

# ERIC DUMPIS

## Senior Consultant & Advisor in Pharmaceutical Operations

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### Profile

Close to 20 years of experience in the bio/pharmaceutical industry, I specialize in high-impact due diligence and post-acquisition integration. Leveraging my extensive background in various pharmaceutical operations, I combine a strategic mindset with a focus on swift, effective integrations. I deliver comprehensive, hands-on advisory services tailored to drive successful acquisitions and integrations.

### Core Competencies

- Due diligence for pharmaceutical asset acquisitions
- End-to-end post-acquisition integration management
- Leading cross-functional teams to drive seamless project execution
- Structuring and guiding integration projects for successful completion

### Toro 4 Pharma Projects (since 2018)

Toro 4 Pharma (T4P) provides consulting and advisory services in the bio- and pharmaceutical industry. Our expertise spans due diligence, integration, and pharmaceutical operations, ensuring seamless transitions and optimized performance for our clients.

#### Example Mandate: **Due Diligence**

- Conduct comprehensive due diligence on M&A or investment projects, focusing on pharmaceutical operations, SCM setups, and sourcing capabilities of APIs and finished products.
- Evaluate efficiency and identify improvement potentials for targeted assets.
- Guide buyers or sellers in preparing and setting up the sign-to-close phase during the acquisition process.

#### Example Mandate: **Integration**

- Facilitate positive collaboration between buyers and sellers, ensuring professional, swift, and value-adding asset transitions.
- Develop and refine timelines and transition plans for distribution and marketing authorization transfers, adhering to industry and GMP requirements.
- Orchestrate and engage cross-functional teams to ensure all stakeholders (external and internal) are effectively involved in the transition process.

#### Example Mandate: **Pharmaceutical Operations**

- Plan and enhance tools, coaching, and raw material supplies / services for smaller enterprises pivoting in commercial production.
- Provide strategic guidance to middle and upper management on sourcing APIs, establishing supply chains, or redefining third-party operation networks.
- Assist procurement, external supply operations (ESO), SCM, or planning teams in identifying potential API sources, CROs, or CDMO service providers to improve or stabilize finished product supply.

Mandates can be standalone or combined, depending on client needs.

### Assignments (2007 – 2018)

#### **AET– Paladin Labs – Alvogen**

I started as a Pharmaceutical Product Launch Project Manager at AET and was soon promoted to lead the Supply Chain Department, overseeing >30 projects, €130M annual sales & >20 FTEs. After relocating, I transitioned to Paladin Labs, focusing on technical transfer project management and due diligence support. Later, at Alvogen, I established global strategic sourcing of APIs for commercial, first-to-file, and R&D purposes, overseeing >250 APIs, >200 suppliers, and \$150M in purchasing.

### Education

CHANGE THE GAME (Negotiations)	Harvard Business School, USA
BUSINESS ADMINISTRATION	Business School Hamburg, Germany
Focus: Financial Controlling	Graduated with honors for final thesis
INDUSTRIAL BUSINESS MANAGEMENT	Dual Education Program, Germany



## DUE DILIGENCES & POST-ACQUISITION INTEGRATION

### TORO 4 PHARMA S.L.U. (owner)

#### Past Mandates & Projects:

- Insud Pharma | ES – Post-acquisition integration** of MA assets and two manufacturing sites.
- Avanz Pharma | UK – Due diligence** and post-acquisition integration of three different deals.
- BioNTech | DE – COVID-19 vaccine venture**, ensuring the flow of raw materials for continuous production.

### M&A expertise

- Pharmaceutical Operations in GMP / GDP (GxP) environment
- Regulatory Knowledge
- Timeline / Activities Mapping
- Deep Understanding of Cross Functional Dependencies

### Skills

- Proficient in Managing Complex Scenarios with Multiple Variables
- Organization & Coordination
- Superior Communication Skills
- Scenario Planning & Decision Tree Mapping for Swift Decision Making
- Strong Business Mindset
- Structured & Diligent
- Strong Leadership
- Fast Learner

### Product & Material experience

- Liquid, semi-solid, and oral solid dose pharmaceutical products,
- mRNA vaccines & drug-device combinations (biologics).
- Plasmids, lipids, peptides, and other small molecule APIs