

Pharma & Life Sciences Practice

Business Transformation

December 2025

A photograph of a laboratory environment. In the foreground, a person wearing a white lab coat and white gloves is holding a clear glass Erlenmeyer flask containing a light blue liquid. In the background, there is a computer keyboard and other laboratory glassware like test tubes and flasks. The lighting is blue-tinted, creating a professional and scientific atmosphere.

YCP IS A STRATEGY ADVISORY FIRM WITH A FOCUS ON THE GROWTH
OF FORTUNE 500s AND CONGLOMERATES IN ASIA

YCP India Overview



Business Overview

YCP provides a broad range of Management Services and Functional Solutions which help our clients grow, scale, and transform their businesses. The key differentiators for the group are 1) Cross-Border market activation through our global network, 2) our focus on partnership-based strategy-execution support, and 3) M&A expertise

Management
Services

Strategy
Development

Business
Transformation

Mergers and
Acquisitions

Functional
Solutions

Digital

Supply
Chain

Interactive
Services

Sustainability

YCP Group, listed on the Tokyo Stock Exchange, also has Principal Investments in small and medium-sized companies in Japan

YCP India Overview

Global Locations

YCP has ~500 professionals globally including 50+ Partners across several offices with a focus on Asia. The organization has scaled operations through strategic M&A in specific markets including acquisition of **Auctus Advisors, now known as YCP India.**



How Will You Navigate The Challenges in Today's Life Sciences Landscape?

As R&D cycles lengthen and market dynamics evolve, Life Sciences companies must balance compliance, innovation, and operational excellence to sustain competitiveness and unlock future growth

- How can we accelerate R&D productivity while managing costs & complexity?
- What levers can enhance manufacturing efficiency and reduce cycle times?
- How can digital transformation bridge operational and compliance gaps?
- Are our supply chain and procurement models optimized for agility?
- How do we sustain profitability while scaling into new markets, modalities and partnership models?
- What metrics truly measure performance and success in an era of innovation-driven competition?



We use a robust framework to enable organization performance turnaround...

Shareholder Value Creation Levers

Revenue Growth

New Geographies / Modalities / Services

Sales Excellence

Inorganic Growth



Efficiency - ROCE

Capacity Utilization and Production efficiency

Manpower productivity

Inventory Management

Quality Management



Profitability

Procurement costs

Manpower costs



Enablers

CAPEX Allocation

Technology

Integrated Business Planning and Management Systems

...and have supported high-growth Indian Pharma / CRDMO players through focused transformation programs

Drug Discovery / CRO



Chemist / Biologist productivity enhancement through process transformation

End-to-end project management tools / workflows to drive efficiency, enable deeper analytics, etc.

Manufacturing and Supply Chain / CDMO



Enhance key shop-floor metrics like asset utilization, engineering efficiency, batch cycle/efficiency, etc.

Optimize manufacturing financials through **material cost optimization**

Commercialization



Activating new markets by defining GTM, identifying partners, site selection, business case development, etc.

Revenue acceleration for in-licensing or outsourcing deals

Enterprise Systems and Services

End-to-end **digital transformation** to drive efficiency, enable deeper analytics, etc.

CAPEX program management to ensure on-cost, on-time and on-quality execution

YCP India's value proposition in driving business and operations transformation



Transformation Expertise

We are renowned for driving highly complex transformations by leveraging our market tested program management tools and frameworks. When we develop strategy, we keep a very strong lens on ability to execute, because in most cases we help our clients drive the execution



Best-in-class Talent

Our team members have prior experience at leading global consulting, IB and relevant industries. We hire from top-tier schools (IIMs, IITs, ISB, XLRI etc.) and are a regular Day 0 recruiter across campuses – same as our global competitors



Deep Domain Knowledge

Our knowledge stems from working with diverse clients, including fast-growth Pharma, CDMO and Health-tech players, enabling us to deliver tailored solutions. We use this expertise to hit the ground running and accelerate impact



Significant Impact through Collaboration

We drive meaningful value by enhancing the client's capacity, building upon their existing ideas, and adapting to their unique context. This has resulted in long-term associations, with many clients engaging with us for over 5 years



Accountability for the Business Outcomes

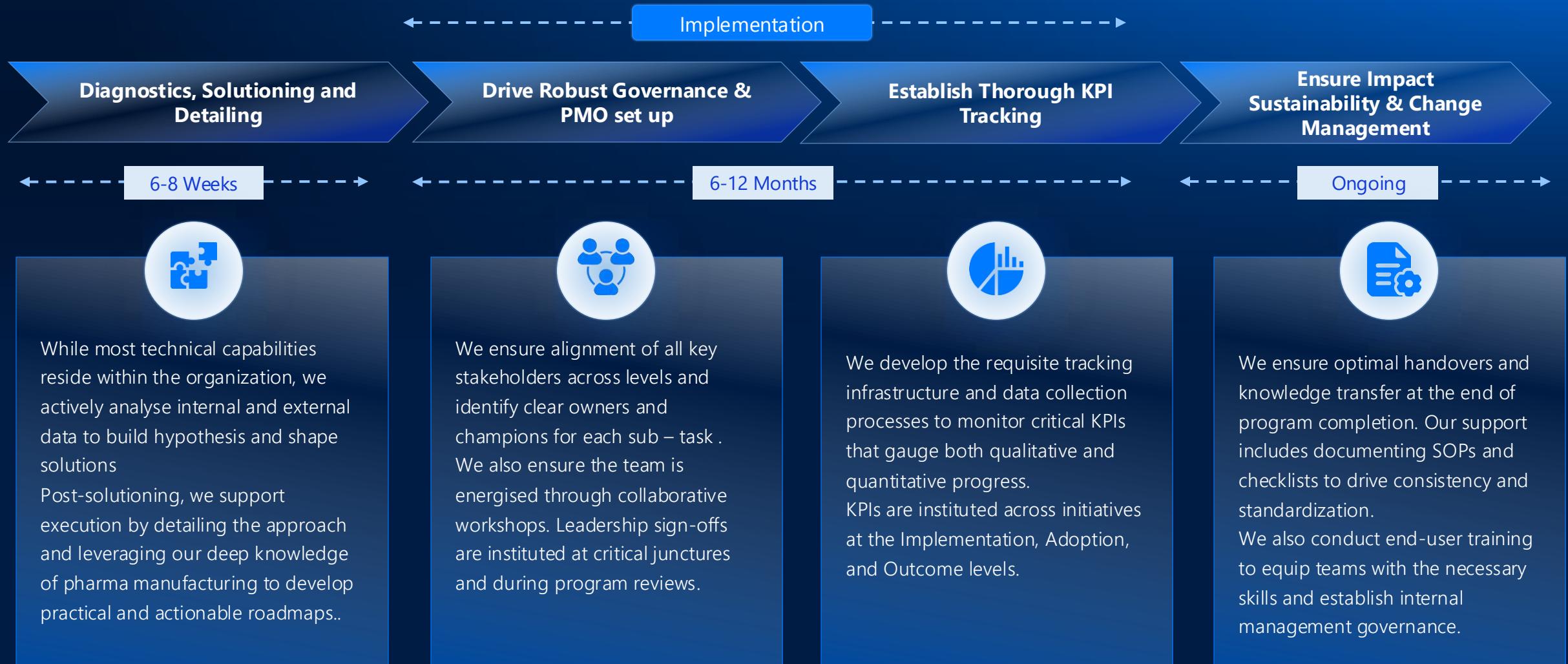
We function as a true partner of the client organization, taking a vested interest in the success of their business outcomes. Our compensation includes a relatively lower fixed fee, with additional upside linked to the client's business performance

Industry-leading ROI
for our clients,
while ensuring
Minimum Disruption

To drive operations efficiency within manufacturing and drug discovery space, we have a set of proven tools that have yielded significant value to the client

Key Transformation Levers		Tools and Practices
1	Sales and Operations Planning OTIF, S&OP Review Time	<ul style="list-style-type: none">▪ Cross-functional 'Control Tower' to improve planning and execution governance through<ul style="list-style-type: none">▪ T-minus tracking: Timelines of key activities are tracked across the product campaign/milestone, until the delivery of the output, especially with a strong focus on upstream activities like R&D and raw material procurement.▪ Enablement plan (1-12 months): ensure readiness to execute batches or synthesis molecules, by creating awareness on prior campaign learnings and requirements with long lead times like raw material, process changes, equipment purchases, etc.▪ Turbo-charged analytical support: Identification of bottlenecks and delay drivers at the plant and synthetic chemistry labs, which impact on-time batch completion and compound delivery respectively▪ Block and tackle: Problem solving at the lab / shopfloor to in real-time to ensure the on-time synthesis / start of the batch, in alignment with all support functions.▪ Robust governance: Drive weekly / fortnightly / monthly reviews at the shopfloor / labs bottom-up, to achieve top-down BU leadership mandates
2	Operational Efficiency Batch Charging Efficiency, Batch Cycle Time	
3	Manpower / Chemist Productivity #experiments / chemist, #compounds / FTE/ month	
4	Equipment Reliability OEE, MTBF	
5	Cost Optimization RMC, Resell Revenue, Inventory Cost/Days	
6	Strategic Capex Addition On-time, On-cost, On-quality	
7	Quality Systems CAPA Effectiveness, Audit Observations	<ul style="list-style-type: none">▪ Automation / Digitization of workflows to improve data quality and visibility<ul style="list-style-type: none">▪ End-to end project management tools to streamline complex workflows and eliminate manual, repetitive tasks – improving overall productivity

We partner across the full transformation lifecycle, from diagnostics to execution, to ensure sustainable business impact



Our Clients



Our team brings together deep experience in Pharma & Life Sciences



Abhisek Mukherjee,
Managing Partner, Head of MSD India

Abhisek has ~20 years of experience with focus on Information Technology. Abhisek has supported multiple tech players, including health-tech in business transformation, organic and inorganic growth strategy formulation and execution.

Prior to YCP India, Abhisek worked with SDG and Accenture's Management Consulting.

BITS Pilani | XLRI Jamshedpur



Aishvarya Agarwal,
Director

Aishvarya has 8+ years of experience across Pharma, CDMO and Health IT. He has supported clients across operational performance and productivity improvement, strategy development and M&A activities.

Prior to YCP India, Aishvarya was an investment banker with Axis Capital where he worked across multiple industries.

IT Guwahati | IIM Lucknow



Vinit Kumar,
Manager

Vinit has 5+ years of experience across Pharma manufacturing and Health IT sectors. He has led multiple manufacturing & cost optimisation, shopfloor transformation programs across various client functions.

Prior to YCP India, Vinit was a software developer with Optum (United HealthGroup) where he worked for AI enabled healthcare assistant project for the hospital partners.

NIT Jamshedpur | IIM Bangalore



Anurag Rathie,
Manager

Anurag has 10+ years of experience across Pharma and Private Equity. He has led initiatives focused on commercial strategy, operational excellence, profitability improvement, and data-driven value creation across small and large organizations.

Prior to YCP India, Anurag has worked as part of CEOs office at Solara, and with Biocon's Strategy vertical.

Thapar University Patiala | IIM Calcutta

Select case studies within the Life Sciences space

Business Transformation

1. YCP supported a fast-growing pharma firm reengineer its operating processes to improve manufacturing productivity
2. YCP supported a large Indian CRO through an operations excellence program with the twin objectives of improving productivity & reducing Award to Ship cycle times
3. Helped a healthcare-focused technology services company standardize their **commercial teams' account planning process** thereby enhancing leadership visibility and account growth

Strategy Development

4. Engaged with a leading technology-led pharmaceutical services client, to lead the overall **growth agenda in the run-up to its IPO** including strategy definition and implementation roadmap for two business units
5. Developed strategic options for **market entry into the potentially large India Obesity market** in 2026 through a detailed analysis of the market including product types, consumer preferences, and potential competitive plays
6. Helped a global pharmaceutical player develop the strategic and regulatory roadmap to **enter APAC markets** by helping make strategic entry choices and a **bottom-up business plan**
7. Supported a global medical cold chain solutions provider in **assessment of Indian pharma cold chain market for potential entry**

M&A

8. Helped a leading technology-led pharmaceutical services client perform **sector scans and DD of 3 potential acquisition targets** in its chosen high-growth segments

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9. Supported a global Healthcare player in building a **personalized Digital Workplace** solution for its 90k+ employees

Select case studies within the Life Sciences space



1. YCP conducted a detailed **feasibility and financial study** to help the client secure **investment** and plan its **hospital expansion** in Myanmar.
2. Conducted a comprehensive **market study across three ASEAN countries** to help the client shape its **commercial strategy** and prepare for the **launch of new endoscope products**.



3. Supported a global pharmaceutical player in a market study for **entry** and **expansion** into **8 APAC countries**, in two phases across 4 years.
4. Guided the client through **regulatory analysis, target identification, and acquisition negotiations** to re-establish its medical device unit in Indonesia efficiently.



5. Helped a U.S.-based mindfulness app expand into digital therapeutics by **identifying high-potential therapy areas** and creating a **commercialization roadmap**.