NEXUS PHARMALINK
GLOBAL PHARMA PARTNERSHIPS

WESTERN INNOVATION ↔ MENA AMBITION

Your next pharmaceutical partnership starts with a clear mandate

The operational bridge between Western pharmaceutical innovation and MENA markets. In both directions.

Nexus Pharmalink is a Montréal-based expansion partner for pharmaceutical and biotechnology companies pursuing partnerships between North America, Europe and MENA.

We work alongside your internal business development team to identify qualified opportunities, engage the right partners and carry discussions through evaluation, negotiation and agreement execution.

For pharmaceutical companies in MENA

Access Western products, assets and partners that match your portfolio priorities and operational capabilities.

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For biotech and pharmaceutical companies in North America and Europe

Build partnerships with MENA companies whose capabilities and commercial priorities fit your assets and expansion objectives.

EXPLORE YOUR NEXT PARTNERSHIP

Where we take the work forward

01

Expand your portfolio in MENA

When your priority is to secure products or access innovation, we translate your criteria into a focused search across North America and Europe. We identify and qualify potential partners, assess commercial fit and coordinate discussions around the opportunity.

MANDATE FOCUS

- Product and asset sourcing
- Licensing
- Distribution and supply partnerships

02

Build manufacturing and development partnerships

When your objectives involve production or development capabilities, we identify potential counterparts and coordinate commercial and technical exchanges to assess the basis for collaboration.

MANDATE FOCUS

- Manufacturing partnerships
- Technology transfer
- Codevelopment
- Joint ventures

03

Advance Western assets into MENA

When your asset or portfolio needs a regional partner, we qualify potential MENA counterparts against the agreed criteria and coordinate discussions on territories, responsibilities and commercial terms.

MANDATE FOCUS

- Regional licensing
- Distribution
- Supply
- Commercial partnerships

Each mandate starts with your business priorities

We agree the products or assets in scope, target territories, partner requirements and decision criteria before outreach begins. The mandate is calibrated to your context, internal resources and risk priorities.

North America and Europe ↔ MENA

From partner search to agreement execution

You receive defined outputs at each stage, with scope and milestones agreed at the start of the mandate.

WHAT NEXUS DOES	WHAT YOU RECEIVE
01 **Define the mandate** Clarify the opportunity, selection criteria, territories and responsibilities.	**YOUR DELIVERABLE** A mandate brief and agreed execution roadmap.
02 **Identify and qualify** Assess potential partners and opportunities against your criteria.	**YOUR DELIVERABLES** A qualified shortlist and opportunity briefs with fit, open questions and next steps.
03 **Engage and evaluate** Initiate discussions, coordinate information exchanges and organise commercial and technical review with the relevant teams.	**YOUR DELIVERABLES** Meeting summaries, an evaluation tracker and a consolidated list of outstanding issues.
04 **Structure and negotiate** Coordinate negotiations and help develop the commercial framework with your team and relevant specialists.	**YOUR DELIVERABLES** Proposed commercial terms, a negotiation tracker and a record of points requiring a decision.
05 **Support signature and handover** Coordinate outstanding actions through agreement execution and prepare the transition to implementation.	**YOUR DELIVERABLES** A signature readiness checklist and a handover roadmap with responsibilities and next steps.

↔ Regular progress updates keep priorities, blockers and decisions visible throughout the mandate.

Give your next partnership a dedicated execution partner

Extend your internal BD capacity

Nexus takes charge of the agreed workstream while your team retains strategic direction and approval of counterparties and terms.

Connect with relevant decision makers

Our MENA network supports access to relevant pharmaceutical decision makers. We connect that regional perspective with partner identification and engagement across North America and Europe.

Maintain continuity through the discussions

We coordinate follow-up, information requests and negotiation priorities so your team has a clear view of what is needed to advance each opportunity.

Align the mandate with your priorities and risk

Scope, responsibilities and decision milestones are agreed with you. We surface unresolved issues before the next commitment and align the work with your commercial objectives and risk parameters.

Which partnership priority is ready to move forward

Tell us what you want to bring into your portfolio, develop with a partner or expand into a new territory. In an introductory conversation, we can assess the fit and outline a potential mandate.

DISCUSS YOUR MANDATE

www.nexuspharmalink.com/meet

Global Pharma Partnerships
Montréal, Canada
www.nexuspharmalink.com

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