ThermoFisher SCIENTIFIC

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Personalization

Find your missing element with Thermo Fisher Scientific.

Quick to care™ program

Learn how we can support your drug development journey through to delivery.

Mike Pearson
Staff Program Manager,
Pharma Services,
Bend, OR

How leveraging a global network delivered big results

Mike's team in Bend, OR was only supposed to optimize the spray drying process for a particular medication while another, much larger, facility would handle the large-scale manufacturing. However, the other facility's equipment wouldn't be available in time to meet the client's aggressive IND filing schedule. It was time to leverage the power of the Thermo Fisher Scientific global network and Quick to Care™ program to offer the client their best chance at success. Through incredible effort and intensely coordinated activities, the team in Bend delivered an order nearly double in magnitude compared to typical projects before transferring the product to other Thermo Fisher sites to test, fill, and deliver to patients. Despite the change in plans, the right team stepped in to ensure all deadlines were met, and the client got a critical medicine to the patients who needed it most.

Streamlining supply chain and accelerating development

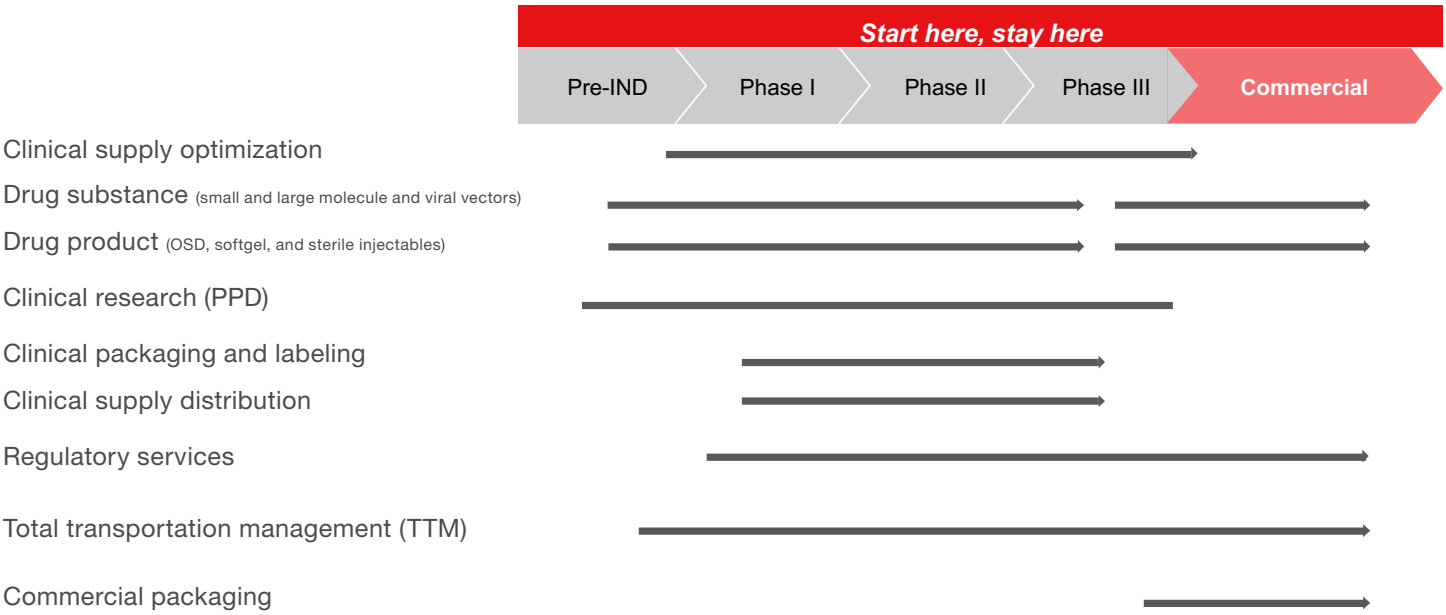
In 2022, the average cost to develop an asset was $2,3B, an increase of $298 million from 2021. The number of terminated assets doubled, from 15 in 2021 to 30 in 2022, including six that were forecasted to be “blockbuster” assets. The average cycle times — the time it takes for a new drug to progress from starting clinical trials to approval — increased to 7.09 years in 2022 from 6.9 years in 2021, the second longest average cycle time since the study began.[1] A single vendor solution that streamlines the supply chain and accelerates the development timeline is critical to ensuring that these new medicines are brought to market on time. Coordinating with multiple vendors requires additional time, resources, and expertise to manage the various projects and timelines associated with drug development. This often leads to delays in development and miscommunication between vendors.

In 2015, Thermo Fisher Scientific introduced our Quick to Care™ program, the industry’s first-of-its-kind, end-to-end, integrated, and customizable solution covering all development phases. The program streamlines and accelerates your discovery by combining drug substance and drug product development, clinical trials supply solutions including packaging, labeling, storage and distribution, regulatory services, transportation management, and commercial manufacturing and packaging.

In 2021, with the acquisition of PPD, a leading provider of clinical research services to the biopharma and pharma industry, Thermo Fisher added clinical research services to the Quick to Care™ program.

This addition expanded its comprehensive suite of services across the clinical development specturm, and enabled portfolio management from early development through clinical research and to commercialization.

Quick to Care™ program — comprehensive, flexible, integrated solution



“Thermo Fisher Scientific has the right expertise, great team, and flexibility to meet costumers’ needs.”

— Biotechnology company focused on cancer medicines, USA

Meeting our customers' drug development and clinical service needs

With a complex drug development path, many challenges can occur in the form of detours and roadblocks, leading to unexpected disruptions, missed milestones, and delayed timelines. We understand these challenges and our dedicated global team of experts can provide you with the experience and guidance needed to develop a program designed to find synergies to save time and get you to commercial success, faster. Our solution to these challenges is the Quick to Care™ program, which integrates our broad, industry-leading capabilities into a single solution that is tailored to the needs of your program and covers all development phases and commercial manufacturing.

Tailored solutions just for you

Whether your goal is out-licensing at Phase IIb or taking your molecule to full commercialization, it requires a dedicated, trusted, and experienced partner that understands your complex program needs. Our team of global experts provides unified program management, scientific and technical insight, and reduces redundancies to ensure success in your drug development journey. By partnering with us, you're able to create and customize your own flexible integrated offering based on your specific needs, all while working alongside our team of experts to find a solution tailored just for you. We take a patient-centric approach and offer customizable solutions that include:

Key benefits

Simplicity

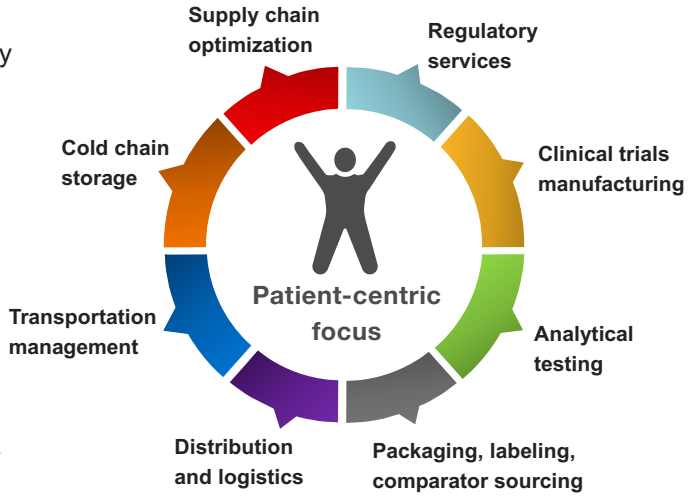
- ✓ Streamlined processes and communications, actively coordinated by a global program manager
- ✓ Single MSA and harmonized quality agreements
- ✓ Consolidated invoicing

Efficiency

- ✓ Integrated timelines, enabling savings
- ✓ Cross-site collaboration
- ✓ Elimination of duplicative work

Reduced risk and improved scalability

- ✓ Collaborative expertise across network to proactively identify and solve issues before they arise
- ✓ Integrated global networks to support commercial scale standards and volumes



Benefits of partnering with us

We understand the unique needs of small companies—more than 78% of our clients are emerging and mid-size pharma/biopharma organizations. The Quick to Care™ program was designed with you in mind, and combines world-class drug substance, drug product, and clinical supply development and manufacturing services into a single, customizable, integrated program for your molecule, and further reduces the amount of effort you put into managing the supply chain. Benefits include:

- Simplification
- Time savings
- Reduced risk

The program provides a customizable solution designed to fit your journey. Our single vendor solution integrates drug substance and drug product development, clinical manufacturing, clinical supply forecasting, demand planning, and clinical trial supply services—all of which are designed to accelerate your discovery. We provide you with access to a vast global network of scientific experts and technicians as well as a dedicated program manager assigned to your project, all united by with one shared commitment to your drug development success. This connected and accessible team brings deep experience in their specialties to solve your challenges faster—all while simplifying and accelerating the development of your molecule into commercial manufacturing.

> ***" For a small company, having a technically competent, customer- focused team supporting us is critical to our success "***
>
> — Pharmaceutical company focused on women's health, USA

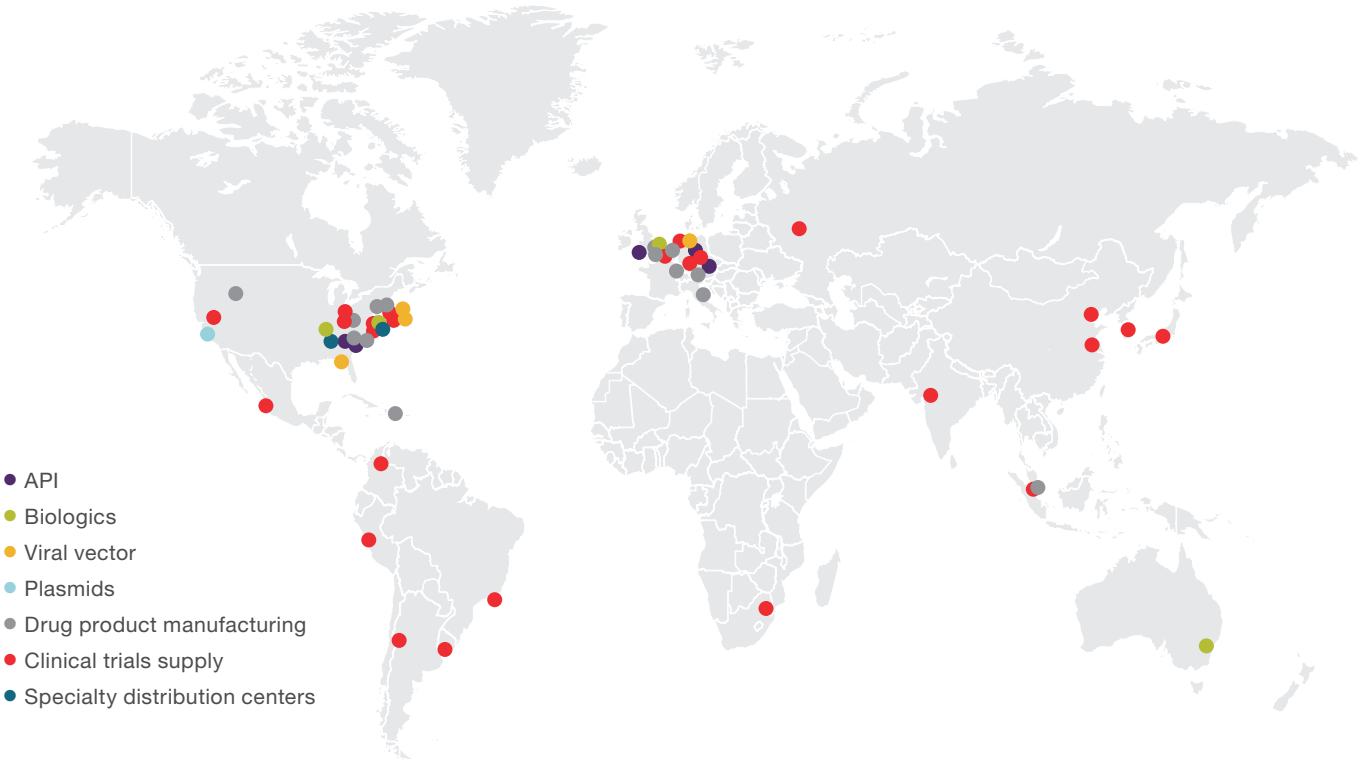
Delivering global excellence

Our client-focused mindset and global expertise combine to provide a best-in-class, integrated offering to position your molecule for greater therapeutic and financial success. Our experience guiding new and emerging clients through each phase of drug development has resulted in time and cost savings.Our integrated network of technical, quality, and customer engagement teams are ready to support your drug development journey. The Patheon pharma services network has 60+ sites across five continents and employs ~3,000 scientists, technicians, and engineers with deep technical expertise, plus ~3,700 quality professionals, all working together to ensure the success of your molecule. We currently offer manufacturing locations in the United States, Europe, and Australia, which provides you with simplified logistics and R&D tax advantages.

We offer a broad range of solutions that include:

- Clinical labeling services
- Demand planning and supply optimization
- Clinical trial packaging and storage
- Cold chain storage and logistics
- Distribution and logistics
- Clinical ancillary management

Integrated global network of technical, quality, and customer engagement teams to support your drug development journey



~18,000
colleagues in 60+ sites

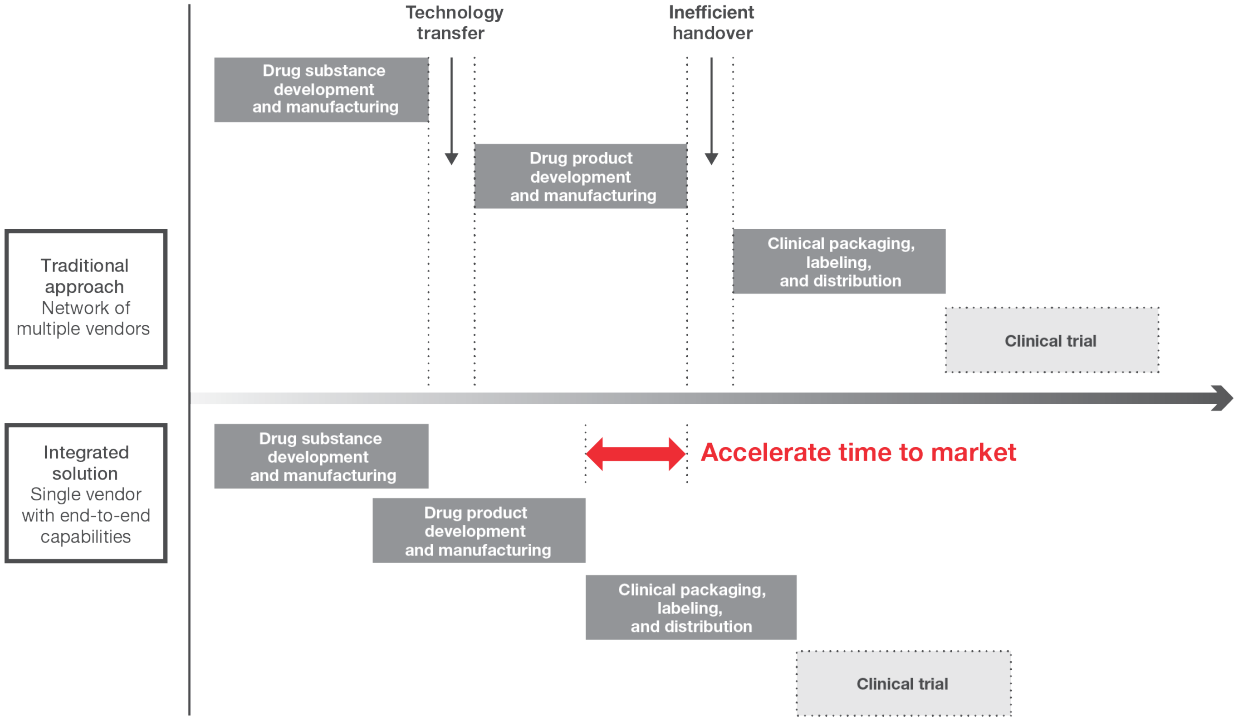
~3,000
scientists, technicians, and engineers with deep technical expertise

~3,700
quality specialists

Accelerating development timelines

The path through drug development is marked by detours, roadblocks, and very few shortcuts. Unexpected delays can lead to missed milestones, rework, and delayed timelines — all setbacks that no one wants to explain to their investors. Working with multiple vendors means that there are varying levels of hand-offs involved between vendors, which can lead to operational silos, workflow and process inefficiencies, and product knowledge gaps, as well as potential timeline delays and "whitespace."

By partnering with one single vendor, the Quick to Care™ program enables you to accelerate your time to market.



"Thermo Fisher Scientific provides exceptional speed and responsiveness"

— Biotechnology company focused on oncology, USA

Dedicated project management

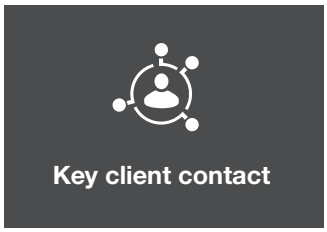
The Quick to Care™ program begins with a dedicated program manager who is assigned to your program from the outset. The program manager is the integrator that pulls together our broad, industry-leading capabilities into a single, integrated solution. They are responsible for reaching across our extensive network to pull together a team of technical experts to focus on your program. Your program manager is your advocate who establishes and manages the governance process.

Our experienced and dedicated global program managers have the knowledge necessary to provide clients with a proactive, timely, and seamless approach to position your molecule for greater therapeutic and financial success. We provide a global network integrated by program managers to deliver coordination, commitment, and accountability across the entire supply chain. Our managers are the human connector that integrates the sites and capabilities into a single network, by having:

- A “one team” approach
- Harmonized global practices and procedures
- Decreased administrative tasks
- Streamlined and focused communications
- Integrated governance model
- Proactive risk mitigation and clear escalation pathway
- Access to global leadership and executive sponsors

Single, comprehensive, integrated plan enabled by communication and coordination

- Involved from concept to delivery
- Leveraged across supply chain
- Network of technical experts solving your challenges



- Client advocate integrating and coordinating overall program

- Global framework to make decisions and escalate issues

- Communication and visibility across network provides complete view of program
- Positioned to identify and respond to obstacles

“The Thermo Fisher Scientific team always delivers quality results rapidly.”

— Biotechnology company focused on innovative therapeutics, USA

Shaping outcomes

From drug development to commercial manufacturing, packaging, labeling, distribution, and clinical trials, the Quick to Care™ program is a premier integrated offering solution that is comprehensive and flexible. The biopharmaceutical industry's new business model that focuses on the unmet needs of smaller patient populations has diversified today's pipelines and brought new hope to patient care. By offering multiple services in one solution, the program gives you an opportunity to improve efficiency in delivery and, as a result, bring drugs to patients faster.

Case study

How Quick to Care™ program accelerated the delivery of a breakthrough COVID-19 treatment to patients in less than 12 months

Summary: A large, multi-national company, with a potential breakthrough treatment for COVID-19, needed to partner with a CDMO with the capacity and expertise to meet their current drug development needs, and the ability to significantly scale up operations, in a short timeframe.

Challenge:

- Support drug development needs of potential breakthrough COVID-19 treatment in capsule format
- Transfer process and scale up drug substance at one site, and drug product at two sites
- Produce 20+ metric tons of drug substance and manufacture >200 million capsules in 12 months
- Once EUA granted, supply product to US, EU, China, and Japan

Solution:

- Quick to Care™ program with dedicated overall program management and coordinated efforts across network, established governance systems, and clear visibility into end-to-end processes
- Strategic coordination of production materials:
    - Pooled materials requirements across both drug product sites
    - Leveraged purchasing power with suppliers through global procurement team
    - Upfront commitment to production slots of critical materials
- Technical expertise addressed scale-up challenges with drug substance

Results:

- 52-week lead time for critical material avoided with purchasing power and upfront purchasing commitment
- Drug product raw materials were on hand at start of manufacturing campaign at both sites
- Drug substance and drug product processes scaled up, and drug product produced at both locations in under 11 months
- Potential breakthrough treatment for COVID-19 became a reality

Our proven track record of quality, reliability, and expertise can support your drug development journey

Emerging and mid-size biotechs
85%
of our customers in 2022

Active Q2C studies in 2022

34	29	25
Phase I projects	Phase II projects	Phase III projects

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Commercial

109 NDA approvals, 3x more
than our closest competitor[3]

Thermo Fisher Scientific is your global partner of choice for an integrated solution to streamline your drug development program. We understand the complex journey ahead and are experienced in working with new and emerging clients. In 2022, 85% of our customers were from emerging and mid-size biotech companies. We had 90 active Quick to Care™ programs, including 34 Phase I projects, 29 Phase II projects, 25 Phase III projects and two commercial projects. From 2013 to 2022, Thermo Fisher received more NDA/BLA approvals than the next two CMOs combined.[2]

With our breadth of experience, vast access to scientific experts, and a global integrated network, we can provide you with a customizable solution that works to reduce your development timeline. We apply a science-driven, risk-based approach to every step of the development and manufacturing process. Our harmonized quality processes combined with our logistics experts across our extensive global footprint ensures your discovery makes it to the patients who need it most. We have one shared commitment—your drug development success.

[1] Deloitte Centre for Health Solutions - Seize the digital momentum, measuring the return from pharmaceutical innovation 2022

[2] PharmSource, A GlobalData Product, Trend Report – New Drug Approvals and Their Contract Manufacture – 2023 Edition

[3] GlobalData Pharma Intelligence Center, New Drug Approvals and Their Contract Manufacture - 2023 Edition

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