








# ProGrow Pharma Partners

2020

# Agenda

-  **About ProGrow Pharma Partners**
-  **Mission**
-  **Products and Services**
-  **Key project updates**
-  **Our people**

# About us

- We are an advisory firm, established in 2017, with a team of professionals having 18+ years of experience in serving the Pharmaceutical Industry.
- Our exclusive focus and knowledge of the Global Biotech, and Healthcare sector enables us to offer advisory services to **Healthcare companies** (*Market leaders, Innovators, Generic Players CROs, and others*) and **its Investors** (*Private Equity investors, Venture Capitalists, HNIs, and others*).
- Our dedicated team brings together scientific expertise, financial know-how, and industry experience to understand the science and challenges associated with innovation, drug development, clinical trials, patents, and competition across geographies.

**Domain Knowledge and Serving Diversified Pharma Clients set us Apart**

# Mission

- Our goal is to provide ‘**One Stop-Shop**’ solution by bridging necessary resources and offering advisory to different Pharma clients across the Globe.
- To partner our clients on their journey from concept to the market and beyond, empowering them to make forward-looking, accurate, and actionable business decisions.





# Our Products and Services



STRATEGIC ADVISORY  
SERVICES



FINANCIAL SERVICES



TECHNO-COMMERCIAL  
FEASIBILITY STUDIES

# Strategic Advisory Services

- **Strategic Partnership, Joint Ventures, and Tie-ups**
  - We mediate JV/ Collaborations by identifying products /companies /facilities in different geographies that align with a client's business.
  
- **Investment and Divestment**
  - Helping to find right candidate for mergers and acquisitions – Our team can assist in brand acquisition/divestment, total or partial sale of manufacturing facility etc. to create long term value for the business.
  
- **Licensing**
  - Tracking approval and development of new drugs of Pharma companies across the Globe, our team identifies In-licensing/ Out-licensing opportunities of innovative drugs (Small molecules/ Biologics) suitable to our client's need.

# Financial Services

With domain knowledge – Technical and Financial under one platform, we use appropriate valuation methodology to assist clients in their investment decision.

- Fund raising from private equity, venture capital, HNI etc for Start ups and Mature Businesses
- Low cost Debt financing
- Investment opportunity assessment of sub sectors, API, formulations
- Assist investment banks in identifying opportunities in Pharma and co execute the projects
- Third party Technical and commercial due diligence
- Business evaluation of start-up pharma companies

# Techno-Commercial Feasibility Studies

- We deploy our expertise to provide services from conceptualization of a project idea to Commercialization of products in any geography. Team, so far, have executed various projects for Indian and Overseas clients.
- Industries we have covered so far –
  - API and Intermediate
  - Finished Dosage
  - Biologics / Biosimilars/ Biobetter
  - OTC, Nutraceuticals, Herbal / plant extracts
  - Animal/ veterinary products
  - FMCG- Disinfectant, sanitization products
- We have studied various markets, highlighting key markets –
  - **Regulated Markets:** USA, EU, Japan, Australia
  - **Semi- regulated Markets:** India, ASEAN- countries, China, Brazil, etc.
  - **Non-Regulated Markets:** Sri Lanka, Bangladesh, East Africa, etc.

**Transforming Business Challenges into Growth Opportunities**



# In-Depth Work in Therapeutic Areas

Anti-infective

CNS

Oncology

Endocrine

Metabolic  
Syndrome

Dermatology

Ophthalmology

Respiratory

Cardiovascular

Musculoskeletal

Women Health

# Key Project Updates

- Assisting US –based company in Formulation development of its patented NCE molecule
- Fund raising for Biotech Start-up focusing on Drug Repurposing, and developing New Molecular Entity
- Fund raising or JV partnership for Biotech Start-up focusing on the development and manufacturing of Low-cost and High-quality Natural Peptides
- Strategic Advisory to the India pharma company – In-Licensing of NCE/ NME molecule for Domestic Market
- Identify buyers or strategic investor/ partner for existing injectable facility, Biotech start-up, multi-specialty hospitals, etc.
- Valuation of Biotech Company – Evaluate the pipeline, Technology platform and its IP assets
- Market Potential assessment of Novel Peptide-based products in various indications, and Strategic Advisory for Out-licensing of them
- Market Feasibility study of African countries for our overseas client – Kenya, Ethiopia, Uganda, North Sudan, Democratic Republic of Congo
- Techno-Commercial Feasibility Study to set up an Active Pharmaceutical Ingredient (API) manufacturing facility for Domestic Supplies

# Projects executed by our Team in Past

- Third party and/or Independent Business and Technical Due Diligence and/or Valuation of companies, such as, CRO, Nutraceutical companies, API & Finished Dosage manufacturer, Preclinical CROs, Vaccine, etc.
- Techno-Commercial Feasibility Study to put up a Finished Dosage Manufacturing plant in new geographies. In-depth analysis of Local pharma market and Regional exports, as well for Semi-Regulated markets like Sri Lanka, Ethiopia, etc.
- Evaluation of Business Plan and Marketing Strategy of a New Venture (International subsidiary) of India Pharma Company
- Global Market Assessment and In-Licensing & Out-licensing of NCE, NME, NDDS products
- Product pipeline assessment, prioritized preclinical NCE/value-added developmental products, identifying opportunities in niche therapy area, market potential of products in light of competitions for renowned CRAMS company



# Executive Team

## Subita Srimal, Ph.D (Biochemistry)



- Subita Srimal is the founding Partner of ProGrow Pharma Partners. She has over 27 years of Pharma advisory experience. She lends the flavour of a scientist, researcher, entrepreneur and Pharma advisor to the company. Her understanding of innovative drugs/ technologies being developed by companies across the Globe, is useful to identify new opportunities for companies. With hands on experience in the lab, setting up her own company and global exposure, she provides a mature holistic perspective to the clients. Her experience while consulting included in-depth analysis of global innovative biotech companies, Technical and strategic advisory services to Indian Pharma companies.
- Prior to founding ProGrow Pharma Partners in February 2017, she was a team lead and one of the scientific think-tank at MP Advisors.
- Prior to Joining MP Advisors. she founded MBPL that manufactured a diagnostic reagent, Carcinoscopus Amebocyte Lysate (CAL) used for the detection of pyrogens. CAL was developed from the bench to the commercial level solely and included in the Indian Pharmacopeia through her efforts.
- Her scientific experience is derived from her work in international labs Kyushu University, Japan; Cornell University Medical College, New York; MBL, Woods Hole; Indian Institute of Chemical Biology Kolkatta Tata Institute of Fundamental Research, Mumbai; Institute of Microbial Technology Chandigarh, and Indian Institute of Science, Bangalore.



## Sanjeev Mishra, MBA (Investment, ICFAI)

- Sanjeev Mishra is the founding Partner of ProGrow Pharma Partners. He has over 15 years of Pharma advisory experience. A finance professional and chemistry background has an in depth understanding of the complex steps of drug development along with risks and rewards associated for a given drug. His acquired understanding of drugs and diseases helped him author/ Co-author detailed therapy class/specific diseases reports. Sanjeev's multitasking ability and experience provides valuable financial and technical input required in evaluating biotech/pharma companies.
- Prior to founding ProGrow Pharma Partners in February 2017, he was a Sr Pharma Consultant at MP Advisors. At MP Advisors, he worked on various projects related to Feasibility Studies, Merger and acquisition, Joint Venture, Business Evaluation, Identifying NCE Licensing Opportunities, and Business & Technological Due Diligence of Products, Pharma and Nutraceutical Companies. He was following various large cap Biopharma and Biotech companies, mainly from US, EU, Japan and India. He worked with renowned Private Equity Investors in India and is also an author of many therapeutic class reports.
- Prior to joining MP Advisors in 2009, he worked with Guggenheim-Transparent Value LLC, an asset management company as a Senior Financial Analyst.
- Sanjeev studied B.Sc. Chemistry Honors at Jai Prakash University, Chhapra, Bihar and completed his Master of Business Management (Investment) from ICFAI, Hyderabad. As an integral part of study, he worked on a project, "Market Opportunity of Anti-Cancer drugs in India" at Shantha Biotech (A Sanofi company).





## Khyati Thakrar, MS (Microbiology), PGDBM

- Khyati Thakrar is the founding Partner of ProGrow Pharma Partners. She has over 15 years of Pharma advisory experience focused on India, US, EU, China, and semi-regulated countries. She offers a blend of science and financial expertise besides her acquired IT skills. She possess in depth understanding of science, novel technologies, drug targets and mechanism. Developing market models of drugs in a competitive scenario, understanding the diversified business of Pharma companies across the globe, identifying new business opportunities, and evaluating their future potential are some of her prized attributes.
- Prior to founding ProGrow Pharma Partners in February 2017, she was a Sr Pharma Consultant at MP Advisors. At MP Advisors, she was looking various Non-Profitable Biopharma and Biotech companies, mainly from US, EU, and India. She worked on projects related to Feasibility studies for Therapeutic Segments, Products, and various Geographies; In-depth Market Analysis of Innovative/Generic Pharma/Biotech Products; and Recognizing Product Licensing Opportunities (in-licensing/out-licensing).
- She also worked with various Private Equities and has worked on Business & Technological Due Diligence of Products, Pharmaceutical and Nutraceutical companies. She was also an author/co-author of many therapeutic class reports.
- Prior to joining MP Advisors in 2006, she worked with Astral SteriTech Pvt. Ltd in Regulatory Affairs and Quality Assurance functions.
- Khyati studied M.Sc. Microbiology at Sardar Patel University, Vidyanagar, and completed her Post Graduate Diploma in Management from Maharaja Sayajirao University, Vadodara. As an integral part of study, she worked on a project of “Cloning & Expression of mutant of *uvrA* gene ( $\Delta C32$ ) in “*Haemophilus influenzae*” at the Bhabha Atomic Research Centre (BARC), Mumbai.

# Thank you

C-227, SIDDHARTH EXCELLENCE, NR SHIVASHRAY BUNGALOWS, OPP.  
VASNA D-MART, VASNA ROAD, VADODARA -390015

PGP@PGPPARTNERS.COM | +91 74900 55873 | WWW.PGPPARTNERS.COM