



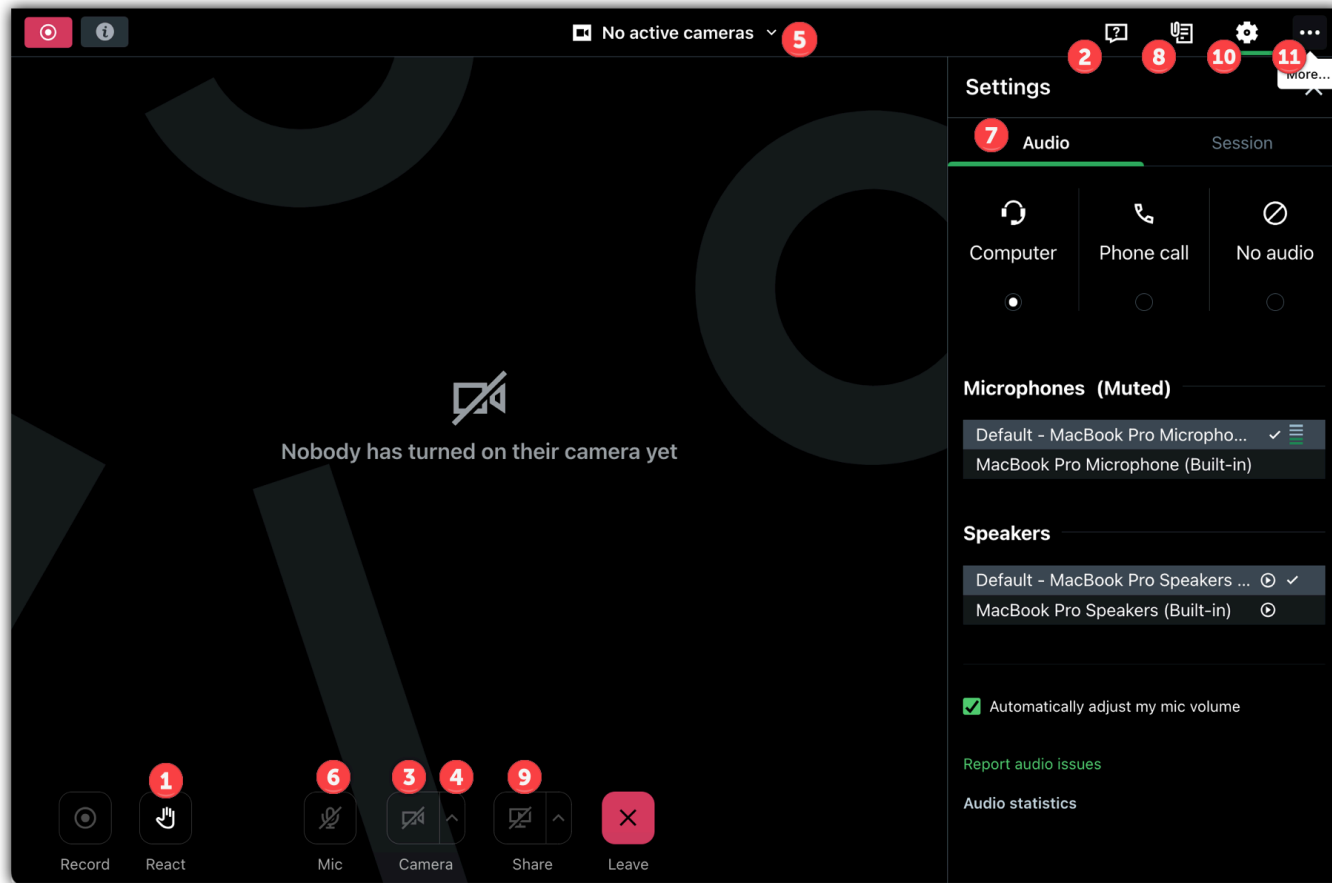
# EU Go-to-Market: Passport for First-Time Success

FTLA Webinar

September 3, 2025



# Housekeeping





# Agenda Slide

- Welcome To FTLA
- FTLA Overview
- US & EU FTL Workstreams
- Panel Q&A
- Audience Q&A

## Accelerate

Accelerate success for each member company to ultimately improve patient lives.

## Enablement

to become the definitive launch enablement community and ecosystem built *by* and *for* FTLs.



# FTLA Sponsors: Launch Enablers

Platinum

**nnit**



**cencora**

**McKESSON**

Gold

Silver

Bronze

# Join our exclusive LinkedIn group

## FTLA LinkedIn Group

Several benefits and perks:

Content repository

Access to exclusive content

Networking opportunities

Industry resources

**FIRST-TIME LAUNCH ALLIANCE**  
CONNECTION. CREDIBILITY. CAPABILITY.

150 members  
Including Stephen Kovary and 13 other connections

Invite connections

Show all →

Analytics  
Last 15 days activity

39	▼ 5%
Active members	
11	▲ 57%
New members	
6	▲ 20%
Posts	
885	▲ 30%
Post views	

Start a post in this group

Video Photo Poll

All Recommended

Pinned by admin Unpin

Lindsey Babe posted in First-Time Launch Alliance

Group URL

<https://www.linkedin.com/groups/13118757/>

# Upcoming Events & FTLA Updates

SEPT

23

## Partnership Enablement

3PLs, CMOs, SDs/SPs, Hubs, etc.

Webinar

NOV

4

## FTLA Summit

First-In Person Event (Free Registration)

Boston

Q4

## Webinar #5

TBD – Based on LinkedIn Suggestion

Event



## FTLA Updates

- ❖ Website Launch  
Coming SEPT 15
- ❖ Sponsorship Inquiries
- ❖ Virtual & In-Person  
Collaboration Sessions
- ❖ Membership Growth:
  - ❖ 210+ Member Companies
  - ❖ 240+ Individual Members

# First-Time Launch Challenges in Europe: Commonalities and significant Differences

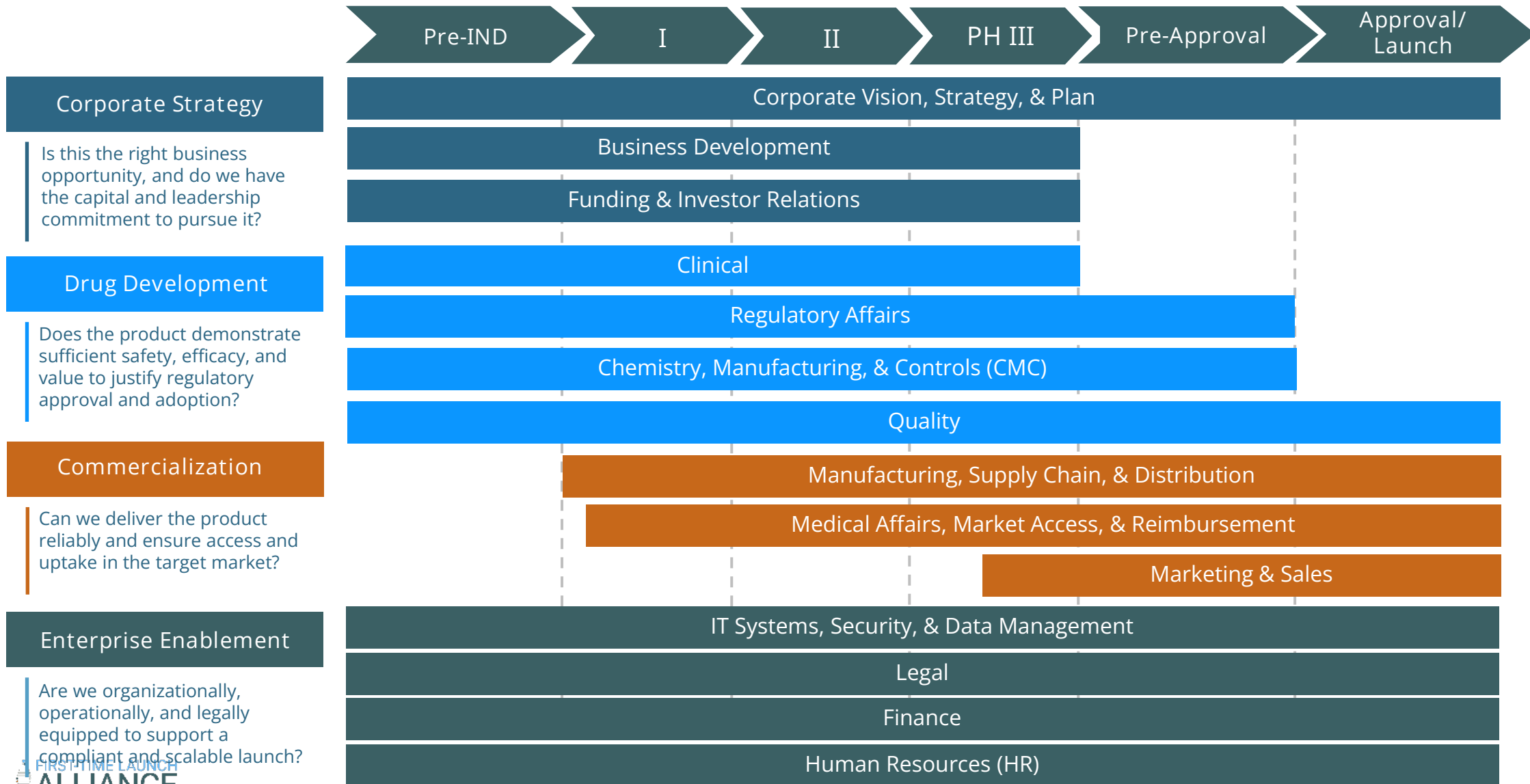
Panel Session



# First-Time Launch: Aligning Strategy, Science & Execution



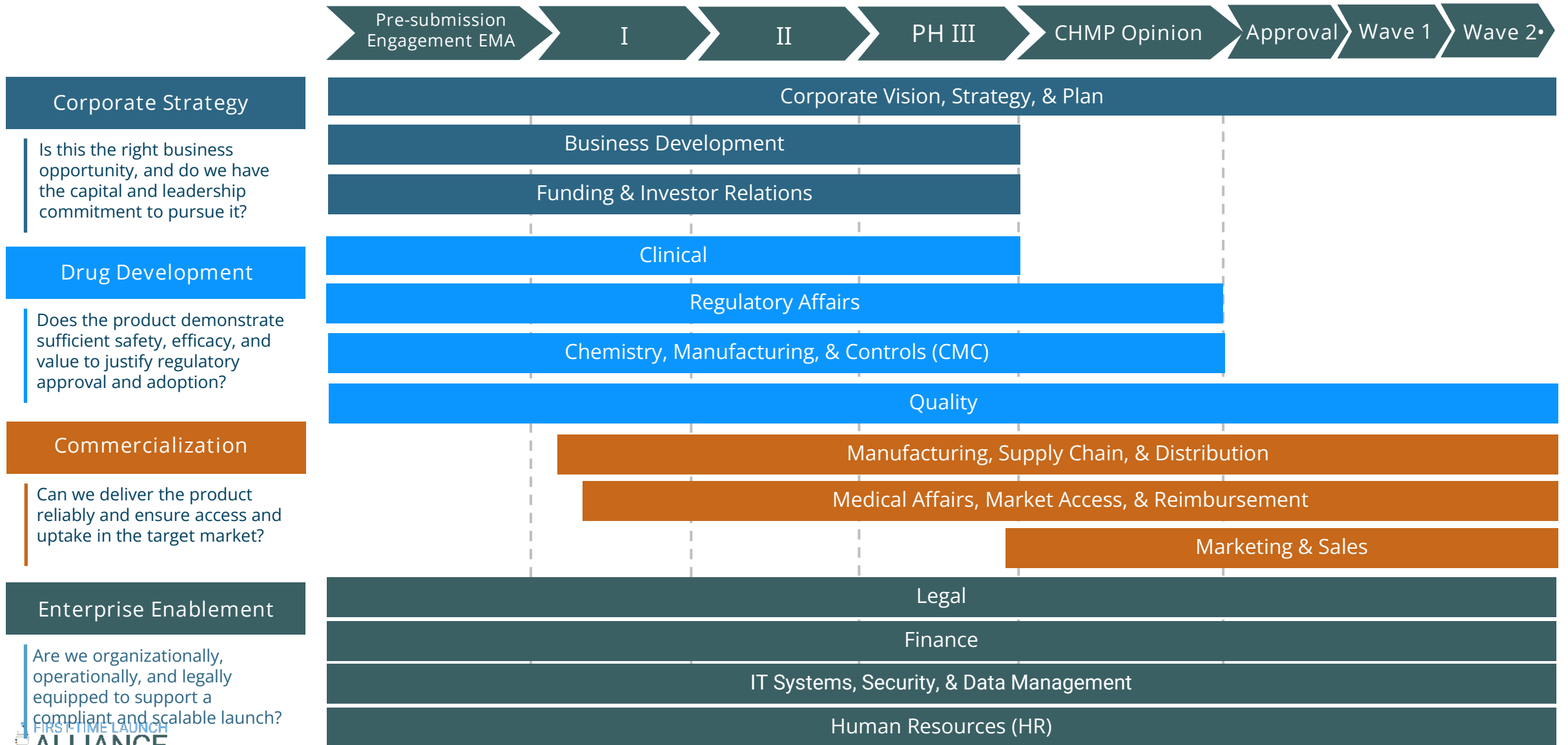
Orchestrating success across workstreams: foundational to your playbook for first-time launches



# First-Time Launch: Aligning Strategy, Science, & Execution



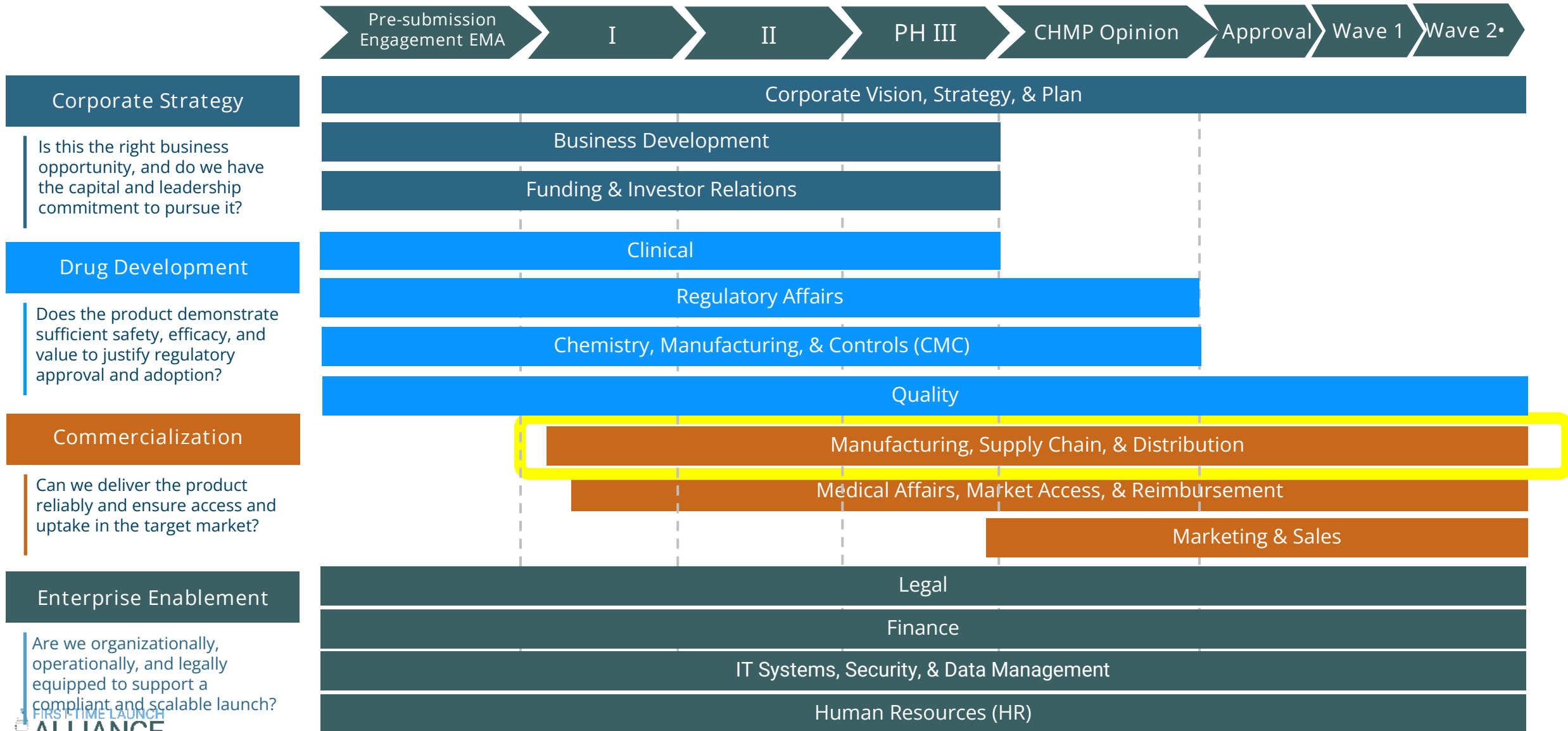
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# First-Time Launch: Aligning Strategy, Science, & Execution



Orchestrating success across workstreams: foundational to your playbook for first-time launches



# Meet the Panelists



George Clothier  
Dynavax  
Berkeley, CA



Jenny Miller  
Former Chinook Therapeutics  
Seattle, WA



Christoph Krahenbuhl  
Senior Director  
First-Time Launch Alliance



# Questions

# FTLA LinkedIn Group & Upcoming Events

**FIRST-TIME LAUNCH ALLIANCE**  
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196 members  
Including Stephen Kovary and 13 other connections

14

Invite connections

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Analytics  
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