



# GLOBAL

PharmaPartners, Inc.

***Innovative (NCE's), Specialty Pharmaceuticals, Biologicals, Nutraceuticals,  
Generics, OTCs, Herbals, Device Drug Combinations, CDMO's, API's***

Q1 - 2025



# GPP's Out-Licensing, In-Licensing Support

- Global PharmaPartners, Inc (GPP) was founded in 2006 and is focused on out-licensing of peptide drug products, complex generics, 505(b)(2)'s, specialty pharmaceuticals, new drug developments and API's. A separate division for licensing and marketing OTCs, Herbals, Supplements, Cosmetics and Veterinary products
- GPP is committed to excellent representation of our development partners around the globe while focusing on out-licensing niche medicines, complex or hard-to-enter therapeutic markets, medicines combined with devices, and hospital products with hard-to-fulfill unmet medical needs in the USA and globally, including:
  - Innovative Rx pharma complex products, Hybrid or 505(b)(2) products
  - Specialty pharma and new dosage forms and new indications
  - Generic Pharma
  - OTCs, Herbals, Nutraceuticals
  - API's
  - Device Drug Combinations – Inhalation Devices, Auto-Pen Injectors, Transdermal Patches, Subcutaneous Inj. Devices
- GPP focuses on the following formats: 1) complex injectables, 2) drug/device combinations, 3) specialty peptide products, 4) inhalants, 5) sterile injectables, 6) ophthalmics, 7) topical gels, 8) ointments and creams, and 9) time release products of all formulations 10) complex injectables 11) Biologicals 12) Nutraceuticals
- GPP's priority is to support our development partners in filing their innovative therapeutics, hybrid/(505(b)(2)'s), specialty pharma, generic and with the FDA by using several regulatory pathways, including the ANDA regulatory pathway, 505(b)(2) regulatory pathway, and biosimilar pathways.



# GPP's Out-Licensing Activities

- GPP is one of the TOP pharmaceutical out-licensing companies in the USA. We can help you maximize your development investments by partnering you with key marketing and distribution partners
- GPP has extensive experience in the out-licensing of Innovative Therapeutics, Hybrid Pharma (505(b)(2)'s), generic pharmaceuticals, and specialty pharma product developments
- GPP's value is captured in bringing forth: 1) over 1100 innovative/hybrid/505(b)(2) commercial partners/co-investors to you with focuses on various therapeutic areas and categories 2) 300 generic commercial partners to you, access to over 100,000 pharmacies, health stores, grocery stores, pharma distributors.
- Our products are available exclusively through GPP for Out- Licensing to the US, and many of them for the rest of the world as well
- Since 2006, GPP has licensed **over 200 generic, 505(b)(2), and specialty pharma products** on behalf of our development partners to our US customers

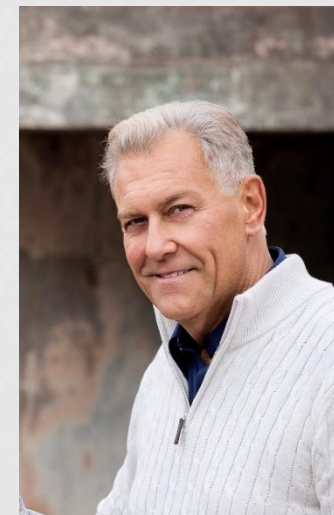
# Rob Camerer – Chief Executive Officer, Founder

- **Background - Branded Rx, Generic Rx, API, Chemicals:**

- Rhone Poulenc, Inc – Business Unit Manager, Plant Manager, Engineer – 7 years
- Monsanto, Inc – Business Unit Manager – 3 years
- Omega Protein, Inc. IPO – Vice President of Sales, Marketing and BD – 1 year
- Sud Chemie, Inc – Regional Business Unit Manager – Western Hemisphere – 2 years
- KV Pharmaceuticals, Inc. – Sr. VP of International Sales, Marketing/BD- 5 years

- **Start-ups**

- Pharmathen Pharmaceuticals USA - (Founder) VP North American BD – 6 years
- Global PharmaPartners, Inc. – CEO and Owner - 12 years (2012 to Present)
- GPP Consortium, LLC – (Now Aggrega Pharma, LLC) Chairman and Founder – 6 years (start-up 2013 - sold 2019)



## EDUCATION

- B.A. Chemistry
- B.Sc., Chemical Engineering
- Executive MBA, International Studies



# Joe Corsetti - President

## Background - Branded Rx, Generic Rx, API, Chemicals:

- **Actavis** – Director, Commercial Development, Pricing, & Contracts (2006 – 2008)
- **Alpharma** - Director, Marketing (2004 – 2005) (Acquired by Actavis)
- **Par Pharma**, Assoc. Director, BD, Portfolio Management, & Marketing (1999 – 2004)
- **Knoll Pharmaceutical**, Marketing Manager (Synthroid brand) (1997 – 1999)
- **BASF**, Finance & Accounting (1993 – 1997)
- **Start-ups**
  - **Alvogen Group** - VP of BD & Portfolio Management (2008 – 2011)
  - **Global PharmaPartners, Inc.** – President (2012 – current)
  - **GPP Consortium, LLC** (Now Aggrega Pharma, LLC) – President – 6 years (start-up 2013 - sold 2019)



## EDUCATION

- **MBA, Finance and International Business**
- **Juris Doctor (JD)**
- **Bachelor of Science (BS), Accounting, CPA**



# Vince Mancinelli II – Chief Operating Officer

## Background - Branded Rx, Generic Rx, API, Chemicals:

- **Rhodes Pharmaceuticals**– President (2010 – 2022)
- **GenPak Solutions** – Co-Founder and COO (2009– 2010)
- **Mylan, Inc** – Head of North American Operations & General Manager (2007 - 2009)
- **UDL Laboratories, Inc** – Executive Vice President and General Manager (2005 – 2007)
- **Board / Advisory Board Member** – Iluria,Ltd., ELO Ventures,LLC, Rhodes, AAM



## EDUCATION

- **Bachelors in Biology**
- **Graduate Studies in Pharmaceutical Sciences**

*Vince is Chief Operating Officer for GPP. He brings over 38 years of leadership experience in the pharmaceutical industry marked by success in growing start-up businesses and creating value for growth specialty brand and generic companies. His career began at Mylan where he steadily advanced in leadership roles including subsidiary head of UDL Laboratories and Mylan's Head of North American Operations. Other prior C-level leadership roles include President of Rhodes Pharmaceuticals. He is a strategic adviser / consultant for pharmaceutical companies assisting with product portfolios, business development, product licensing and acquisitions, enterprise innovation, integration, and complex market and commercialization strategies.*



# Jonathan Camerer – Executive Vice President

## Background - Branded Rx, Specialty Rx, API, Chemicals:

- **Global PharmaPartners, Inc –**
  - Manager of Business Development (2011 – 2017)
  - Director of Business Development (2017 – 2021)
  - Vice President of Operations (2021 – 2023)
  - Executive Vice President (2023 – Present)
- **Start-ups**
  - **Global PharmaPartners, Inc. –** (2012 – current)
  - **GPP Consortium, LLC** (Now Aggrega Pharma, LLC) – Business Analyst – 6 years (start-up 2013 - sold 2019)



## EDUCATION

- **Bachelor of Science (BS), Marketing Management (2011)**
- **MBA – Management (working on 2025)**



# Global PharmaPartners' Development Partners from Around the World

- India – 6
- Indonesia – 1
- Greece – 2
- Germany – 1
- Ireland – 1
- France – 1
- Portugal – 2
- China – 2
- UK - 1
- USA – 2



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# GPP's US Innovative Business Development

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- GPP has nurtured valuable relationships with over 1100 innovative pharmaceutical sales and marketing companies
- GPP has an extensive network throughout the US innovative, 505(b)(2), Hybrid Pharma, and global pharmaceutical industry, including product developers, CMOs, CROs, API suppliers, regulatory firms, and law firms.
- GPP has negotiated agreements for the license and sale of products and dossiers to many of the innovative companies on behalf of our Pharma R&D partners.
- GPP has prepared market analysis/business cases and business strategy for your innovative products for the US territory and rest of world.
- GPP has licensed several Hybrid/505(b)(2)'s into the USA successfully



# GPP's US and ROW Customer Relationships

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- GPP has nurtured valuable relationships with over 300 generic pharmaceutical sales and marketing Companies
- GPP has an extensive network throughout the US generic, innovative and global pharmaceutical industry, including product developers, CMOs, CROs, API suppliers, regulatory firms, and law firms.
- GPP has negotiated agreements for the license and sale of products and dossiers to many of the largest generic companies on behalf of our Pharma R&D partners, including:
  - Pfizer/Greenstone
  - Novartis
  - Viatrix
  - Merck
  - Takeda
  - Endo
  - Eli Lilly
  - Novo Nordisk
  - Sanofi Aventis
  - Bristol Myers
  - Apeptech
  - Merck
  - Edenbridge
  - Padagis
  - Takeda
  - Eli Lilly
  - Amgen
  - Breckenridge
  - Teva
  - Dr. Reddy's
  - Amgen
  - Fresenius

# Introduction to Global PharmaPartners, Inc (GPP)

**GPP supports our pharmaceutical R&D Partners with the following services:**

- De-Risk R&D partners' entry into US and Canadian pharma markets
- Support with making Foreign Innovative and Generic Dossiers to be FDA-compliant
- Strategic Portfolio and Pipeline Selection
- Innovative (New Drug) Product Sales and Marketing Analysis, business cases
- Promotion of developments to over 1100 Innovative US Commercial Partners, 300 generic pharma US Commercial Partners, and over 4,000 globally
- Drug-Device Combination Development and Devices
- Contract Negotiations involving Term Sheets, Definitive Agreements, Supply Agreements, Clinical Study Agreements, as well as Contract Manufacturing Agreements
- Extensive relationships with many Contract Manufacturing, Regulatory, and legal firms
- Global Hybrid-505(b)(2), Specialty Pharma, Generic and Innovative Pharma Networking
- Global Clinical Research Organization Alliances – securing quotations

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# GPP Showcased 505(b)(2) Partners and their products

- **Ambio, Inc.(S. Carolina, China)** 12 year relationship – focus on complex injectables and some OSD peptide 505(b)(2)'s and generic (ANDA) drug products. They handle from conception to filing, approval, and life of the product. Also, supply FDF generic drugs as well as supply API.
- **Apeptech** - representing a 505(b)(1) innovative GLP – 10 multiple times efficacy of generic versions of Ozempic for out-licensing.
- **Innovative Partner** – negotiating final stages of agreement to promote and out-license approved NCE or 505(b)(2) approved 4<sup>th</sup> Quarter 2024 and ready for commercial launch.
- **Mahashiv U.K.Ltd (London):** 1-year relationship – have over 135 505(b)(2) drug products under evaluation, over 20 in development and some close to filing in EU (hybrids) and USA (505(b)(2)'s).
- **Cingulate, Inc. (Kansas City):** Developed and invested over \$40 million in tri-model time release technology for drug product addressing ADHD for kids and adults as well as Anxiety drug products. Certain ones will be ready for filing H1 25, Launch H1 26.
- **Murli Krishna Pharma Pvt. Ltd.** Just started with MKPPL. Taking forward many Soft Mist Inhalant products/device products/ 505(b)(2)'s, and other formats.

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# GPP Marketing and Sales Capabilities

- ❖ Brand strategy
- ❖ **Position, develop and invest in your brands to differentiate and drive growth.** You'll better understand which customers a brand (or portfolio of brands) is serving. You'll also understand each brand's points of difference better, acquiring the insight to grow share, improve positioning, and build clearer targeting of customer segments. All this points to higher revenues and profits from improved alignment with customers and distribution channels.
- ❖ Loyalty & customer experience
- ❖ **Increase customer traction by providing the seamless experience they want.** This involves grasping customer needs across your portfolio of brands, products and channels — and, through this, defining the important characteristics of customer experience. In return, see higher profitability and increased loyalty by focusing on strategies to address pain points and create customer advocacy. You'll also improve your ability to serve targeted customer segments and develop differentiated customer experiences with high return on investment.
- ❖ New product and service development
- ❖ **Bring a customer focus to developing new products and services.** Assume a customer-centric lens as we develop new offerings. A key part of this is developing an understanding of customer needs — both met and unmet — from your product offerings plus those of your competitors to identify new opportunities.
- ❖ You'll increase revenues and reduce the risk of failed product launches. You'll also surface untapped product and service opportunities and improve efficiency and speed to market, all via our customer-centric approach to innovation.

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# GPP Marketing and Sales Capabilities, Cont'd

## ❖ Pricing strategy

- ❖ **Maximize overall profit while increasing margins and/or market share.** Getting pricing right is one of the most critical commercial decisions for any business. It can significantly increase top-line results; the bottom-line effect is even greater. Our approach allows you to develop the optimal initial pricing framework and sales incentives and to see ongoing benefits from an analytical pricing framework informed by customers, market conditions and the competitive environment.

## ❖ Channel strategy

- ❖ **Make the most of your channels to market by optimally being in the right places.** An adroit strategy is essential to winning in a rapidly evolving, digitizing channel landscape. We can help you develop this optimal strategy through an understanding of the customer's journey and their likes and dislikes, combined with channel requirements, incentivization levers, and cost to serve. The outcomes will include greater reach, strategic differentiation between channels and outsized share in growing channels — all translating to more revenue and profit.

## ❖ Marketing strategy

- ❖ **Speak to the right customers in the right way at the right time.** The marketing landscape is changing more rapidly than at any time in the recent past, with digital, social, and mobile technologies making traditional models of engagement obsolete. To develop marketing strategies that will direct your resources more effectively, we combine our commercial expertise in advanced data analytics with a game plan that gets your message in front of the audiences you need to reach. You'll stimulate sales and strengthen your market positioning thanks to a strategic view of the marketing mix that ties in more effectively with sales and product strategy.

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# GPP Success Stories

The following slides show examples, based on real-life scenarios of development partners that GPP represents, of how GPP can help your company successfully enter the US pharmaceutical market.



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# GPP Success Story #1

- GPP started the relationship with OS Pharma Company (oral solid – not to mention the company name but it is a real-life case) in 2011. At the time OS Pharma had already licensed a couple of products to US companies, but ownership wasn't pleased with the level of service received by their current broker.
- Unlike most brokerage firms, GPP's management team is entirely based in the US. Our proximity to US companies both geographically, as well as in terms of relationships with top decision-makers, allows us to have constant contact with top decision-makers. As a result, we can differentiate our partners' products from the large stack of product lists these top decision-makers receive in their inbox daily.
- With the help of GPP OS Pharma was able to license 13 products to US Sales and Marketing companies.
- The capital generated from these deals has helped OS Pharma to invest in other platforms to differentiate its portfolio, which now includes high containment products, oral thin films, and liposomal injectables.
- OS Pharma is projected to earn ~\$94M in net profits through 2030 while only paying GPP \$4.8M in commissions for these deals.

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# GPP Success Story #2

- Virtual Pharma Company (located in Europe) was a well-established API business that began transitioning into finished dosage formulations, including peptide formulations, a few decades ago with great success in the EU and ROW markets. The desire to enter the U.S. market, however, remained a distant dream as news of similar companies trying to penetrate the US market unsuccessfully spread. Virtual Pharma's lack of manufacturing capabilities was viewed as a major disadvantage.
- Instead of focusing on the disadvantages of being a virtual development company, GPP saw it as a strength. It meant Virtual Pharma Company had the flexibility to develop multiple dosage forms instead of only what their manufacturing facility could produce. With a focus on product selection, GPP was able to help Virtual Pharma identify opportunities US Sales Marketing companies were interested in, particularly in the transdermal patch (TDP) space. As a result, Virtual Pharma Company became an expert in this complex dosage form, licensing 3 TDP products to date.
- To date, Virtual Pharma Company has licensed a total of 9 products, 3 of which have been approved and launched in the US Market.
- Virtual Pharma is projected to earn ~\$125M in net profits through 2030 while only paying GPP \$6.5M in commissions for these deals.

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# GPP Success Story #3

- Peptide Pharma (company located in the USA) was strictly focused on peptide API development before meeting GPP. As most API business Peptide Pharma generated revenue by selling their API to multiple pharma companies to support their ANDA development.
- Recognizing the value in Peptides, GPP convinced Peptide Pharma to stop selling API to firms and to focus on developing the finish dosage themselves with the help of CDMOs.
- As brands such as Copaxone and Victoza began to reach billions of dollars in sales, most US Sales and Marketing firms lacked the internal capabilities to develop these drugs. Thus, Peptide Pharma was able to leverage their expertise and license 16 peptide products to top 10 companies in US pharma market.
- Peptide Pharma is projected to earn ~\$1.8B in net profits through 2030 while only paying GPP \$113M in commissions for these deals.

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# Global PharmaPartners, Inc.

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# ANDAExchange.com

AndaExchange, LLC

[www.andaexchange.com](http://www.andaexchange.com)

- A Totally Separate Company from GPP started Oct 2020
- AndaExchange is a platform for acquiring and selling assets such as ANDAs, NDAs, and Marketing Authorizations.
- AndaExchange represents sellers who wish to divest assets such as ANDAs in exchange for a low commission on the sales proceeds
- AndaExchange actively promotes ANDAs and other assets to over 5,000 prospective customers globally

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**THANK YOU**

