

**Expert Japan Regulatory & Commercial Solutions
for Healthcare Innovators**



The Vorpai Vision

- Vorpai unlocks the Japan opportunity for healthcare innovators through expert regulatory, clinical and commercial solutions
- Japan is an attractive market due to the potential for high reimbursement pricing and rapid regulatory approval
- There is a tremendous opportunity for innovative companies that can mobilize local knowledge, expertise and networks
- However, Japan can be scary due to its unique culture and duplicitous or predatory development and commercialization partners
- Japanese partnering missteps will reduce the innovator's equity value
- Innovators that control their own destiny in Japan will command premium equity valuations
- Vorpai offers expertise, creativity and a sensitive yet tenacious approach in Japan. Our end-to-end solutions offer your best opportunity for success in Japan



The Value of Vorpai Partnership

- As a novel drug or device innovator, Vorpai can help you increase your value through expert and timely Japan market entry services. Vorpai's approach enables you to maximize your profit potential and retain control of your business going forward
- Partnering with Vorpai enables you to enter Japan quickly without taking on the costs and risks of establishing your own infrastructure
- With Vorpai as your designated Marketing Authorization Holder, you can secure and maintain control of marketing authorizations before licensing or assigning rights to a distributor, significantly improving your upside profit potential
- Using Vorpai as your "virtual subsidiary", you can safely access the value of the Japanese market and dramatically increase your equity valuation
- We are confident that our expert solutions--customized to your requirements--represent your best value for Japan regulatory and commercial development

Vorpai



Who We Are

- Our Regulatory Research Development & Quality Management team has a track record of success in clinical and regulatory affairs for pharma and devices, specializing in challenging programs including first-in-class, Orphan Designation and High Medical Needs products
- Vorpal's Innovation Commercialization team's successes include a number of new category and best-in-class product launches in interventional cardiology, cardiovascular surgery, neurointervention, critical care, patient monitoring and wound management
- Our expertise in regulatory and reimbursement strategy gives novel drug and device innovators their best opportunity for optimal reimbursement acceptance. Vorpal staff are involved in roughly 5% of new category device reimbursement decisions in Japan
- Our Board of Directors and Advisors are prominent veterans in healthcare innovation and commercialization, opening new doors for Vorpal clients



- **André Ulmann, M.D., Ph.D., Chairman**

- André Ulmann is internationally recognized as an expert in reproductive health. He has been instrumental in the conception and development of a number of highly successful pharmaceutical products and companies, including HRA Pharma where he is currently Chairman



- **Robert E. Claar, CEO**

- Rob Claar has over 20 years experience in global healthcare innovation management, opportunity assessment, strategy development and implementation. He is passionate about developing solutions alongside inventors, authorities and companies to enable expanded access to healthcare innovations worldwide. Rob is the Chairman of Junicon, a global healthcare consultancy



- **Mark T. Campbell, CFO**

- Mark Campbell is a venture capital & private equity professional with extensive skills in healthcare related to transfer pricing and U.S. and international tax. For several years, Mark was named by International Tax Review as one of the "World's Leading Tax Advisors" and one of the "World's Leading Transfer Pricing Advisors". He has authored or co-authored several books and articles on international taxation. Mark has fourteen years of business operations experience in Japan



- **Benjamin D. Pratt**

General Manager of Innovation Commercialization

- Ben Pratt has commercialized and marketed best-in-class medical devices for over a decade and has expertise in strategy development, marketing and operations. His forté and personal mission is creating new businesses in Japan for the betterment of patient care



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