



# FingerPost

## Services by stage of development

Pre-clinical

Phase I

Phase IIa

Phase IIb

Phase III

Regulatory Filing

Launch



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## Commercial Viability

By applying the commercial lens to support target selection and clinical development, we advise on the patient populations that are most likely to drive interest for investors and partners.

We will also include a review of any pitch deck material and advise on gaps that could be strengthened.



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### Economic Opportunity

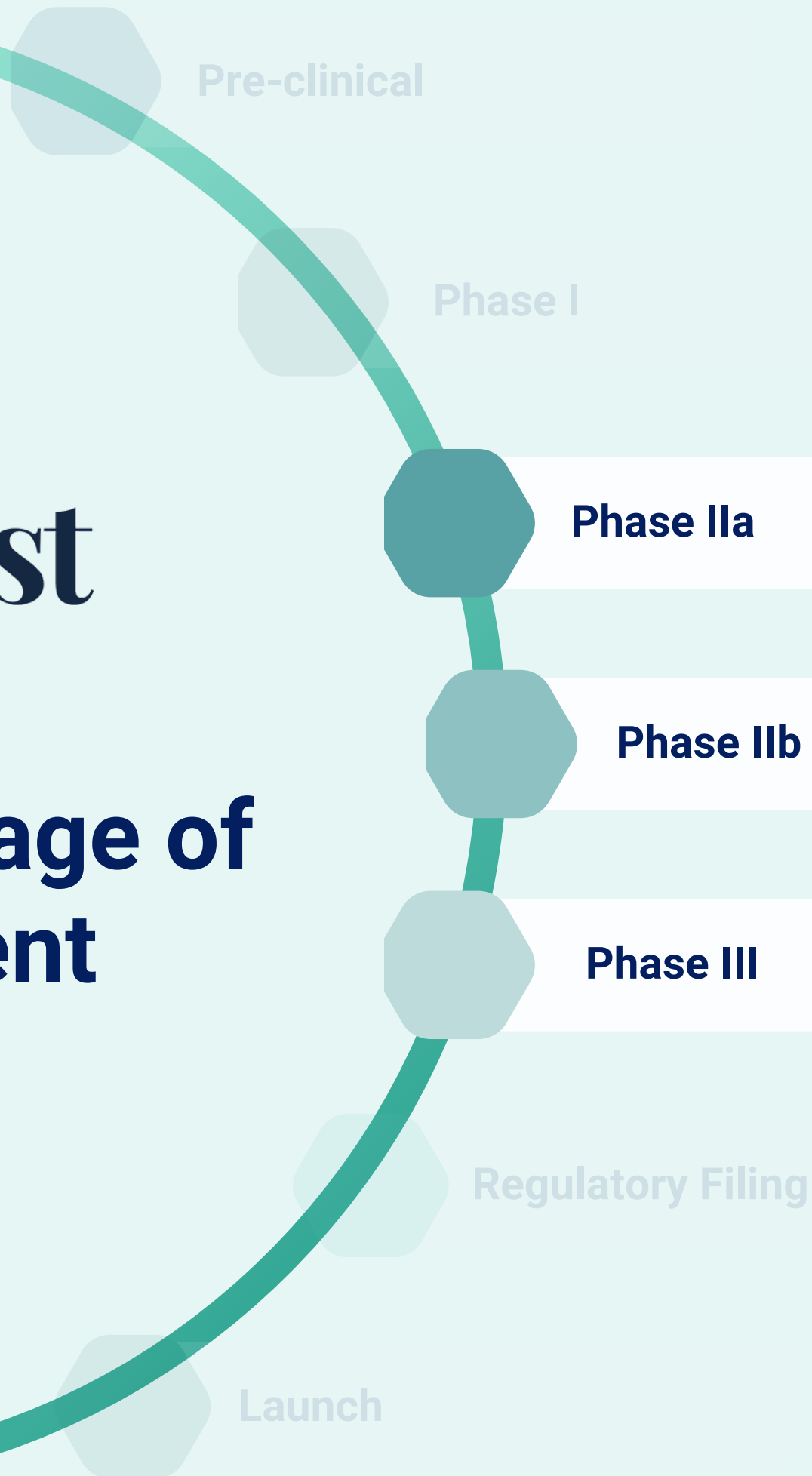
Robust pricing analysis and economic modelling is required to demonstrate the revenue potential of assets to investors/acquirers while identifying the optimal value-based pricing strategy.

This work will establish clear price points that maximise value while ensuring market access, a critical consideration for valuation.



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### Clinical trial design for HTA/Payers

For successful partnering and commercialization, it's important that clinical trials support optimal value demonstration to Payers, without compromising regulatory requirements.



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### Joint Clinical Assessment (JCA)

JCA now means that a European HTA submission is required at the same time as the European regulatory dossier.

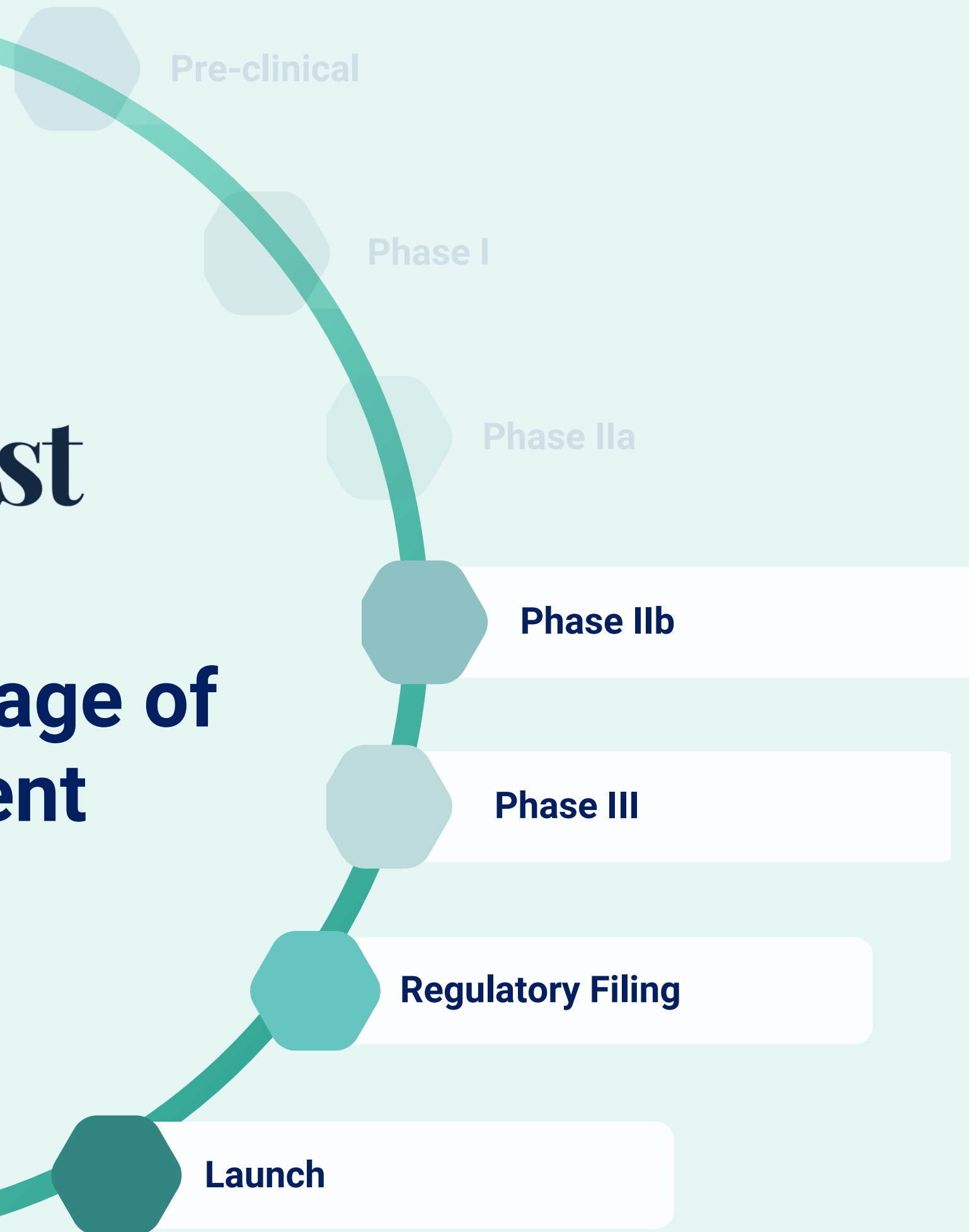
Preparation for this starts within 1-2 years of the regulatory filing date, regardless of partnering objectives.

Our team has developed a targeted service offering for smaller biopharma companies who are looking for an exit or are planning to launch with limited internal market access resources.



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### Buy-side evaluations

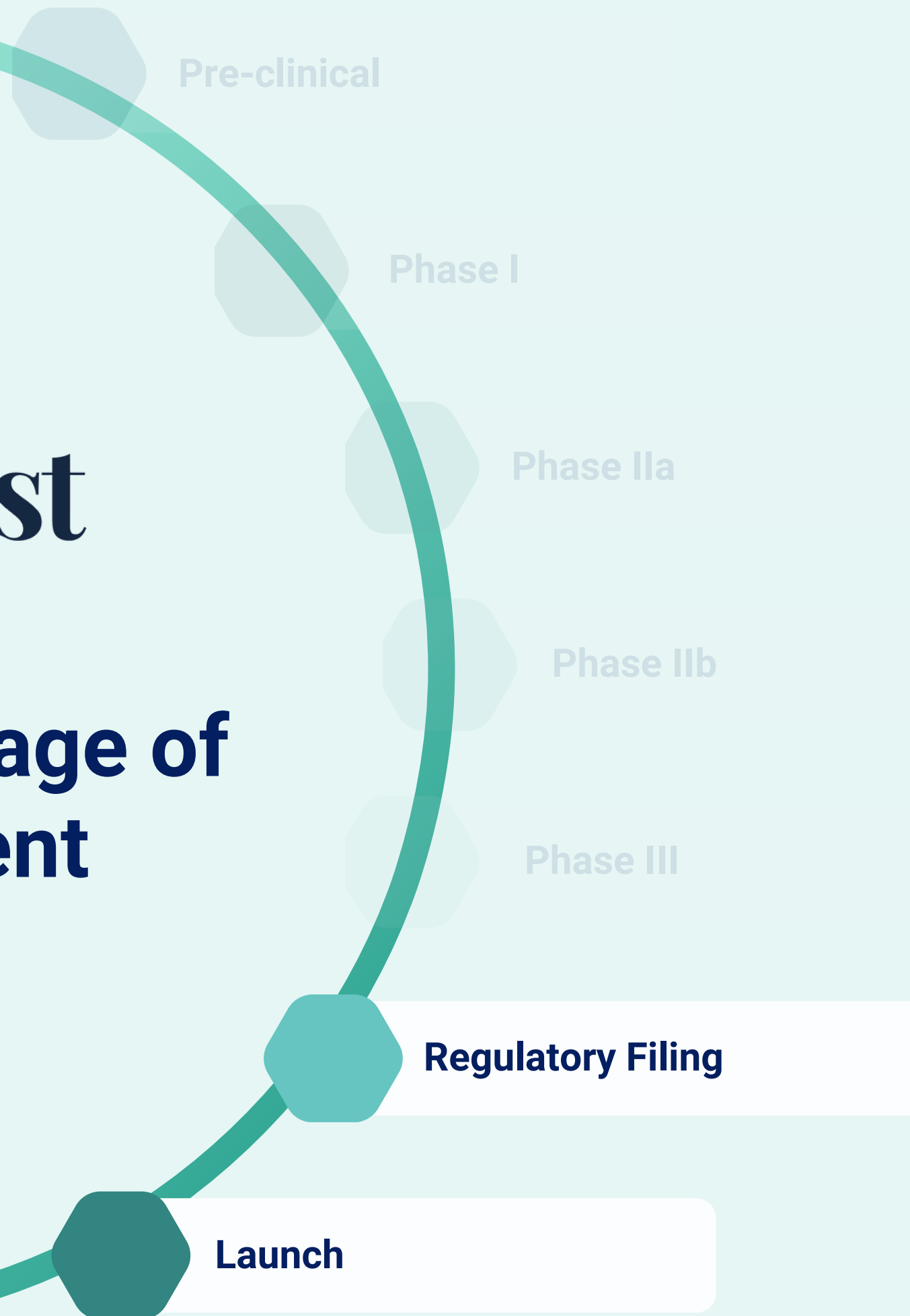
Asset valuations are often under-pinned by the pricing and reimbursement opportunity. We support this process by running parallel analyses of the size of the opportunity and/or validating key assumptions for assets under consideration on the buy-side.

Our unbiased, external perspective provides further clarity on the opportunities and challenges likely to face an asset at launch.



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### Launch strategy and implementation

By working closely with our local affiliate partners, we help to prepare for and implement the launch of new assets across Europe, Canada and Australia\*.

This is particularly suited to companies with limited internal market access resources or those with less launch experience for innovative treatments.

\*US launch strategy also supported



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