



Atlanta – Boston – Silicon Valley
www.tsg-partners.com

Company Fact Sheet

WHO we are

TSG is a specialty, global, life sciences advisory firm that combines growth strategy, corporate finance and sector specific operational insights to drive shareholder value for companies and investors in the life sciences, biotechnology, healthcare and wellness sectors. Our mission and vision is to create sector leaders across the entire domain of Life Sciences through our Unique Industry Insights, Actionable Research, and combination of Growth Strategy & Transaction Advice. Our vision and values demand that we proactively work with business partners, clients, and alliances that share our vision of improving human health and increasing scientific productivity.

WHAT we do

TSG provides a range of strategic insight, corporate strategy, and transaction services to companies and investment firms on a global basis. Our clients have included the leading companies focused on Life Sciences, Healthcare and Wellness since our founding. Our specialty is creating unique insights on ways to generate business growth across the entire domain of Life Sciences. We seek to apply innovations in technology and market awareness across a broad spectrum of applications in BioSciences and NutraSciences as well as in other adjacent markets such as Environmental Sciences and Biodetection.

Our corporate finance expertise and intimate knowledge of the companies in these sectors allow us to add financial and M&A insights into our process. The result is superior advice on market entry and deal strategy that takes into account transactional and operational issues that are critical to long-term, defensible shareholder value creation.

WHERE we are located

TSG has presence in Atlanta, Boston and Silicon Valley.

Contact us by phone at our Atlanta, GA location, (404) 254-1660, or at our Boston, MA location, (617) 817-5640 or on the web at www.tsg-partners.com/contact

WHEN we began

TSG was founded in the Spring of 2001 by CEO and Managing Partner Panna Sharma. And since its founding TSG has acquired a rich set of transaction experiences in the Life Sciences and NutraSciences industry. The following are examples of just a few clients we have assisted in developing and executing their plan to grow: Access Pharmaceuticals; Becton Dickinson Biosciences; The Coca-Cola Company; DiagnoCure; Millipore; Wellgen; PerkinElmer; Philips Medical Systems; and others.

WHY choose us

We have the experience to meet the full lifecycle of needs for companies operating and competing in the emerging and volatile market sectors of the Life Sciences industry. Our seasoned senior deal-making team has deep biotechnology and nutraceutical industry expertise. Our relationships extend to senior executives of US, European and International life sciences companies. We recognize that bringing together science and finance is at the core of many deals – our team reflects the importance of having both a strong scientific knowledge base and the capability to deliver deep transaction experience and expertise.

HOW we are different

TSG understands the importance of market insights on generating strategic growth plans. Building sector leaders requires the ability to integrate this knowledge with a financial background rooted in strategic transactions. We stay ahead of the technology curve and bring valuable insights to our client list that includes not only large Life Sciences companies, but also emerging firms with innovative technologies. We take a worldwide view in advising our clients. All our consultants have proven global experience and exposure. We focus on creating and maximizing shareholder value by incorporating cash flow, ROI, and value management tools into our process. Finally, we also take a 360 degree view into perspective by considering social, ethical and environmental factors in our strategy development or transaction creation process.

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