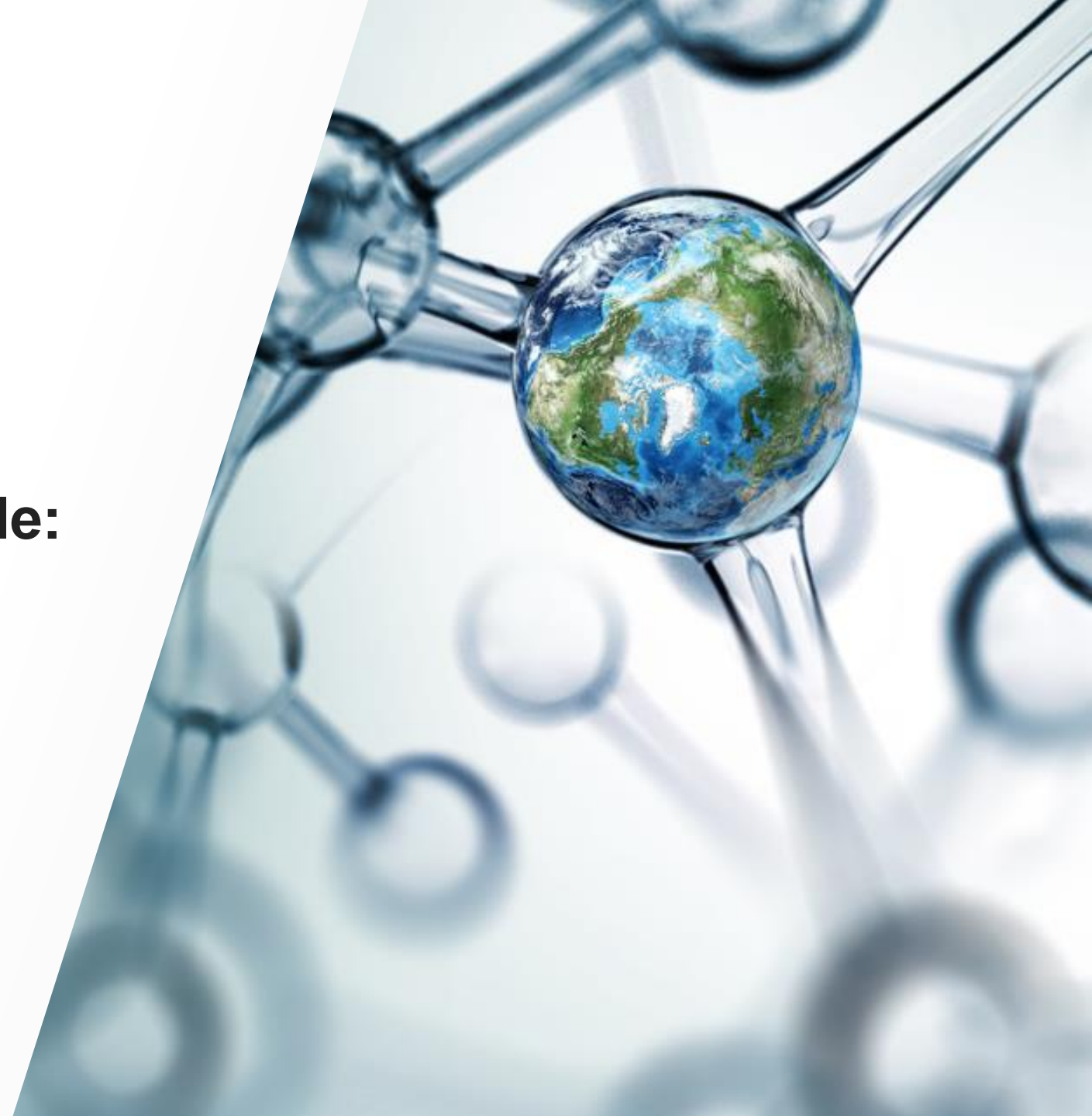


Biotech speed, biopharma scale: Powered by clinical trial innovation

Luke Wilson

CTS EU 2025

 The world leader in serving science



Current landscape of clinical trials

- **Complex global clinical landscape** – From customs and regulatory requirements to translations, global clinical trials are complex
- **Ever changing market dynamics** – Funding challenges, new indications, therapeutic modalities
- **Capability/capacity gaps** – Ultracold supply chain, device assembly, specialty sourcing, or JIT packaging and labeling, successful clinical trials require wholistic support



30+ years helping
advance thousands
of clinical trials



Purpose-built cGMP
facilities and a global
network of suppliers



Comprehensive trial
support from supply
strategy to execution

Opportunities for improved clinical supply chain models



Balancing waste, shipments, and the need to ensure stable supply avoiding stockouts



Real-time, actionable data on clinical shipments



Accelerating time to market via single partnerships while maintaining development oversight



Our approach to address sponsor challenges

Global investment in cold chain, PFS & Autoinjector capabilities



30+ years of advancing clinical trials means we have the resources you need for clinical trial success



Purpose-built cGMP facilities



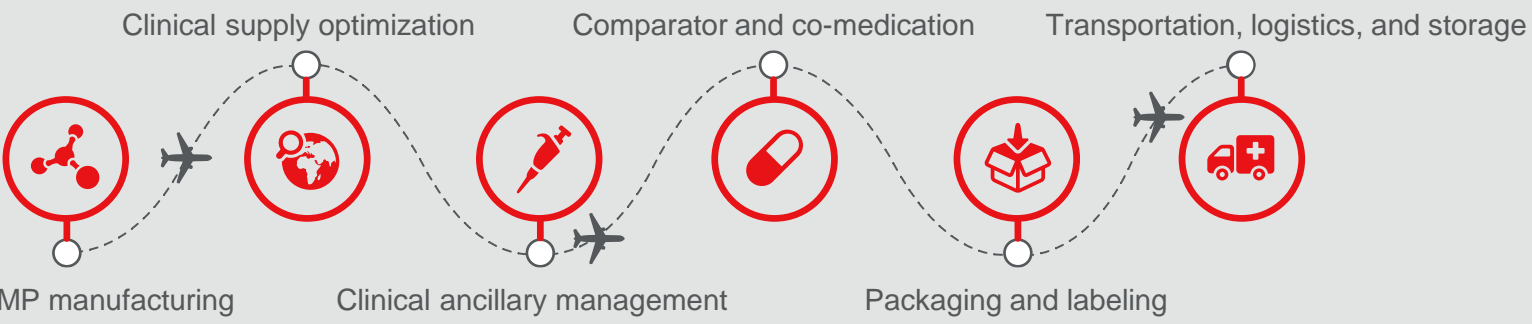
Global network of approved suppliers



Broad capabilities
One stop shop for IMP, comparator, and ancillaries



- Clinical Supply Packaging / Distribution
- Advanced Therapies with -80C, LN2 storage & shipper service
- Specialty Distribution



Leverage our expertise to optimise your supply chain

We are the navigators in your journey to clinical success, tying together the entire supply chain

Clinical supply optimisation provides **overarching program coordination and inventory management**, streamlining your entire clinical supply chain



What we do

- **Strategic demand planning:** Supporting design of study supplies, aggregate demand planning, covering comprehensive inventory needs and planned study milestones
- **Overarching clinical supply project manager and relationship manager:** Help move the project from one step to the next within our integrated supply chain network
- **Risk management**

How we do it

- **Forecasting:** Comprehensive supply plan including risk-based simulation strategies and early demand planning
- **Inventory and project management:** Determine depot demand, manage site seeding, optimize ongoing inventory, and establish IRT parameters
- **IRT setup:** Support IRT setup, monitor critical parameters, respond to real-time data

Case study: NewAmsterdam Pharma (NAP)

One team approach: Speed, quality, and economy



Goal

Enable NAP to **execute 11 studies, including three pivotal Phase III studies**, meeting demand on-time and in-full for every study and every patient.



Challenge

Complexity:
11 studies,
51 countries,
835 clinical sites,
12k+ patients

Ever-changing, fast-paced enrollment



Expectations

- Provide cost savings while progressing trials
- Timely delivery—no patient impact
- Transparent partnership
- Providing proactive solutions

Solution



Clinical supply optimization

Forecasting | Stock optimization | Demand planning | Expiry updating
Extensive network and regional depots | Fully integrated Quick-to-Care™ model
Simulation tools

Results



~50% cost savings vs. traditional model

- Minimized NAP resource demand
- Optimized clinical stock—reduced product scrap

First subject, first dose achieved for all studies

100% on-time delivery of IMP

Saved two FTEs for NAP

Successfully navigated numerous regulatory requirements and licenses to support **global studies across 51 countries**

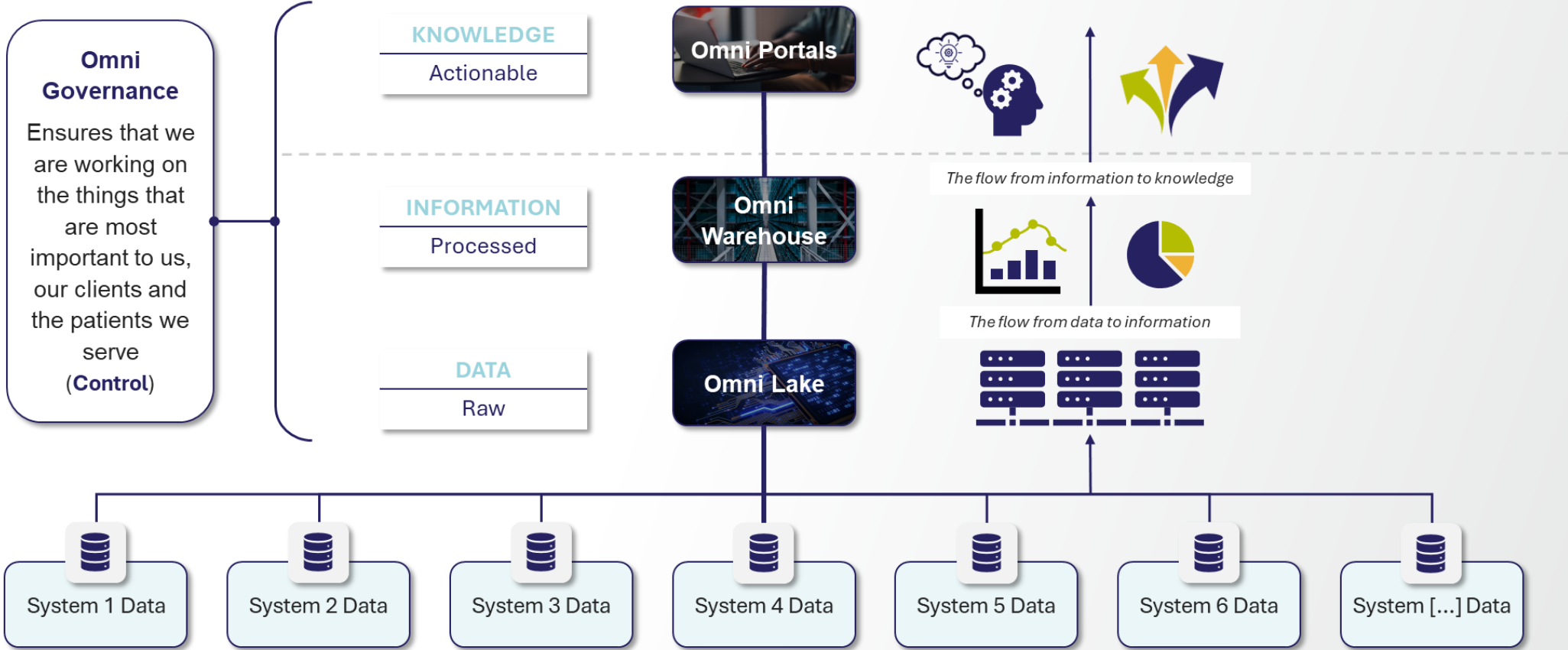
Shipped **175,000+** kits

A photograph of two men in a warehouse setting. The man on the left, with blonde hair and a beard, is wearing a black jacket with a 'CORE' patch and is looking at a tablet. The man on the right, with a grey beard and glasses, is wearing a green jacket and is smiling while looking at the tablet. The background shows warehouse shelving and equipment.

Enabled by integrated data platforms

Data management and visibility - Omni Everywhere

This single program brings together all our data-related activities into a centralized location/function to enhance overall data quality and governance.



Real-time Track and Trace: Data you need, when you need it



Improved end-to-end clinical trial visibility

Integrated digital and physical supply chain:



46 transportation carriers



15 sensor providers



500K Shipments



One platform

Centralizing your shipment data to provide the ultimate oversight and insight:



Device-agnostic



Carrier-agnostic



Data privacy compliant



GxP

AcceleratorTM

Drug Development

360° CDMO and CRO
solutions

Drug development optimisation

Accelerate your unique drug development journey

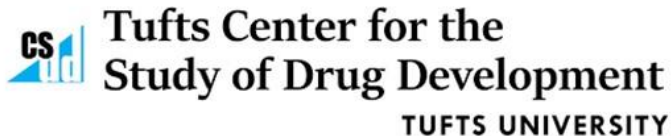


- 
CDMO, CRO, and clinical supply services
- 
Across major drug modalities and therapeutic areas
- 
Pre-IND to commercial scale
- 
Global decentralized network
- 
Customized solutions for your needs

Thermo Fisher Scientific's 360° CDMO and CRO drug development solutions

Accelerator™ Drug Development delivers measurable success

Preliminary research¹



- Robust quantitative model focused on expected net present value (eNPV)
- Phase I-III oncology programs
- Substantial net financial benefits and ROI

**7-19
month**

Potential reduction in development timelines when CDMO and CRO services are combined
Phase I (52.3%), Phase II (34.9%), Phase III (28.3%)

\$1-44M

Net financial returns for oncology programs using 360° CDMO and CRO solutions across multiple phase deployments

**1x to
34x ROI**

1- to 34-fold ROI due to streamlined processes and reduced handoffs

¹ Preliminary data, Tufts Center for the Study of Drug Development, 2024
Manuscript to be published and peer reviewed by mid-2025

Key Takeaways

- ✓ Partnerships enable accelerated timelines
- ✓ Supply chain optimisation will reduce cost and waste
- ✓ Patient experience is the true measure of success

Embracing partnership, focusing on patient centricity, and process optimisation will pave the way to success

Thank you

