

**AKDYS®** is a boutique strategy growth advising firm, specializing in the support of life science companies in their <u>transition to a data-led decision-making culture</u>. AKDYS listens to innovators, contract service providers (CROs/CDMOs/CMOs) and investors (PEs/VCs) about their pipeline & products, service offerings and/or portfolio companies. AKDYS researches & designs value propositions, performs competitive market intelligence, positions & assesses portfolios, and prepares stage-gate busines plans.

**AKDYS®** offers support throughout the client's life cycle in the form of individual or integrated service packages — starting with a high-level initial market research all the way to a full business plan development, including in-person boardroom representation during investor meetings.

| AKDYS SERVICE<br>OFFERINGS | AKDYS CLIENTS INNOVATORS SERVICE PROVIDERS   | INVESTORS   |
|----------------------------|--|---|
| COMMERCIAL                 | Portfolio & Pipeline Analysis  Market Intelligence & Research  Benchmark Analysis & Narrative  Go-To-Market Strategy  Sales Metrics Development & Analysis  CRM System & Digital Tools Development  Competitive Landscape Analysis  Branding & Market Introduction Strategy  Pipeline Development & Target Identification  | Portfolio Company<br>Commercial<br>State Assessment /<br>Commercial Strategy          |
| BUSINESS OPERATIONS        | Budget Development  Business Performance Analysis & Development  Supply Chain & Vendor Analysis  Systems & Processes Value Stream Mapping  Organizational Development  Executive Team Coaching & Mentoring  Key Performance Indicators Development  S&OP Optimization  5-Year Business Plan Development  | Portfolio Company<br>Operating Partner /<br>Operations<br>Management                  |
| CORPORATE DEVELOPMENT      | <ul> <li>Vision, Mission &amp; Key Differentiator Statement</li> <li>Capital Investment Strategy</li> <li>Organic &amp; Inorganic Growth Strategies (Build vs. Buy)</li> <li>Due Diligence Support</li> <li>Enterprise Risk Management (ERM)</li> <li>Succession Planning</li> <li>Disruptive Technology Analysis</li> <li>Management Presentation Preparation</li> <li>Exit Strategy Development &amp; Transaction Support</li> </ul> | Portfolio Company<br>Expansion & Acquisition<br>Assessment / Due<br>Diligence Support |





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a data-led <u>pharma & biotech</u> adviser