

ND Pharma & Biotech

ND Pharma & Biotech  
**CMO/CRO**  
BUSINESS DEVELOPMENT

## *The ND Pharma & Biotech Partnership Program*

The ND Pharma Partnership Program is an initiative of our company in association with a number of partners worldwide. Such partners shown and had demonstrated different capabilities and capacities that are useful for ND Pharma & Biotech customer's needs and demands. Through this partnership program we can attend those demands in a truly efficient and cost-effective manner without sacrificing any of the quality issues and controls that big industry and less-size clients require. The partnership includes associations for a number of fields and sectors including medical devices, materials, API's, drugs, medicinal products, food ingredients, starters, intermediates, compliance and regulatory issues, cross border regulations, international and global commerce, and many other ranging from research, innovation, discovery, registration, manufacturing, production, commercialization, etc.

This brochure is devoted to our special association with one of those PARTNERS, but this is not our only special association. With more than 26 production centres worldwide, we can say that we operate in 5 continents, as to make such statement we contemplate that not only sales are accounted but also manufacturing.

Let us to be part of your next project and please do not hesitate in contacting for any idea, issue, projection, planning, or question that may arise in regarding to our special associations and partnerships that may let you to push forward your business and set you apart from competitors with the advantages of being helped by a comprehensive organization that puts your interest first, by all means.

**Unrivalled Experience  
in Life Sciences...  
and more.**





## Deep Roots/Reliable Growth

Years of expertise, research and technology transfers conforms our portfolio of vertically-integrated solutions that makes us the choice for long-term strategic partnerships. From formulation to supply chain or regulatory/compliance and quality control, we can offer a single source multi-purpose approach to solutions that you can trust on. We have a clear focus in our exclusive business,...your growth.

To be a trustworthy partner in Research, Development, Innovation and Production Management is a hard and complex task. This is why we involve in to all of our divisions, partners and collaborators. One of those important associations is made with a number of PARTNERS that are not depicted within this brochure. The following pages depicts a number of possibilities when contracting with ND Pharma. This doesn't mean that ND Pharma and/or partners, subsidiaries and/or any other operator involved assume any responsibilities and/or liabilities on the customer's projects, future plans and/or expectations made on such statements. All works, projects and contracting matters should be subjected to specific contracts and negotiation terms, expressed in writing. No warranty is made and no responsibility is taken for third party's projects and or products commercial and/or market results. Any queries on this project should be addressed to The ND Pharma & Biotech Company Ltd, for consideration. ND Pharma reserves all rights to select any other partner for the designated and/or specific project/purpose other than existing ones at the date of edition of this brochure, based on the appropriateness and or needs of the specific purpose/project/product/development/or accepted task.

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Any issues regarding this brochure, please refer in writing to: [info@ndpharmabiotech.com](mailto:info@ndpharmabiotech.com). Reference: CMO/CRO



# Business Development @ Our Core

Since its founding, ND Pharma & Biotech Company has collaborated with dozens of like-minded organizations to create important solutions in all areas and sectors we operate from Pharmaceuticals to Biotechnology, food & Nutrition, Agrochemicals and Fine Chemicals, etc.

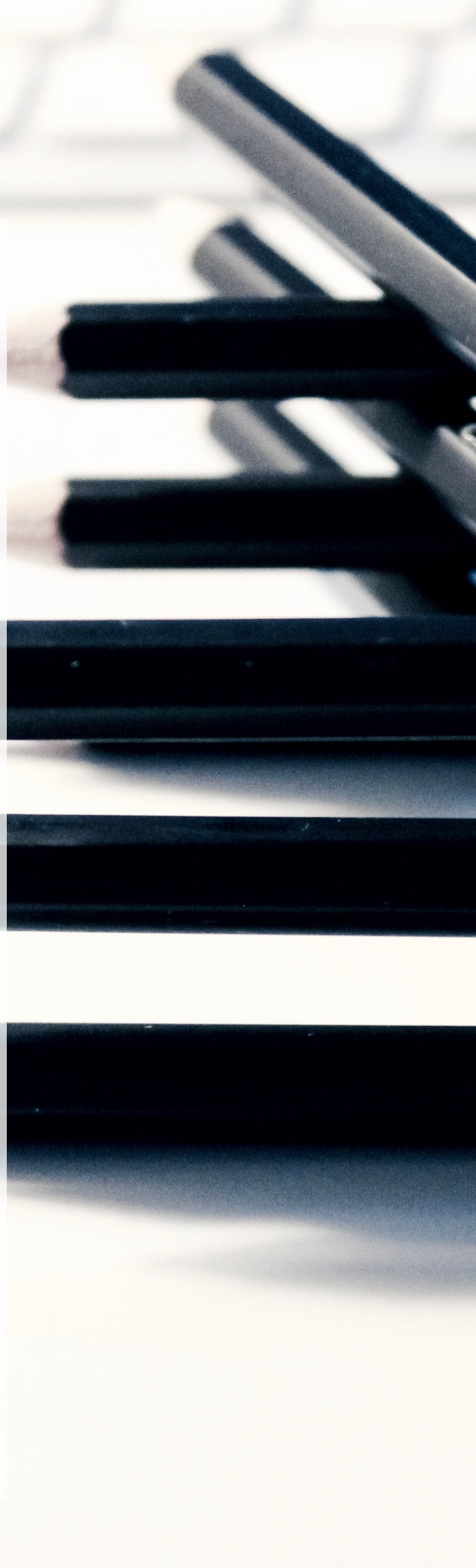
We have a long track record of research and science development as expertise background—more than 25 years—of fostering and integrating innovation to bring successful products and developments to the market. We are keen to establish strong relationships with the result of successful partnerships and access to new markets, sectors and public access to our products.

Our Team Leaders work with a number of partners worldwide and our research depends on nearly twenty-four early stage or academic partnerships and industrial associations for a better service to our customers and clients.

In Corporate Business Development, our team of experts are constantly expanding our borders and looking for new horizons within the long-range compromise with quality and commitment with excellence.

We value also the expertise and vision that each of our partners can offer and bring to the existing relationship firmly believing that each one of them are essential and instrumental in building a successful and collaborative partnership that became fruitful for both parties and our clients.

Between us, our shared vision could deliver the next medical, pharmaceutical, therapeutic, alimentary, agricultural or any other class breakthrough or novel technology that can bring lasting value to patients, industry, customers and to all those demanding solutions for unmet and unfulfilled needs.





## A flexible approach to partnering...

ND Pharma & Biotech Company business model allows for broad flexibility and creativity in crafting deal structures.

We have secured partnerships through in-licensing, out-licensing, joint development, co-marketing and co-promotion, as well as joint ventures including spin-outs, having account that we are always open to new ideas.

As a mid-sized company, we enjoy successful partnerships with both large and small companies. Our partners also benefit from the significant publicity that their innovation will attract once they are working with ND Pharma.

Our top decision-makers are accessible and actively involved at all times to fast track decision-making and ensure visibility to resource allocation. This flexible structure fosters an innovative environment for all parties to share expertise and extract maximum value at every stage, from development to execution.

Our success is closely linked to that of our partners, and we can assure you that your innovation and/or demands will be prioritized from day one.



# Building the best possible environment for Innovation

We are a biopharmaceutical and biotechnological company, with a solid scientific medical and biochemical foundation, and strong tradition and experience in a variety of fields and sectors. As science is part of our reason to exist, the foundation of every development and the light that shines after each development we made is related to the development of products and services that may help in some ways to make our lives better.

Chemistry and the provision of Chemicals, no matter if there are API's, Biochemicals, Analytical Reagents, Raw Materials, Starters, Intermediates or any other, is a strong demanding and time consuming task.

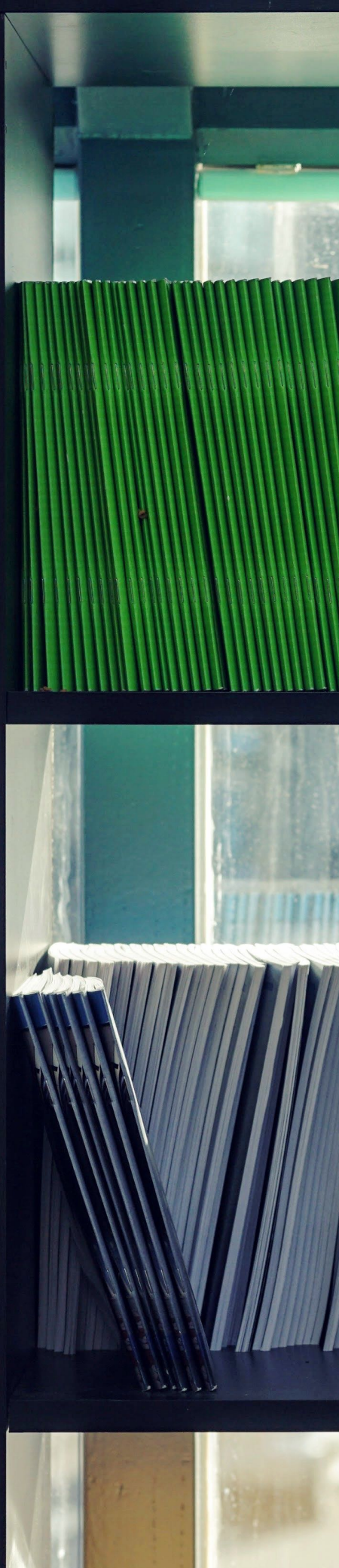
From manufacturing and/or globally sourcing to plant auditing, re-processing, adjusting and analysis to fit our client's exigencies to store, classification, controlling, packaging, compliance, registration, Health & Safety issues and delivering worldwide.

Sometimes, all those complex proceedings became made and completed behind the scenes and public awareness about the importance of a safety-oriented and knowledgeable team work is less than existent. So the labor of a company like ND Pharma & Biotech may be relegated to a second stage as we do not sell or produce (barely) finished products to the final consumer.

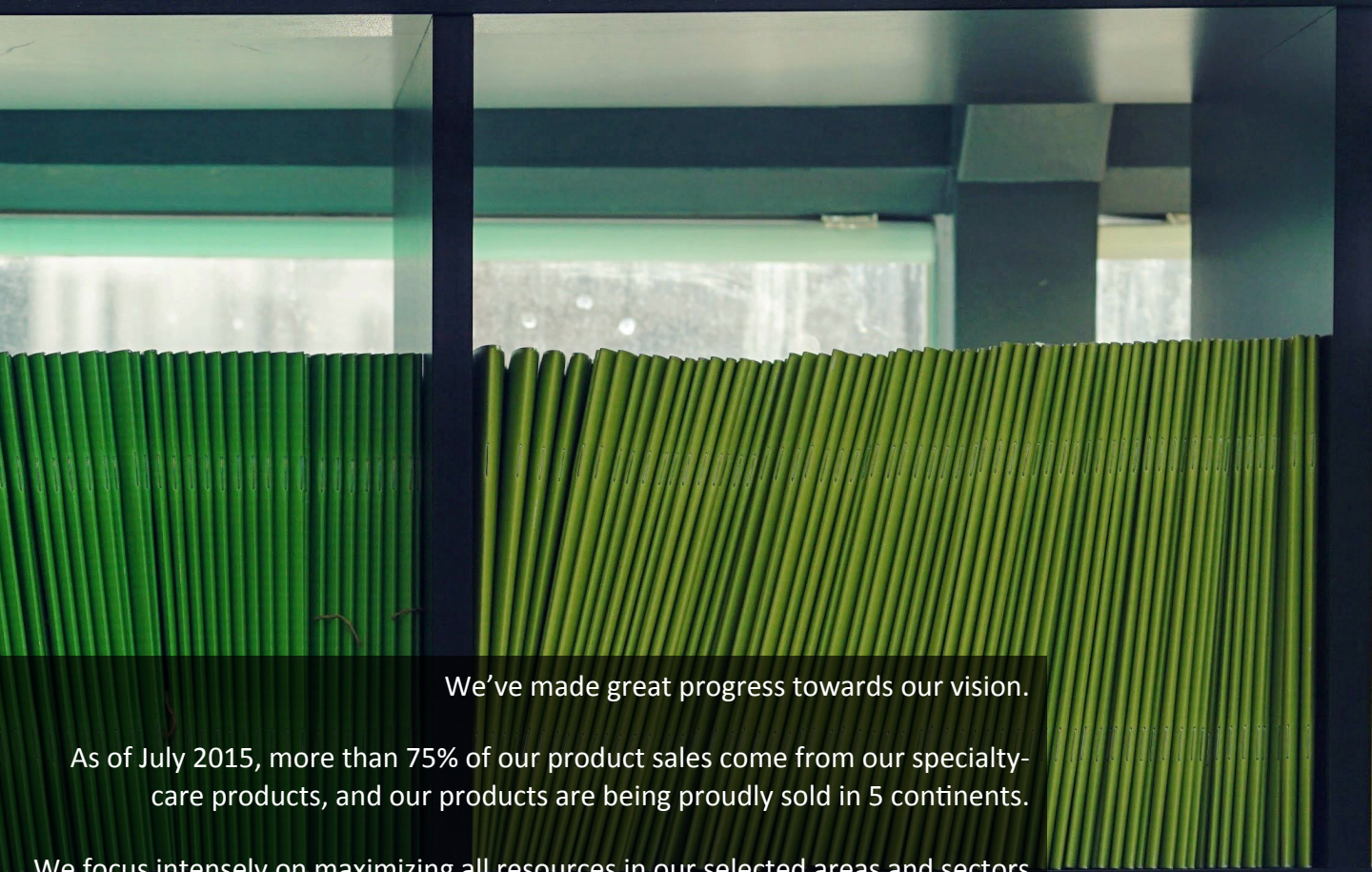
This is why we want to let you to know the immense effort and continuing improvement that our people is making every day to reach that level of excellence and professionalism in the provision of goods and services, with the best quality available at the most affordable price, not forgiving all the issues surrounding this activities.

We strive in a worldwide network of associates and partners sharing knowledge and technical capacities. For certain issues we trust in well-grounded and prestigious companies with a verifiable history of success and solid reputation. In such cases, we share information and proceedings in order to give our clients a better service.

Through these kind of associations and partnerships a vast multiplicity of resources are coming to enlarge ND Pharma & Biotech existing wide offer of products and services.







We've made great progress towards our vision.

As of July 2015, more than 75% of our product sales come from our specialty-care products, and our products are being proudly sold in 5 continents.

We focus intensely on maximizing all resources in our selected areas and sectors and since 2013, we reinvested 70% of revenues into our R&D programs.

This intensity calls for difficult decisions, but it has a real and important impact on company outcomes, while helping secure ND Pharma & Biotech future.



Within a extremely well-defined

# Strategy



# IT PAYS TO PARTNER THE RIGHT CMO/CRO

The journey to commercial supply, technology transfer, batch production, clinical trials, scale up, speed to market, FDA, EMA, and/or country or local authorities approval can be a nightmare for small and medium size companies unless you choose the right CRO/CMO partner.

In choosing ND Pharma & Biotech Company, you can count on a team of specialists who have spent years in developing the system, know-how, expertise and the invaluable insight necessary to help you steer clear of potential problems that can keep you worried, sleepless and your organization weighted for weeks, months and even years, with the enormous impact that this can make within your organization and its business.

We are in cooperating and helping with some of the big names of the industry in aspects that only a few can imagine, from medical and healthcare fields, to food & nutrition, sports nutrition, medical foods, general chemistry, fine chemicals, bio-preservation, agriculture, fisheries, food technology, animal health, research & science, biotech and pharmaceuticals, an many others in a quick and efficient way. From the first steps in de development to commercial batches, our expert teams will be by your side.

Manufacturing facilities and partnerships worldwide with first rate-first class partners let us to offer to you the ultimate flexibility should you need to scale up at a moment's notice to meet unexpected demands, both in research / development and/or production.

From API services, to pre-formulation and formulation activities, pharmaceutical development, analytical services, clinical trials material, scale-up and tech transfer, dosage variety, multiple process adaptation, commercial manufacturing and packaging to distribution, we are ready to create a whole world of opportunities that range from concept to commercialization.

In addition, we can support you at any stage of that journey, with our cutting-edge technology, smart-science orientation and manufacturing services, to help you to reach any goal and go to anywhere you need to go.

This is why we are confident that our partnerships are built-to-last for life.

In the following pages we will let you know how this association will benefit you as a client of ND Pharma & Biotech. Let us to give you our sincere thanks and appreciation for your trust and confidence in our Company.





## The ND Pharma & Biotech Team

**ND Pharma & Biotech** is an European leader company in Research + Development, that offers imaginative and advanced solutions to industrial sectors, professionals and technical varied areas within fields that gather from food and alimentary products, to human health, feed, animal and veterinary, biotechnology and discovery of novel chemical entities and special molecules. Our impressive reference's portfolio comprehends actually over 178.000 products, ranging from classic products and raw materials to the most advanced preparations and novel compounds. Our Brand products and formulated compounds act in a specific manner to any alleged problem planted by our clients and co-operators, as well as industry at large. We are constantly researching and growing to offer every day our best, in synchrony with our objectives as company, our mission, vision and overall, our values.

As a global company, our commercial success is depending exclusively from our ability and the techno- scientific capacity to create innovative products and brands, making efforts to give such value and doing it accessible to a large amount of consumers and people within the sectors and fields where those products and innovations are needed and demanded. Our business strategy and growing plan is outlined by the constant challenge that actual business climate and environment imposed, that all we are suffering alongside planet. Despite this situation, we are growing and progressing within our strategy of sustainable business, making possible that our products and services became accessible worldwide and establishing new and promising associations with first-line / high profile business companies to situate ourselves in the cutting edge of research, innovation and development, creating consolidated brands that add value to our efforts and let us to share such efforts with our clients, implementing it within their processes and operations.


These elements mixed in an efficient way, makes possible the implementation of the growing value chain around every product and service within the ascendant line that our business company traced from the very beginning of its activity and the real origin of this small big family that ND Pharma & Biotech is finally. An impressive array of success and achievement valued actually in hundreds of million pounds/euros, as an active and dynamic portfolio that our scientific direction administers in conjunction with our IP property conforming the highest value within our company, with an impossible to calculate perspective and horizon of development and future goals to reach.

Because these and to many other reasons, our company promotes and establishes and strategic associations with existing companies, most of them leaders within the markets, in order to set the common basis for advancement, progress and mutual prosperity and reciprocal cooperation.



# CMO/CRO® by ND<sup>Pharma</sup>

## Your Growing Partner in Development

- 
- International Service
  - Ensures Quality
  - Reduces Compliance Risks
  - Safer and More Sustainable Products
  - Helping To Meet Your Challenges
  - Globally Sourced
  - Globally Delivered
  - All Sectors and Products
  - +178.000 References/Products
  - Science-Driven Organization
  - R + D + I
  - Added Value
  - From Milligrams to Tons
  - Safety Science
  - Green Chemistry
  - New Molecules & Compounds
  - Availability
  - Flexibility
  - Experience
  - Service
  - Reliable Partnerships
  - Price Competitiveness
  - Committed with Excellence
  - All Sectors and Applications
  - Translation of Academic Results into Commercial Opportunities
  - Small Molecule Synthesis
  - Lead Discovery
  - Lead Optimization
  - Molecular modelling
  - In vitro ADME Profiling
  - In vitro Pharmacology
  - In vivo pharmacokinetics
  - In vivo Pharmacology
  - Proteomics Research
  - Antibody therapy discovery
  - Active Research Programs with partners in major sites and centres worldwide.
  - Collaborative Research
  - Contract Research
  - Project Management
  - Orphan & Rare Drugs
  - Rare & Ultra Rare Molecules/Compounds
  - Specialty Chemicals
  - Medical Devices
  - Regulation Issues
  - Compliance
  - REACH/ECHA
  - Project Development





CMO/CRO® by ND<sup>Pharma</sup>  
FROM ACADEMY INTO COMMERCIAL



# TALK US

## WE ARE OPEN FOR BUSINESS

Getting Things Done Right and in Right Time



# SIMPLIFY

## Your Processes

To simplify your contract manufacturing processes is a thorough issue. We offer you an international network of partners that are ready to attend any query and need you may have from process development to formulation, filling, packaging and many other in locations near to your headquarters and business operations centre. We work with such partners in different ways, and our closed agreements prevent you from last-minute unexpected issues and surprising factors. The trust and confidence of our clients is important, this is why we show our capabilities only to serious projects and we develop business for carefully selected customers.

We have been an independent, family-owned and financially stable private company serving as provider for the Pharmaceutical, Research, Biotechnological, Agricultural and Chemical Industry since our incorporation.

We have established a series of strong partnerships and alliances worldwide to serve more efficiently to our clients and customers worldwide.

Our exclusive business model is part of our uniqueness in the creation of added value and strategic advanced solutions for you.

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