



**TECHNOLOGY
CATALYSTS**

Worldwide contacts for additional information

World Headquarters

Ajay Rastogi
Vice President
605 Park Avenue
Falls Church, VA 22046, USA
Main Telephone: (703) 237-9600
Direct Telephone: (703) 531-0257
Facsimile: (703) 237-0042
E-Mail: arastogi@technology-catalysts.com
Internet: www.technology-catalysts.com

South America

Carlos A. Massone, M.D.
President
Qualia S.A.
Jeronimo Salguero 2533, Piso 12 "A"
1425 - Buenos Aires, Argentina
Telephone: 54 11 4807 3433
Facsimile: 54 11 4807 2933
E-Mail: carlos.massone@qualia.com.ar
Internet: http://www.qualia.com.ar/ing/
index.htm

Europe

Graham L. Crawford, M.Sc.
Managing Director
Technology Catalysts International UK
Blacksmiths
Clifton Road
Newton Blossomville
Bedford MK43 8AS, UK
Telephone: 44 1234 881583
Facsimile: 44 1234 881027
E-Mail: gcrawford@technology-catalysts.com

Gerhard Wallenwein, Ph.D.
Managing Director
Laves Chemie Consulting
Koenigsteiner Strasse 80
D-65812 Bad Soden, Germany
Telephone: 49 6196 62057
Facsimile: 49 6196 27837
E-Mail: laveschemie@t-online.de
Internet: www.laveschemie.de

Jana Kuhnlova
Executive Managing Director
INVENTIA s.r.o.
Politických veznu 7
110 00 Praha 1, Czech Republic
Telephone: 420 2 2224 7484
Facsimile: 420 2 2421 8645
E-Mail: kuhnlova@inventia.cz
Internet: www.inventia.cz

Jiri Krepelka, Ph.D.
General Manager
TCI Generics Europe
Politických veznu 7
110 00 Praha 1, Czech Republic
Telephone: 420 2 2224 7484
Facsimile: 420 2 2421 8645
E-Mail: jkrepelka@technology-catalysts.com

Asia

Ken-ichi Itoh
President, TCI Japan
2-46-4, Utsukushigaoka
Aoba-ku, Yokohama 225-0002, Japan
Telephone: 81 45 902 5304
Facsimile: 81 45 902 5476
E-Mail: kenitoh@air.ocn.ne.jp

Mitsuhsisa Tamura
Senior Research Associate
Sumika Technical Information Service Inc.
18 Fl., Tokyo Sumitomo Twin Bldg. (East)
27-1, Shinkawa 2-chome
Chuo-ku, Tokyo 104-0033, Japan
Telephone: 81 3 5543 5875
Facsimile: 81 3 5543 5945
E-Mail: tamuram2@sc.sumitomo-chem.co.jp
Internet: www.stis.co.jp

G.R.S. Raghavan
General Manager
TCI India
97, Jolly Maker Chambers II
Nariman Point
Mumbai, 400 021, India
Telephone: 91 22 5633 2727
Facsimile: 91 22 5633 2727
E-Mail: grsraghavan@technology-catalysts.com

R. K. Gupta
Managing Director
Industrial Development Services Limited
M-1 Kanchenjunga
18 Barakhamba Road
New Delhi, 110001, India
Telephone: 91 11 2 331 2287, 2 331 4714
Facsimile: 91 11 2 373 8227
E-Mail: ids@del2.vsnl.net.in
Internet: www.idsindia.org

Yaping Shen, Ph.D.
Senior Director, Business Development
Xi'an Libang Pharmaceutical Co., Ltd.
C/7, Chuangye Tower, Xi'an High Tech Zone
Zi'an, Shaanxi 710075, China
Telephone: 86 29 88315776, (604) 821-1141
Facsimile: 86 29 88323883, (604) 821-1175
E-Mail: yshen@technology-catalysts.com

Technology Catalysts

I N T E R N A T I O N A L



*Global Consulting Services
for Strategic Alliances*

Technology Catalysts

I N T E R N A T I O N A L

TCI is a multinational consulting company specializing in technology licensing and assessment, small company acquisitions, technical and business research, and business intelligence. Fields covered include pharmaceuticals, drug delivery, chemicals, advanced materials, advanced processes, and consumer products such as food, cosmetics, toiletries, and packaging. Offices are located in the US, UK, Germany, the Czech Republic, Argentina, Japan, India, and China.

Several distinct consulting services are offered with an orientation toward opportunity assessment and global strategic alliances for clients:

- Precise technology assessment
- Strategic planning for global businesses
- Technology sourcing
- Business intelligence

Technology Catalysts provides the following services:

- Licensing Locator™
- Out-Licensing Services
- Late-Stage Product Acquisition Services
- Ask TCI Any Question™
- Drug Delivery Information Services
- Fine Chemicals & Chiral Consulting Services
- Consumer Care Consulting Services
- Generic Drug Analysis Service
- Merger and Acquisition Support Services
- Business Intelligence Services
- Strategic Business Consulting Services
- Benchmarking Studies
- Custom & Special Studies
- Technology & Business Reviews
- International Technology Transfer Forum



Visit TCI's Home Page at: www.technology-catalysts.com

Licensing Locator™ is an in-depth, organized worldwide search for technology from a variety of sources, which include:

- Small, privately-held companies
- Large, multinational firms
- Universities and research institutes
- Government agencies and institutions
- Independent technology innovators

Emphasis is placed on the smaller, high technology R&D companies. Technology Catalysts' extensive files contain information on over 40,000 companies in North America, Asia, and Europe; over 200,000 new technologies and business opportunities are uncovered and evaluated each year.

Out-Licensing Services (OLS) provide the client with a phased, cost-effective way to out-license technology. These technologies can be licensed to others for cash, royalties, and/or "quid pro quo". A phased approach is used to insure that optimum use is made of available expertise (internal or TCI) in the development and implementation of the out-licensing strategy. The phases used in OLS are (1) Technology Selection, (2) Information Package Development, and (3) Technology Presentation. The service is designed to work interactively with the client's licensing group to maximize cost effectiveness.

Late-Stage Product Acquisition Services represent a new and unique approach to pharmaceutical technology transfer. Business opportunities in ethical or OTC (self-medication) drugs that are at an advanced stage of clinical development (NDA, registration, launched) are presented. The search for these opportunities is based on a client's immediate need to fill gaps in clinical pipelines and/or worldwide marketing strategies. This work is accomplished using TCI's extensive private database and direct contact with pharmaceutical companies known to be working in the areas of interest.

Ask TCI Any Question™ (ATAQ) is a specialized information service designed to protect a client's anonymity while providing unpublished, difficult-to-get, non-confidential information. ATAQ is designed to go beyond database searches, the information from which is frequently incomplete, inaccurate, or not timely. The service provides "essential to have" rather than "nice to know" information. Response time is fast, usually within two business days. Client requests are handled by senior staff specialists with access to worldwide resources. The service allows a client's request to be billed in units of time. Each month the client is provided with an activity report.

Drug Delivery Information Services (DDIS) are the only analytical and business intelligence services of their kind provided to pharmaceutical companies, developers of drug delivery technologies, and material suppliers on a worldwide basis. The services provide access to large quantities of non-confidential, unpublished, scientific, technical, and business information.

A subscription to DDIS includes the Novel Drug Delivery Systems Online (NDDS) reports, a Custom Study, and unlimited consulting through an email-based "Hotline" service. Each subscriber is assured of the latest information and evaluation of technologies, international competitor movements and activities, and business opportunities.

The NDDS Online series contains comprehensive information on emerging drug delivery technologies and consists of six searchable internet-driven databases:

- Oral Drug Delivery Systems and Materials
- Transdermal and Transmucosal Drug Delivery Systems
- Parenteral and Implant Drug Delivery Systems
- Delivery of Proteins and Peptides
- Drug Delivery Pipelines
- Drug Delivery Deals

In addition, DDIS provides a Custom Study report conducted exclusively for the client and focuses on a specific technology or business-related aspect of drug delivery (determined by the client). The DDIS "Hotline" service gives the client access to TCI personnel around the world for the purpose of answering specific questions relating to drug delivery.

Fine Chemicals & Chiral Consulting Services - TCI has been following fine chemical and especially chiral chemistry since 1989. Single enantiomers are of great importance in the worldwide pharmaceutical and fine chemical markets with more than 50 percent of the top 100 drugs worldwide marketed as single-enantiomer products. Biopharmaceuticals, a subset of chiral compounds, are experiencing even greater growth than chiral compounds as a whole. The Chiral and Fine Chemical consulting group at TCI is an active resource for sourcing hard-to-find molecules, in-licensing technologies, out-sourcing production to India and China, and other technical and business information needs in this rapidly developing field.

Consumer Care Consulting Services are a full range of business and technology consulting services to address the needs of companies that are in the consumer markets. These companies must target innovation for product line growth and differentiation. TCI offers assistance in identifying truly novel products, technologies, and research partners necessary for reaching corporate goals. The group has expertise in the following strategic markets:

- Personal care
- Food and nutrition
- OTC healthcare
- Home care and cleaning

Generic Drug Analysis Service enables fine chemical and drug delivery clients interested in making or marketing generic drugs to cost-effectively target those opportunities with the highest margins. Over 300 candidate generic drugs are analyzed according to strategic criteria developed with the client. The end product is a prioritized list of candidate drugs for possible development by the client. With TCI guidance the client is then able to formulate a business plan and market-entry strategy.

Merger and Acquisition Support Services (MASS) are customized to a client's needs and do not involve success fees for searching, evaluating, and negotiating acquisitions and divestitures of companies and business/product lines. MASS can be used across the entire spectrum of merger and acquisition activities including:

- Setting of objectives
- Identification of target companies / businesses / products
- Technical and financial analysis
- Final deal negotiation

Business Intelligence Services are analytical, in-depth business and technology assessment services that provide strategic analyses on a periodic basis (i.e. monthly or bimonthly) in areas of crucial importance to the client.

Strategic Business Consulting Services – TCI offers high-value, in-depth proprietary studies to assist clients in developing business plans and strategies. Projects include:

- Market Assessment
- Opportunity Assessment
- Strategic Alliances
- Business Intelligence
- Merger, Acquisition, and Divestment Support

Benchmarking Studies – TCI offers assistance in benchmarking technologies against current "best-in-class" production technology practiced by major worldwide participants in the market. The data can be used for a variety of planning activities from market entry to product line extension to the identification of potential technology partners. Key elements for comparison of the technological position can include:

- Technology practiced
- Rank of process against competitors
- Strengths and weaknesses of competitors' technology
- Intellectual property position

Custom & Special Studies may be tailored to a client's very specific business and technical needs. This might include identification of new technological developments and their commercial prospects, new applications, potential users, and/or strategic implications. Using our international offices and network of skilled professionals assures clients of high quality and complete coverage on any topic of interest.

Technology & Business Reviews cover emerging or developing technologies, which represent business opportunities. Subjects covered by recent and past reports include:

- Active Skin Care
- Advanced Polymer Coatings
- Advances in Biocatalytic Technologies
- Advances in Functional Adhesives
- Carbonless Copy Paper
- Catalysts for the Process Industries
- Cosmeceutical Trends and Technologies
- Degradable Polymers & Plastic Recycling Technologies
- Delivery of Poorly Soluble or Poorly Permeable Drugs
- Electro/Magnetorheological Fluids and Devices
- Fuel Cells
- High-Performance Polymers
- Laminates and Coatings for Wood Board Surfacing (Europe)
- Nutraceutical Products and Functional Food Additives
- Orally Disintegrating Tablet and Film Technologies
- Pharmaceutical Markets in Central/Eastern Europe and Baltic States
- Polymer Blends and Alloys
- RNAi and Oligonucleotide Delivery
- Smart Packaging Materials
- Thermal Paper
- The Russian Pharmaceutical Market
- Ultrafine Powder Processing Technologies for the 21st Century
- Women's Health

International Technology Transfer Forum is an international forum for the development of strategic partnerships organized and hosted by TCI. Emphasis is placed on small company participation and interaction with large companies. The forum is organized around 15 minute technical presentations given by attendees describing licensing opportunities and current research goals. A unique feature of the forum is face-to-face meetings that are prearranged at the request of registrants.

