partial list) - Buy-Side

- **Assisted a privately held European company in locating in-licensing opportunities in CNS, oncology, women's health.**
- **Assisted a U.S. company in locating pain product in-licensing opportunities**
- **Assisted a U.S. company in locating urology and endocrinology in-licensing opportunities**
- **Assisted a privately held European company in locating in-licensing opportunities in CNS, oncology, hematology and women's health**
- **Assisted a U.S. Investment Group identify and acquire Phase 1 - marketed pharmaceutical assets**