



# ALCHIMIA PARTNERS

## Biotechnology and Pharmaceutical Consulting

### Objectivity . . .

. . . is the goal of any analytical process that is designed to assess the commercial value, likelihood of success, or best development path for a therapeutic. Alchimia Partners offers consulting services to biotechnology and pharmaceutical companies, to investors in those companies, and to other organizations requiring insight or expertise related to the biopharmaceutical industry, with a studied appreciation for the challenges to objectivity that plague decision-making in both drug development and investing in drug development. "Alchimia" means alchemy – although we cannot change lead into gold, our analytical alchemy combines objectivity, knowledge and experience in a manner that distinguishes lead from gold, allowing rational and appropriate deployment of capital and resources into drug development projects. Those seeking to have their own biases confirmed, their preconceived notions ratified, and their opinions rubber-stamped ought to look elsewhere for consultative services.



Alchimia Partners provides consulting services to biotechnology and pharmaceutical companies and to investors from the unique perspective of our principle, Tony Fiorino, MD, PhD. This viewpoint has been shaped by medical and scientific education, analytical tools and an investor's perspective earned in a decade spent on Wall Street as an analyst and portfolio manager, and tangible operational know-how gained by running a small clinical-stage biotechnology start-up. Tony is equally conversant in basic science, clinical medicine, drug development, financial modeling and healthcare investing, and can apply a multi-disciplined and strategic vision to any problem.

### Experience and Training

President and CEO of EnzymeRx

Ran GLP toxicity studies, oversaw transfer and scale-up of *E. coli*-based manufacturing process, developed and wrote phase 1 clinical trial protocols, successfully filed two INDs and ran two phase 1 studies, and executed sale of the program to 3SBio

Biotechnology and pharmaceuticals analyst and portfolio manager at Citigroup and hedge funds Sands Point Partners and Pequot Capital  
Sell-side pharmaceuticals analyst at JP Morgan  
Internship and dermatology training at University of Pennsylvania

BS in Biology from MIT, MD-PhD from the Albert Einstein College of Medicine

Over 20 published articles in the medical and scientific literature; elected to *Phi Beta Kappa*, *Sigma Xi* and *Alpha Omega Alpha*

### Services Offered

Product development/strategic planning across preclinical, CMC, clinical and regulatory domains, including development of target product profile, product development plan, clinical trial design and protocol development

In-depth review and analysis of competitive positioning of individual product candidates or entire portfolios, including due diligence on prospective in-licensing or acquisition candidates

Building and reviewing financial models, including corporate financial statements, market models and budgets

Preparation of due diligence materials for use in prospective partnering, out-licensing and asset sale discussions

Creating investor materials such as slide presentations, executive summaries and business plans, and interacting with investors and potential investors at conferences, meetings and roadshows

Scientific and medical writing, including composing manuscripts, and poster and slide presentations for medical or research meetings

Defining inventive disclosures and drafting patent applications, in conjunction with in-house or outside patent counsel

Due diligence on companies or drugs, including (when appropriate) a detailed review of existing clinical data with an assessment of the likelihood of success at various future anticipated clinical and regulatory milestones

Review of an existing investment portfolio with a goal of determining those investments with the best future prospects

### Contact Us

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