



Outsource everything but intelligently

Some facts before choosing right CRO
CRO means **C**ontract **R**esearch **O**rganization





CRO Advantages

- CROs help to decrease the time & money spent in the product development process.
- CROs allow/help product/drug developers to save on the long term expenses of establishing a comprehensive in-house infrastructure for application, preclinical or clinical testing.
- CROs help to eliminate client's fixed costs associated with personnel, equipment and facilities needed for its R&D function.
- CROs role is to improve efficiency and increase productivity.





CRO Industry

There are Thousands of CRO's across the world Some Small and Some Large

- CRO is an organization contracted by the sponsor client to perform product related custom duties and functions.
 - CRO concept emerged to help manage resource requirements of sponsor clients.
 - CRO helping clients for fast turnaround, and better profit margin.
1. A small group, full service multinational entities representing 50% of worldwide CRO revenue.
 2. The remaining CROs being small to mid-sized entities providing a more specific and limited menu of services, such as, therapeutic target model.

We are Small and Simple, but, High Quality and Value-oriented





WHAT FACTORS DO COMPANIES CONSIDER WHEN CHOOSING A CRO?

Price is always a factor but should it be the only factor?

We suggest evaluating CROs based on the following categories:

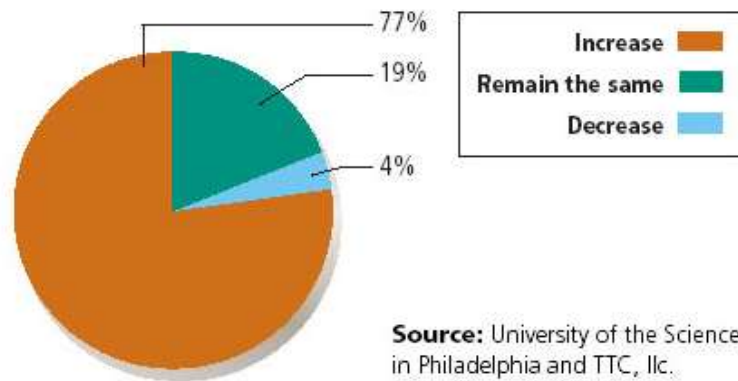
- **Experience & service portfolio** – Core expertise, ability to learn, and much more...
- **Financial stability** - Company structure and reputation
- **Infrastructure, processes and systems** - without having to add unexpected resources
- **Access to sites and infra-structure** - monitor and a site is critical to achieving compliance
- **Quality Assurance and Transparency** – to provide clients with adequate oversight
- **Collaborative partnership** – mutual benefit, cost benefit, risk sharing
- **Healthy relationship** – mutual benefit, peace of mind, build confidence and reliability
- **Real-time responsiveness** - Decisions need to be made confidently in real-time
- **Intangibles**- Reinventing Chemistry? IP enhancements? Product spin-off? More...

Clients should consider tangible as well as intangible factors to evaluate CROs



Survey demonstrate CRO performance.

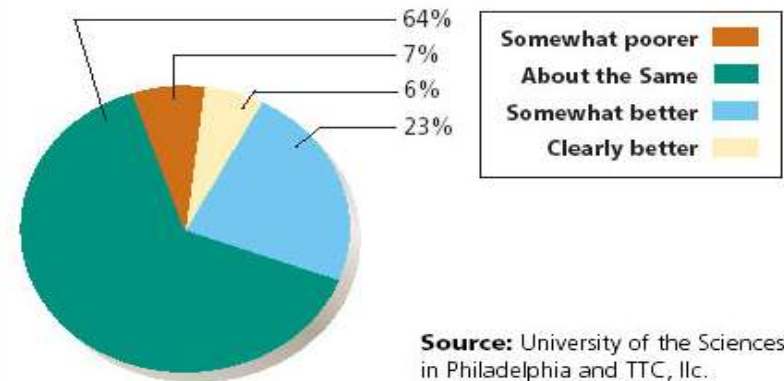
Predictions for Future CRO Use



Source: University of the Sciences in Philadelphia and TTC, Ilc.

Figure 1. Surveyed pharmaceutical companies' expected use of CROs over the next five years.

CRO Selection: Who Does it Better?



Source: University of the Sciences in Philadelphia and TTC, Ilc.

Figure 2. How survey respondents rated themselves compared to their competitors in terms of their ability to select CROs to do projects.

Chemo Dynamics goal is in "Clearly better" portion



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The CRO Marketplace

Attribute	Overseas CRO	Typical Good US CRO	Chemo Dynamics Goal
Speed	12-14 weeks	8 weeks	6-8 weeks
Reliability	50% on time	~90%	~90-95%
Communication	Incomplete and delayed	Comprehensive, timely and transparent	Comprehensive, timely and transparent
Problem Solving	Uncomfortable and unsolved	Prepared to address difficult problems	Plan to improve and work with customers
Product Purity	~95%	>97-98%	>98+%
Regulatory	Unreliable	Reliable	Exemplary
R&D	Non Innovative and slow progress	Better than overseas CRO	Creative and Innovative
Price	\$8 -10,000 / month	\$25 - \$30,000 per month	\$10,000 per month

AT Chemo Dynamics we focus on doing Chemistry



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Questionable Hindsight!

- Larger companies look for subcontractors to save money. Each CRO is fighting for the contract.
- Avoid being penny wise and a pound foolish.

Examples—

1. A company developed a saline solution using an ingredient produced by vendor CRO that has caused blindness. Client may have saved some money frontend, but, on the backend it has caused them hundreds of millions of dollars to settle lawsuits and the lifeline on the product.
2. A fortune 500 company switched vendors to save raw material costs. Unfortunately, the cheaper raw material contained hazardous impurities which severely affected consumers. The client company was held liable and accountable and had to settle to the tune of \$300 M and withdrawing the product from the market.
3. Another example: lead tainted baby formula powder causing cancer.

Avoid negative hindsight and partner with CRO that can be trusted.

Chemo Dynamics is one such example

Chemo Dynamics goal: Exemplary in providing excellent quality products with efficiency and fast turnaround times.





Price is important and we offer more values

Chemo Dynamics offers its clients the following

- Innovation at a multiple level
- Quality
- Timing
- Reliability
- IP Protection
- Total Transparency

Our goal is to help clients to not only fulfilling their order, but also create their profitability, IP creation/enhancement, quick market entry.





What Value can Chemo Dynamics bring to clients:

Chemo Dynamics is an **experienced, US-based, contract development and manufacturing company** for active pharmaceutical ingredients (API), pharmaceutical intermediates, specialty chemicals and polymers with a network of manufacturing relationships globally.

Core Value

- Quality material
- Superior service
- GMP facility
- Reduced liability
- Reliability
- Long term service by reinventing chemistry



Think of Chemo Dynamics!





Our Success and Culture

- Chemo Dynamics has nearly 100% track record in CRO service
- Developed Intellectual properties for several clients
- Dedicated but friendly work culture created
- Demonstrated focus on continuous improvement and learning
- Ability to listen to our clients for their requirements

Size does not matter, what matters is delivery, performance, and activity ratio. *Chemo Dynamics has high activity ratio.*

