

**SACHS**  
**ASSOCIATES**

5TH ANNUAL

# CANCER BIOPARTNERING & INVESTMENT FORUM

**FOCUSING ON ADVANCES IN  
IMMUNO-ONCOLOGY**

28TH MARCH 2017

NEW YORK ACADEMY OF SCIENCES  
USA

**CONFERENCE GUIDE**

[www.sachsforum.com](http://www.sachsforum.com)

WELCOME

SPEAKERS

PRESENTING COMPANIES

SUPPORTING ORGANISATIONS

ORGANISERS

Sachs Associates are delighted to welcome you to the:

5TH ANNUAL

## **CANCER BIOPARTNERING & INVESTMENT FORUM**

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NEW YORK ACADEMY OF SCIENCES  
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Sachs Associates, building upon its many years of expertise in organizing premier partnering and investor meetings in Europe and the United States, is proud to welcome you to the 5th Annual Cancer BioPartnering & Investment Forum being held on 28th March 2017 at the New York Academy of Sciences. This forum is designed to bring together thought leaders from cancer research institutes, patient advocacy groups, pharma and biotech to facilitate partnering and funding/investment.

### **GENERAL INFORMATION**

- The registration desk is open from 7.30am on 28th March although you are welcome to join the event at any time. Please collect a copy of the agenda for information on timing and room allocation for each session.
- One-to-one meetings  
Please bring with you a copy of your diary. Should you have any queries about your schedule, the Sachs team members situated at the registration desk are available for your assistance.

### **REQUEST FOR PRESENTATIONS**

Please use the agenda to mark off presentations that you are interested in and email your request to [Silvia@sachsforum.com](mailto:Silvia@sachsforum.com) after the conference. We will endeavour to send you the requested presentations as soon as we have been granted permission to do so by that specific presenter.

Please note that we DO NOT have copies of the slides that are shown during the conference.

## EVENTS DIARY

For regular updates, sponsorship, presenting and attending opportunities and further information regarding any of our future events please contact Silvia Kar on [Silvia@sachsforum.com](mailto:Silvia@sachsforum.com)

### 3RD ANNUAL

#### **IMMUNO-ONCOLOGY: BD&L AND INVESTMENT FORUM**

2ND JUNE 2017 • HYATT CHICAGO MAGNIFICENT MILE • USA

Taking place on the first day of ASCO, the 3rd Annual Immuno-Oncology: BD&L and Investment Forum is designed to bring together thought leaders from cancer research institutes, patient advocacy groups, pharma and biotech to facilitate partnering, funding and investment. We expect around 250 delegates and about 30 presentations by listed and private biotechnology companies seeking licensing & investment. Numerous networking opportunities available via an online one-to-one meeting system with dedicated meeting facilities to make the event more transactional.

### 5TH ANNUAL

#### **MEDTECH & DIGITAL HEALTH FORUM**

FOR TECHNOLOGY & HEALTHCARE INNOVATION

25TH SEPTEMBER 2017 • CONGRESS CENTER BASEL • SWITZERLAND

The programme is designed to highlight the latest industry developments and showcase emerging and innovative technology companies seeking finance and partnerships. The delegates are comprised of Healthcare, MedTech, Healthcare IT, and Digital Health companies as well as consultants, bankers and corporate & financial investors. We expect over 250 delegates and 25 presenting companies plus demos. The Forum will provide a number of networking opportunities via our online one-to-one meeting system which allows you to pre-book meetings with all the attendees with dedicated meeting facilities.

### 17TH ANNUAL

#### **BIOTECH IN EUROPE FORUM**

FOR GLOBAL PARTNERING & INVESTMENT

26TH - 27TH SEPTEMBER 2017 • CONGRESS CENTER BASEL • SWITZERLAND

The forum is recognised as the leading international stage for those interested in investing and partnering in the biotech and life science industry. This highly transactional event draws together an exciting cross-section of early-stage/pre-IPO, late-stage and public companies with leading investors, analysts, money managers and pharma licensing executives. Supported and designed by leading figures within Europe's pharmaceutical and biotech industry, this event will once again be covered by our regular media partners. We expect over 650 delegates and over 100 presenting companies.

### SPEAKERS



#### **André Choulika**

Chairman and CEO, Collectis

André Choulika, Ph.D., is one of the founders of Collectis and served as Chief Executive Officer since the company's inception in 1999. He is Chairman of the Board of Directors since 2011 and President of Calyxt since August 2010. From 1997 to 1999, Dr. Choulika worked as a post-doctoral fellow in the Division of Molecular Medicine at Boston Children's Hospital, where he was one of the inventors of nuclease-based genome editing technologies and a pioneer in the analysis and use of meganucleases to modify complex genomes. After receiving his Ph.D. in molecular virology from the University of Paris VI (Pierre et Marie Curie), he completed a research fellowship in the Harvard Medical School Department of Genetics. His management training is from the HEC (Challenge +).



#### **Andrew Allen**

President and CEO, Gritstone Oncology, Inc.

Andrew Allen is a Co-Founder of Gritstone Oncology and serves as President, Chief Executive Officer and a member of the Board of Directors. Dr. Allen was a Co-Founder of Clovis Oncology (NASDAQ: CLVS) and served as Executive Vice President of Clinical and Pre-Clinical Development and Chief Medical Officer from the time of the company's inception in 2009 until July 2015. Prior to that, Allen was Chief Medical Officer at Pharmion Corporation, which was sold to Celgene Corporation in 2008 for \$2.9 billion, following the development of Vidaza™ for the treatment of myelodysplastic syndromes and Thalomid™ for the front-line treatment of multiple myeloma. Allen also served previously in Clinical Development leadership roles at Chiron Corporation and Abbott Laboratories, and worked at McKinsey & Company in London and New Jersey, advising life science companies on strategic issues. Allen trained in Medicine at Oxford University and obtained a Ph.D. in Immunology at Imperial College, London. He currently serves on the board of directors of Epizyme (NASDAQ: EPZM) and Cell Design Labs (San Francisco, CA).



#### **Andrew Hopkins**

CEO, Exscientia Ltd.

Professor Andrew L. Hopkins DPhil FRSE FRSC FRSB FLSW is the founder and CEO of Exscientia Ltd. Exscientia is the first company to automate drug design, using A.I., surpassing conventional human endeavors. Andrew spent nearly ten years in the pharmaceutical industry, at the Pfizer, following completion of his DPhil in Biophysics at the University of Oxford. Andrew holds the SULSA Research Professor of Translational Biology and Chair of Medicinal Informatics at the University of Dundee and is a Visiting Professor at the Nuffield Department of Medicine, University of Oxford. He has won several awards including the BBSRC Commercial Innovator of the Year, Scottish Enterprise Life Science Entrepreneurial Leadership Award, the Royal Society of Chemistry's Capps Green Zomaya Medal and the Corwin Hansch Award. Andrew lives in Oxford, UK.



#### **Bibhash Mukhopadhyay**

Principal, New Enterprise Associates

Bibhash is a Principal at New Enterprise Associates (NEA), where he focuses on investing in emerging therapeutics and device companies, assisting them grow and create value. Previously, he was at AstraZeneca / Medimmune as an Associate Director of Business Development, where his responsibilities spanned end-to-end in the deal-making spectrum, from search and evaluation to transactions, with focus on the immune-oncology and immunology spaces. He started his career at Johnson and Johnson, where he held multiple Business Development roles, at different times, in Global Surgery, Oncology and Emerging Technologies. Bibhash's doctoral research work focused on pathophysiology of retinal diseases using tools of cell biology and mathematical modeling, during which he also consulted for venture funds and start-ups.



#### **Biren Amin**

Managing Director, Jefferies, LLC

Biren Amin joined Jefferies in 2011 and is a Managing Director and Senior Research Analyst covering the U.S. biotechnology sector. Mr. Amin has over 12 years sell side experience as an equity research analyst which began at Prudential Securities. Prior to that he worked for five years in the competitive intelligence group at Aventis Pharmaceuticals (now Sanofi). Mr. Amin is a licensed pharmacist, and holds a B.S. in Pharmacy from University of Sciences at Philadelphia. He also holds an M.S. in Pharmacy from Arnold and Marie Schwartz College of Pharmacy, and an M.B.A. from NYU's Stern School of Business.



#### **Brad Loncar**

Portfolio Manager, Loncar Investment, LLC

Brad is an independent biotech investor and analyst, and has managed a biotech-focused family office since 2008. Through Loncar Investments LLC, he uses his research of biotech companies and technologies to develop thematic biotech investment indexes. The Loncar Cancer Immunotherapy Index was launched in March of 2015. It is the only of its kind and consists of 30 companies leading the way in the emerging field of cancer immunotherapy. Brad previously worked at Franklin Templeton Investments and served in a Senior Advisor role at the U.S. Department of the Treasury. He is one of the most followed biotech commentators on social media and writes biotech commentary at [www.LoncarBlog.com](http://www.LoncarBlog.com). He holds a BA in Finance from the University of Miami.



**Carlos de Sousa**

CEO, Immunicum AB

Mr. de Sousa is the Chief Executive Officer at Immunicum AB a Swedish biopharmaceutical company advancing a novel immuno-oncology treatment against a range of solid tumors.

He has more than 25 years of senior level experience in the global pharmaceutical and biotech industry, including business development, mergers & acquisitions, global marketing and clinical development. Prior to joining Immunicum, he held senior positions at Nycomed/Takeda, Pfizer, Novartis, BBB Therapeutics, Newron Pharmaceuticals and, most recently, he held the position of Chief Business Officer at Zealand Pharma in Denmark.

Mr. de Sousa is a medical doctor by training, having earned his degree at the School of Medicine, University of Lisbon and holds an Executive MBA from the Stern School of Business, New York University.



**Denis Patrick**

Executive Director, Head External R&D Innovation, Oncology Research Unit, Pfizer, Inc.

Denis Patrick received his Ph.D. from the University of Pennsylvania and has worked in large Pharma oncology organizations for 28 years, including Merck, DuPont Pharma, GSK and Pfizer. Dr. Patrick is currently Executive Director and Head of External R&D Innovation (ERDI) for the Oncology Research Discovery group (ORD) at Pfizer. The goal of ERDI is to search and evaluate external opportunities that are focused on areas that complement Pfizer ORD research interests including antibody drug conjugation technologies, oncogenic drivers, epigenetics, immuno-oncology, and precision medicine strategies. Recent executed licensing agreements include MacroGenics, Seattle Genetics, Stem CentRx, Epic Sciences, BIND Therapeutics, CytomX, Philogen, BioAtla, iTeos, Western Oncolytics and acquisitions of BIND and Medivation. Prior to joining Pfizer, Dr. Patrick worked at GlaxoSmithKline, initially as director of Oncology Biology followed by Director of Oncology Scientific Licensing. While at GSK, Dr. Patrick was instrumental in evaluating and executing agreements with Japan Tobacco Company for a MEK inhibitor, trametinib, recently approved for treatment of metastatic melanoma, Amplimmune's AMP224, and research agreements with Supergen, Vernalis, Proteologics, Oxford Biotherapeutics, and Seattle Genetics. During his time as Director of Oncology Biology, Dr. Patrick lead preclinical research groups delivering numerous clinical candidates leading to the approval of GSK's B-Raf inhibitor, Tafenlar (dabrafenib) for metastatic melanoma.



**Ferran Prat**

Vice President, Strategic Industry Ventures, MD Anderson Cancer Center

Prat helps the faculty and researchers at MD Anderson develop collaborative opportunities with pharmaceutical, biotech, diagnostics, imaging, laboratory medicine and other industry partners. He is responsible for establishing a direct line of contact with pharmaceutical companies to understand their needs in terms of pre-clinical and Phase 1 activities, and internally convey them so that the researchers and clinicians at MD Anderson can follow-up and establish personal relationships with such companies.

Prior to joining MD Anderson he worked at Alere Inc., an international firm dedicated to developing health management services and solutions, including diagnostic tools and tests. At Alere, Ferran led a business turnaround and integrated three businesses in São Paulo and Belo Horizonte, Brazil. He also served as the head of the Oncology and Women's Health Divisions in San Diego, where he was responsible for all pre-commercialization activities and post-launch product management.

Prior to Alere, Ferran held a number of industry and academic positions, including vice president for licensing at Biosite Inc., management consultant at McKinsey & Co., engineer at Chromogenia-Units and researcher at the University of California - Los Angeles. In these roles, he in-licensed and out-licensed new technologies, led and executed strategic plans, coordinated intellectual property agreements among private and public sector entities, and conducted basic science research that led to multiple peer-reviewed articles.

Prat has a Ph.D. in organic chemistry from the University of California - Los Angeles and a J.D. from the University of San Diego School of Law.



### Gary Sclar

Vice President, Dana-Farber Innovations, Dana-Farber Cancer Institute

Gary Sclar is the Vice President, Dana-Farber Innovation at the Dana-Farber Cancer Institute. He is responsible for business development, licensing and alliance management strategies and solutions and has deep experience with immuno-oncology strategic initiatives and partnerships. Before joining the Dana-Farber, Gary held the position of Chief Strategy Officer for MedMetrics Health Partners and Public Sector Partners. Gary has over 15 years of technology licensing experience, having worked in the technology licensing offices of Northeastern University, Brigham and Women's Hospital, and the University of Massachusetts Medical School. Prior, Gary directed laboratories at Washington University School of Medicine and The Jackson Laboratory, specializing in nuclear transplantation and the generation of transgenic and embryonic stem cell knock-out animals. Gary has a Bachelor of Science degree from the University of Massachusetts, a Masters degree from Webster University School of Business, and a JD degree from Massachusetts School of Law. He is admitted to the Massachusetts Bar and United States District Court in Massachusetts.



### Glynn Wilson

CEO, TapImmune, Inc.

Responsible for the strategic direction of the Company and the creation of preclinical and clinical product pipelines following in-licensing of vaccine technologies from the Mayo Clinic. Glynn brings an extensive background of success in corporate management and product development with tenures in both multinational pharmaceutical companies and start-up pharmaceutical/biotech organizations. Former positions include Worldwide Head of Drug Delivery at SmithKline Beecham Pharmaceuticals and Research Area Head in Advanced Drug Delivery at Ciba-Geigy Pharmaceuticals where he was responsible for creating R&D strategies for emerging biological products. As Executive Vice President of R&D at Tacora Corporation he was responsible for merging the Company with Access Pharmaceuticals. He was a co-founder of Auriga Pharmaceuticals. Glynn has a Ph.D. in Biochemistry from Heriot-Watt University, Edinburgh and conducted medical research at The Rockefeller University, New York. He has been on the board for 5 years.



### Gregory Frost

Managing Director, F1BioVentures

Dr. Frost has been Managing Director of F1 BioVentures, LLC since 2015. Previously, he led the Health Sector of Intrexon Corporation, a multinational public biotechnology company, where he was responsible for expanding their oncology franchise and gene and cellular-based therapies for a number of orphan diseases. From 1999 to 2014, Dr. Frost was at Halozyne Therapeutics, a San Diego public biotechnology company he co-founded that focused on oncology biologics and medication delivery. At Halozyne he served on the Board of Directors and in numerous operational roles including Chief Scientific Officer since 2002, and CEO since 2010. He has authored multiple peer-reviewed and invited scientific articles, and is an inventor on key patents supporting a number of FDA approved biologics. Dr. Frost is a member of the American Society of Clinical Oncology, the American Association for Cancer Research and is registered to practice before the U.S. Patent and Trademark Office. Dr. Frost earned his B.A. in Biochemistry and Molecular Biology from the University of California, Santa Cruz, his Ph.D. in the Department of Pathology at the University of California, San Francisco, and performed postdoctoral research at the Sidney Kimmel Cancer Center. As an entrepreneur, Dr. Frost brought the founding platform technologies to Halozyne and secured initial financing for the company. In 2012, Dr. Frost was named by Forbes as one of Americas 20 most powerful CEO's under 40. Dr. Frost additionally serves on the board of BioCom, a member-driven organization serving the life science community of Southern California and BioAtla, a global biotechnology company focused on the development of Conditionally Active Biologic (CAB) antibody therapeutics.



### Helen Tayton-Martin

Chief Business Officer, Adaptimmune Therapeutics

Dr. Helen Tayton-Martin transitioned to become Adaptimmune's Chief Business Officer in March 2017, having served as Chief Operating Officer since 2008. She is responsible for optimizing the strategic and commercial opportunity for the Company's assets, leading on business development and commercial activities. Her role encompasses all aspects of pipeline and technology assessment, strategic portfolio analysis, integrated program management, commercial planning and partnerships, including our strategic partnership with GSK.

Dr. Tayton-Martin has 25 years of experience working within the pharma, biotech and consulting environment in disciplines across preclinical and clinical development, outsourcing, strategic planning, due diligence and business development. She co-founded Adaptimmune from Avidex Limited (subsequently Medigene) where she was responsible for commercial development of the soluble TCR programme in cancer and HIV therapy from 2005 to 2008. Dr. Tayton-Martin holds a Ph.D. in molecular immunology from the University of Bristol, U.K. and an M.B.A. from London Business School.



### Howard Fingert

Senior Medical Director for Clinical Intelligence, Takeda Pharmaceuticals International GmbH

Dr. Howard Fingert is Senior Medical Director for Clinical Intelligence at Takeda Pharmaceuticals with over 20 years biopharma experience in cross-functional roles at Takeda, Pfizer, and other companies. He has had diverse roles managing oncology product development including IO therapeutics designed for adult and pediatric indications. He is currently focused on internal-external innovation and public-private partnerships with MIT, Harvard, other academic centers, and he serves on multiple Biden Moonshot initiatives. He is current Industry representative to the NCI Clinical Trials & Translational Research Advisory Committee, and previously served on FDA Oncology Drugs Advisory Committee (ODAC). Board-certified in Oncology and Hematology, he was previously on clinical and teaching faculty at Massachusetts General Hospital and Dana Farber Cancer Institute, and his published experiences include translational research, clinical safety risk management, oncology clinical development, and regulatory sciences.



### James Mulé

Associate Center Director for Translational Research, Moffitt Cancer Center

Dr. Mulé is the Associate Center Director for Translational Science, the Michael McGillicuddy Endowed Chair for Melanoma Research and Treatment, and Director of Cell-based Therapies at the Moffitt Cancer Center, Tampa, Florida. Dr. Mulé, who was recently designated a "Master of Immunology" by the American Association for Cancer Research serves on Advisory Boards of numerous biotechnology and pharma companies (e.g., OncoPep, Lion Biotech, Vault Pharma, Celgene, among others). Dr. Mulé remains a long-standing special government employee to the FDA (CDER and CBER) and the NCI. He was Chair of the Cellular, Tissue, and Gene Therapy Advisory Committee of CBER, FDA. Dr. Mulé has published nearly 200 articles in the areas of cancer vaccines and cancer immunotherapy.



### Jennifer Laux

VP Commercial, Inovio Pharmaceuticals, Inc.

Jennifer Laux is a life sciences executive, who has over 20 years of leadership experience in corporate strategy, marketing, and new product planning. Her experience ranges from leading multi-billion dollar franchises to developing commercialization plans for biotech start-ups. Ms. Laux has served as Vice President, Commercial at Inovio since 2014, leading strategy development for the company's portfolio of Oncology and Infectious Disease immunotherapies. Most recently, she was VP of Cardiovascular Marketing at Boehringer Ingelheim. Prior to this, Ms. Laux spent 17 years at Merck holding leadership roles in US marketing, strategy, and commercial operations. Her international experience includes marketing for Procter & Gamble in Brussels and Elizabeth Arden in Paris, as well as multiple consulting engagements with global clients at Bain & Company. Ms. Laux received an MBA from the Wharton School, an MA in International Studies from the University of Pennsylvania, and a BA in International Relations and English from Georgetown University.



### Jonathan Pachter

Chief Scientific Officer, Verastem, Inc.

Dr. Pachter brings over 25 years of experience in leading discovery and translational research for small molecule and monoclonal antibody anti-cancer therapeutics. He joined Verastem in 2011, and has led research on the targeting of immunosuppressive cell populations, stromal density and cancer stem cells by the company's clinical stage FAK and PI3K inhibitors. He was previously Head of Cancer Biology at OSI Pharmaceuticals where his team advanced five small molecules into development for treatment of cancer, including linsitinib - a selective IGF-1R/ insulin receptor kinase inhibitor which progressed to phase III clinical trials and OSI-027 - a selective mTOR kinase inhibitor. Prior to OSI, Dr. Pachter held positions of increasing responsibility at Schering-Plough where he progressed three agents into development including the monoclonal antibody robatumumab which advanced to phase II clinical evaluation in cancer patients. Dr. Pachter also made key contributions to the regulatory approval of temozolomide for treatment of glioblastoma. He is an author of over 50 peer-reviewed publications and inventor on numerous patents. Dr. Pachter did his postdoctoral work in Pharmacology at Yale University School of Medicine and he holds a Ph.D. from Baylor College of Medicine.



### Joseph Sum

Director of Research, EcoRI Capital, LLC

Joseph Sum has spent the past eight years hunting for promising investments that may lead to solutions for devastating diseases. As the Director of Research at EcoRI Capital LLC, Mr. Sum identifies and assesses opportunities to fund talented management teams in pursuit of novel therapeutic drugs and technologies. He was previously a biotech specialist at a \$15B asset management firm, and worked as an Analyst for BVF Partners, where he led the successful spin off of Ziarco Pharma from Pfizer. Mr. Sum serves on the board of the New York-based Breast Cancer Task Force, which provides early cancer detection and treatment services to patients without health insurance, and has served on the boards of Ziarco Pharma and Airmid, Inc. He has Bachelor of Science degrees in Chemical Engineering and Materials Engineering from the University of California, Berkeley, and is a CFA Charterholder.



### Kuldeep Neote

Senior Director, New Ventures, Johnson & Johnson Innovation Center - Boston

Kuldeep Neote, Ph.D., is Senior Director at J&J Innovation Center-Boston, and is responsible for New Venture and Scouting opportunities in the areas of Oncology and Immunology in the East Coast.

Dr. Neote is trained as a Molecule Biologist with an extensive background in drug discovery. He has been focused in the area of Immunology, Inflammation and Oncology and has a passion for implementing cutting edge scientific discoveries into practical drug discovery programs. Throughout his career, he has looked at creative scientific and business development collaborative and partnering opportunities that have resulted in tangible clinical translation of new scientific discoveries working in conjunction with academic and biotech companies.

Formerly, Dr. Neote was Research Advisor/Director in Global External R&D at Eli Lilly in Indianapolis, IN. Prior to Eli Lilly, he was a Discovery Scientist in Pfizer Inc. in Groton, CT. Dr. Neote initiated the Chemokine Receptor Drug Discovery platform that lead to several clinical candidates, and also discovered novel chemokines. Earlier in his career, Dr. Neote cloned one of the first chemokine receptors during his post-doctoral studies in Genentech.

Dr. Neote earned his BSc. in Microbial and Cellular Biology at the University of Calgary, Calgary, Canada, and a Ph.D. in Human and Molecule Genetics at the University of Toronto, Toronto, Canada, where he was a major contributor in the understanding of the molecular basis of lysosomal storage diseases, in particular Tay Sachs and Sandhoff's disease.



### **Kurt Rote**

CEO, Western Oncolytics Ltd.

Kurt M. Rote is CEO and Co-Founder of Western Oncolytics Ltd. Prior to Western Oncolytics, Kurt was Head of Marketing and Product Development for Biognosys AG, a Zurich-based proteomics start-up. He earned his MBA at IMD (Institute of Management Development) in Lausanne, Switzerland, also held strategy, business development, and planning positions at Holcim (US), a building materials manufacturer, and was an operational supervisor at McMaster-Carr, a US industrial supply company. Kurt studied Biomedical Engineering at Duke University while performing research in viral plasmid transfection and genetic disease.



### **Lee Greenberger**

SVP, Leukemia & Lymphoma Society

Lee Greenberger, PhD, is Chief Scientific Officer of the Leukemia & Lymphoma Society. He is responsible for planning and executing the strategy for all LLS research programs, including grant funding programs, the Therapy Acceleration Program (TAP), as well as other research initiatives. Dr. Greenberger guides LLS's efforts to translate innovative research into clinical trials that ultimately will pave the way for new therapies to treat blood cancers.

Most recently, Greenberger was the global head of search and diligence for oncology and immunology at Bristol-Myers Squibb where he examined opportunities for over 200 oncology companies and helped set the business strategy for oncology and immunology. Prior to that, he served for six years as vice president for research at Enzon Pharmaceuticals where he was responsible for pre-clinical pharmacology, toxicology, process development, and analytical chemistry efforts associated with the discovery and development of oncology assets. Greenberger also held positions of increasing responsibility in the research organizations of Johnson & Johnson and Wyeth Pharmaceuticals, where he began his industry career in 1990 at American Cyanamid/Lederle Laboratories, which was later acquired by Wyeth. He was given the President's Award for his work at Wyeth.

Dr. Greenberger holds a bachelor's degree from the University of Rochester and a Ph.D. from Emory University. He has done post-doctoral work at Columbia University and was on faculty at the Albert Einstein College of Medicine.

Greenberger has published more than 85 publications, mostly focused on oncology, during his research career.



### **Lisa Decker**

Executive Director, Business Development, Nektar Therapeutics

Lisa Decker, Ph.D., is the Executive Director of Business Development at Nektar Therapeutics. Dr. Decker has over 15 years of experience in partnering pharmaceutical products with a particular focus on early stage opportunities. Dr. Decker currently leads business development activities for Nektar's growing immuno-oncology and immunology portfolio. During her tenure at Nektar, Dr. Decker has held positions of increasing importance throughout the organization including alliance management, business strategy and operations, and program management. She had the unique opportunity of serving in a dual role of program and business development lead for Nektar's clinical stage immuno-oncology program, NKTR-214, a CD122 biased immunostimulatory cytokine. Dr. Decker lead negotiations for the broad-based clinical collaboration announced last fall with Bristol Meyers Squibb under which NKTR-214 will be combined with BMS's Opdivo in five tumor types and at least eight indications.

Prior to joining Nektar, Dr. Decker was Associate Director of Technology Licensing at the University of Massachusetts Medical School where she lead the partnering and intellectual property strategy efforts for a diverse array of early stage technologies ranging from medical devices to novel therapeutics, including the University's Nobel prize winning RNAi portfolio.

Dr. Decker received her Ph.D. in Immunology from Tufts University (Boston, MA) and a B.A. in Biology from the College of the Holy Cross (Worcester, MA). She completed her post-doctoral studies at Harvard Medical School where she studied papillomavirus transformation mechanism in the laboratory of Dr. Peter Howley



### **Loïc Vincent**

Sr. Director Immunology Partnerships, Takeda Pharmaceuticals International GmbH

Loïc is an Oncology Scientist with 15+ years of international academia/biotech/pharma industry experience.

Loïc is a pharmacologist by initial training, with a PhD from the University of Rouen, France. During his thesis, Loïc worked in collaboration with Bayer Pharma. At the end of his thesis, Loïc received the Young Scientist Award from the Bettencourt-Schueler's Foundation for his work. Loïc did a post-doctoral fellowship in Oncology at Weill Medical College of Cornell University in NY, where he worked in collaboration with ImClone Systems and OxiGene.

After his postdoc, Loïc was appointed Head of Pharmacology at Endotis Pharma in France. Loïc then joined Sanofi in 2007 and become the Head of Pharmacology for Sanofi Oncology business unit in 2009. In 2013, Loïc was given the responsibility to build & lead the Immunotherapy Strategy & Execution Team dedicated to shape and implement a strategy for Sanofi to enter the field of immunotherapy, and was then appointed Head of External Innovation for the Oncology Unit.

Loïc joined Takeda in 2016 as head of Immunology Partnerships, and is responsible for all partnerships for Immunology in the fields of Oncology, Gastroenterology, and Neurological Diseases.

Loïc is author and co-author of 33 scientific papers and 43 poster/oral presentations. In his free time, Loïc likes running, bouldering and cooking.





### Louise Perkins

CSO, Melanoma Research Alliance

Dr. Perkins joined the Melanoma Research Alliance as Chief Science Officer in 2013 where she is responsible for the development and implementation of the MRA's scientific strategy including its research award program and annual Scientific Retreat. Her interests center on translational research including genomics, drug discovery and advancement of novel therapeutic approaches. She is a member of the Board of Directors of the Foundation for Sarcoidosis Research and of the Health Research Alliance. Prior to joining the MRA, she was Chief Scientific Officer at the Multiple Myeloma Research Foundation (MMRF) for five years, following a 16-year research career at two major pharmaceutical companies. Dr. Perkins led the expansion of MMRF venture philanthropy activities including its Biotech Investment Award program and development of the scientific direction of its CoMMpass longitudinal study. At Bayer Pharmaceuticals, Dr. Perkins was Director of Cancer Research where she contributed to advancing novel targeted therapies toward clinical study including Nexavar and other innovative signal transduction inhibitors. Before joining Bayer, she led a cancer research group at the Schering-Plough Research Institute participating in early-stage programs, including novel target-finding using human genomics data. Dr. Perkins graduated from the University of Michigan with a PhD and MS in Biological Chemistry and conducted postdoctoral studies at Princeton University in the Department of Molecular Biology. She earned her BS in Zoology from the University of North Carolina at Chapel Hill.



### Mike Rice

Principal, Defined Health, a Cello Health business

Mike joined Defined Health in 2005, bringing over 10 years of experience as a biotech entrepreneur. At Defined Health, Mike leads projects in Orphan Diseases, Men's and Women's Health and Endocrinology, and he co-heads the oncology and Cardiovascular & Metabolics practices. Prior to Defined Health, Mike was Strategic Business Development Analyst for Tapestry Pharmaceuticals, Inc., Project Leader in Genomics at the Delaware Biotechnology Institute, and a technological founder and New Product Development Manager of the genomics and gene therapy firm, Kimeragen, Inc.

Mike studied the molecular basis of cancer at the Kimmel Cancer Institute and is recognized for his extensive intellectual property and publication portfolio pertaining to cancer genetics, DNA repair, human gene therapy, molecular diagnostics, and agricultural trait improvement. His past positions involved exposure to Venture Capital and financing, translational medicine and business development and licensing.

Mike holds an MBA, with a concentration in New Venture Creation, Biotechnology from the Alfred Lerner School of Business and Economics, at the University of Delaware, an MS in Molecular Pharmacology from Thomas Jefferson University and a Bachelor of Science degree in Biology from the University of Delaware.



### Niels Emmerich

Global Head Search & Evaluation Oncology, AbbVie, Inc.

Niels joined AbbVie in 2011 as a Director in the Global Commercial Development group and assumed his current position as Senior Director, Global Head Search & Evaluation, Oncology, in 4/2015. Prior to joining AbbVie, Niels was CEO of BioPheresis, an immuno-oncology-focused medical device company. Before joining BioPheresis Niels was co-founder, COO and Managing Director of immatics biotechnologies, a biotech company focused on identification of TCR antigens. Prior to that Niels was an associate with McKinsey & Company. Niels received a Ph.D in Immunology and M.Sc. in Biology from University of Tuebingen.



### Paul Rennert

President & CSO, Aleta Biotherapeutics

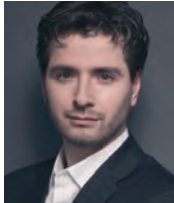
Paul Rennert is President & CSO of Aleta Biotherapeutics Inc., based in Natick MA. Aleta is developing transformative technologies for use in cellular therapeutics directed to the treatment of cancer. Paul's industry expertise covers bench to IND and clinical trial development of biological and small molecule drugs for oncology, autoimmunity, chronic inflammation and fibrosis, notably at Repligen Corp. and Biogen Inc. Since 2012 he has focused on building novel biotechnology companies and worked on the genesis of CoStim Pharmaceuticals with MPM Capital, joined with X-Chem Inc to spin out the asset-centric company X-Rx, founded SugarCone Biotech LLC, and most recently, co-founded Aleta. He is well known to the immuno-oncology community through his work with diverse biotech companies, academic centers and investors, and via his widely read blog on [sugarconebiotech.com](http://sugarconebiotech.com). He has published and patented extensively; his most recent publication is the book "Novel Immunotherapeutic Approaches to the Treatment of Cancer".



### Peter Emtage

Chief Scientific Officer, Cell Design Labs

Dr. Emtage currently serves as Chief Scientific Officer at Cell Design Labs, Inc. (CDL). Prior to joining CDL, he was Vice President of Synthetic Immunology at Intrexon Corporation and was Vice President of Immune Mediated Therapy in the Oncology Innovative Medicines group at Medimmune. At Medimmune, Dr. Emtage designed and implemented a comprehensive immune therapy cancer strategy. He has over sixteen years of biologics development experience in the fields of oncology, autoimmunity, infectious diseases, and inflammation. Dr. Emtage holds a B.S. and M.S. in Molecular Biology and Genetics from the University of Guelph and received his Ph.D. in Molecular Virology, Immunology and Inflammation at McMaster University. At the beginning of his career, he also was a post-doctoral fellow at the National Institutes of Health and held roles at Aventis Pasteur and Harvard Medical School.



### Peter Kolchinsky

Portfolio Manager and Managing Director, RA Capital Management

Peter Kolchinsky is a founder, Portfolio Manager, and Managing Director at RA Capital Management, LLC, an investment manager dedicated to evidence-based investing in healthcare and life sciences. Peter is active in both public and private investments in companies developing drugs, medical devices, diagnostics, and research tools, and serves as a Board Member for various public and privately held companies, including Dicerna Pharmaceuticals, Inc. and Wave Life Sciences Ltd. Peter also leads the firm's outreach and publishing efforts, which aim to make a positive social impact and spark collaboration among healthcare stakeholders, including patients, physicians, researchers, policy makers, and industry. He authored "The Entrepreneur's Guide to a Biotech Startup" and served on the Board of Global Science and Technology for the National Academy of Sciences. Peter holds a BS from Cornell University and a PhD in Virology from Harvard University.



### Rahul Jasuja

Senior Vice President, Senior Biotechnology Analyst, FBR & Co.

Dr. Jasuja is Senior Vice President, Senior Biotechnology Analyst at FBR Capital Markets & Co. He is also a member of the Board of Directors at Pelican Therapeutics (private), developing a novel T cell co-stimulator for immuno-oncology. Previously, he was Managing Director, Biotechnology Research at Noble Life Science Partners (NLSP). Prior to NLSP, he was Vice President Corporate Development at Idera Pharmaceuticals, focused on developing Toll-like receptor based immune-modulators. Previously Dr. Jasuja held progressively senior positions in the biotechnology capital markets at Techvest LLC, Rodman & Renshaw, and MDB Capital Group. He brings more than 20 years of experience in the biotechnology field encompassing corporate/business development, technology due-diligence, equity research and academic research. He has participated in numerous therapeutic drug development investor/business panels, authored and co-authored several biotechnology business white papers. He obtained his B.Sc. in Microbiology & Biochemistry from the University of Bombay and his M.S. in Microbiology from the University of Montana, Missoula, where he studied the role of bacterial cell wall immunomodulators on arachidonic acid metabolism and inflammatory pathways in macrophages. Dr. Jasuja received his Ph.D. in Immunology from Tufts University School of Medicine in Boston where he explored aspects T-cell activation and the subsequent regulation of adhesion receptors in the immune response. Dr. Jasuja conducted doctoral and post-doctoral research at Harvard Medical School, in the Dept of Hematology & Oncology at Beth Israel Deaconess Medical Center.



### Sarah Solomon

Partner, Goodwin Procter LLP

Sarah A. Solomon is a partner in the firm's Technology & Life Sciences Group.

Ms. Solomon represents biotechnology, pharmaceutical, medical device, diagnostic and other life sciences companies in connection with their intellectual property, commercial and M&A transactions. She regularly advises private and public companies on complex strategic collaboration and partnering transactions (such as co-development, joint research and development agreements, patent licenses, strategic alliances and joint ventures); research, development and commercial relationships (such as manufacturing, distribution, supply, clinical trial, university licenses and services arrangements); and mergers and acquisitions (such as product acquisitions, spin-outs and patent portfolio acquisitions). Ms. Solomon also counsels clients in connection with international transactions and relationships in North America, South America, Europe and Asia.



### Stefanos Theoharis

Senior VP, Corporate Development & Partnering, Cell Medica

Stefanos joined Cell Medica to lead its partnering activities, bringing a combination of academic, business development, project management and finance skills.

Following his PhD, Stefanos worked as a post-doctoral researcher at Imperial College, whilst also working for six years in parallel as a paid consultant to the London Technology Network, a government-funded organization bridging the gap between industry and academia. Subsequently, Stefanos joined Lazard, the investment bank, as a member of the life science M&A team and then Roche Partnering, as Director of Emerging Technologies, where he participated in multiple licensing deals, with a focus on novel innovative technologies. He then joined Antisense Pharma as Head of BD. Prior to joining Cell Medica, Stefanos was CBO for apceth in Munich, where he was responsible for business development on the company's first-in-man engineered cell therapy platform and its GMP manufacturing business, as well as project management, and communications. Stefanos holds a PhD in gene therapy and immunology and a MSc in Molecular Medicine both from Imperial College.



**Steve Dickman**

CEO, CBT Advisors

CBT Advisors Founder-CEO Steve Dickman has worked in the biotechnology and venture capital industries for more than fifteen years. He founded CBT Advisors in 2003 after completing a successful four-year stint as a venture capitalist with TVM Capital in Boston and Munich, where he invested in therapeutics, personalized medicine and life science research tools. His investments included Sirna Therapeutics, which was acquired in 2006 by Merck for \$1.1 billion, and bluebird bio (then Genetix Pharmaceuticals), which went public on Nasdaq (BLUE) in 2013 and had a \$3 billion valuation in December, 2015. His firm CBT Advisors has served over two hundred clients, including both public and private companies. Steve publishes from time to time on Forbes and Boston Biotech Watch.



**Stuart Barich**

Managing Director, Raymond James Financial, Inc.

Stuart Barich joined Raymond James in 2015 as a Managing Director focusing on Life Sciences. Mr. Barich has participated in the successful completion of over 275 transactions during his career, covering a broad spectrum of equity and mergers and acquisitions. Prior to joining Raymond James, Stuart spent almost 10 years at Oppenheimer and five years at Leerink Swann completing numerous transactions for Biotechnology and Specialty Pharmaceutical companies. He previously directed the health care banking efforts at Oscar Gruss & Son and Auerbach, after beginning his career as a Corporate Finance Associate with Paine Webber. Mr. Barich has a BS in electrical engineering from the University of Rochester and an MBA with honors from Columbia Business School.



**William Kuziel**

Director, External Scientific Affairs, Daiichi Sankyo, Inc.

Dr. Kuziel joined Daiichi Sankyo in 2008 and is currently a Director in the External Scientific Affairs group. He is responsible for identifying and evaluating opportunities for in licensing, co-development and research collaboration in the areas of therapeutic monoclonal antibodies and technology platforms for the discovery, design and development of novel therapeutic monoclonal antibodies.

Dr. Kuziel received his B.S. in Biology from the Pennsylvania State University and his Ph.D. in Immunology from the University of Texas Southwestern Medical Center at Dallas. He did post-doctoral training in Immunology at the Howard Hughes Medical Institute at the Duke University Medical Center.

After two years as a visiting scientist in the Department of Pathology and Laboratory Medicine at the University of North Carolina Medical Center at Chapel Hill, Dr. Kuziel joined the Department of Molecular Genetics and Microbiology at the University of Texas at Austin as an Assistant Professor. His research focused on the molecular and cellular basis of inflammatory disease processes. He also designed and taught courses in Immunology and Infectious Disease.

Dr. Kuziel began his career in drug development in 2004 at Protein Design Labs where he led a research group to discover and validate novel targets for monoclonal antibody drug development and where he served on several therapeutic monoclonal antibody clinical development and life cycle management teams.



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**COMPANY TYPE**  
Public

**COMPANY TICKER**  
[NASDAQ:ADAP]

**SECTOR**  
Biotechnology

**YEAR FOUNDED**  
2008

### **ADAPTIMMUNE THERAPEUTICS**

Adaptimmune is a clinical stage biotechnology company. We have multiple trials ongoing in both solid tumours and hematologic cancer types, and in cancers where survival rates for patients can be very limited. Our T-cell therapies have already shown preliminary evidence of tumor reduction in patients and also show a promising risk/benefit profile.

Developed over the last 15 years, our proprietary T-cell engineering platform has generated a strong pipeline of affinity enhanced T-cell therapies. We use these therapies to harness the body's own immune system to find and destroy diseased cells. We can develop T-cell therapies for a broad spectrum of cancer types and patients and have multiple T-cell therapies in development and/or in clinical trials.

Our TCR therapies offer promise to patients that often have no other options. We are working hard to make that promise a reality.



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**COMPANY TYPE**  
Private

**AMPHIVENA THERAPEUTICS, INC.**

Our mission is to eradicate blood cancers with a breakthrough therapy that harnesses the patient's own immune system to destroy tumor cells and their precursors. Our aim is to restore the cellular balance needed for proper blood formation, function and circulation, restoring the flow of life to patients that face life threatening illnesses.

**MANAGEMENT TEAM:**

Jeanmarie Guenot, Ph.D.  
Lori Kunkel, M.D.  
Judith A. Fox, Ph.D.  
Jennifer Sims, PhD  
Susan Dana Jones Ph.D.



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**COMPANY TYPE**  
Private

**SECTOR**  
Biotechnology

**CUE BIOPHARMA, INC.**

*Immune Responses, On Cue*

Cue Biopharma has developed a highly productive platform for designing biologic drugs that generate tailored immune responses from disease-relevant T cell populations by emulating the signals, or cues, delivered by the body's antigen presenting cells. This approach has the potential to be highly effective both as a monotherapy and also in combination with checkpoint inhibitors, while simultaneously avoiding the toxicity limitations experienced when non-specific T cell activation is involved.

Cue biologics achieve a high level of specificity through the fusion of engineered T cell costimulatory signaling molecules (ligands) with a T cell receptor targeting complex (peptide-MHC) on a traditional antibody scaffold. The peptide interacts with disease-relevant T cells and the biologic delivers one of Cue's engineered signaling ligands, thereby enabling exclusive modulation of the T cell population of interest. Cue biologics are capable of eliciting targeted T cell stimulation and expansion in the context of oncology or T cell downregulation in the context of autoimmune disease. The peptides capable of selectively targeting T cell subsets are interchangeable on the Cue construct, allowing for rapid extension to different indications simply by changing the specific peptide.

The versatility and flexibility of the Cue platform allows for highly efficient design and development of biologics that provide a rapid path from concept to in-vivo validation and selection of clinical candidates.

**Exscientia**  
DRIVEN BY KNOWLEDGE

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**COMPANY TYPE**

Private

**SECTOR**

Biotechnology

**YEAR FOUNDED**

2012

**EXSCIENTIA LTD.**

Our expertise addresses key efficacy challenges, by employing innovative approaches to small molecule design. These Sachs conferences are on neuroscience and cancer so here are relevant exemplars: - In the neuroscience space have worked with Sumitomo Dainippon; designing novel bispecific-small-molecules (elegant small molecules with dual pharmacology) as well as Sunovion; in the complex area of phenotypic drug design. - For cancer we have concentrated to date on bispecific IO molecules focused on adenosinergic pathways in collaboration with Evotec. The same approach can be applied to a range of other cancer targets For extra background to the company and our personnel, please see our web site at [www.exscientia.co.uk](http://www.exscientia.co.uk)



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**COMPANY TYPE**  
Private

**GEM PHARMACEUTICALS, LLC**

Gem Pharmaceuticals is a clinical-stage biopharmaceutical company developing proprietary anthracycline derivatives specifically designed to eliminate the critical cardiotoxicity side effect of this powerful class of chemotherapeutics while maintaining their well-documented anti-cancer efficacy.

**MANAGEMENT TEAM**

Arthur Klausner, Chief Executive Officer/Boardmember  
Gerald Walsh, Ph.D., J.D., President/Chief Operating Officer/Boardmember  
Richard Olson, Ph.D., Chief Science Officer/Chairman Medical Advisory Board/  
Boardmember





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**COMPANY TYPE**  
Private

**SECTOR**  
Biotechnology

**YEAR FOUNDED**  
2009

**GENPREX, INC.**

Genprex is a clinical-stage biopharmaceutical company developing targeted molecular therapies for cancer.

We are developing molecular therapies that control universal cancer pathways to unlock the unrealized potential of targeted cancer therapies, such as tyrosine kinase inhibitory drugs (TKIs).

Our tumor suppression technologies are pan-kinase inhibitors that work to induce apoptosis (programmed cell death) in cancer cells and to control cell signaling and inflammatory pathways to treat cancer at the molecular level. Our discoveries and R&D programs have been the subject of more than 30 peer-reviewed publications and have been supported by corporate investment and grants from the NIH, SBIR, U.S. Department of Treasury, and State of Texas. We control a portfolio of 30 issued and 6 pending patents covering tumor suppressors, therapeutics, diagnostics, nanovesicle delivery systems, and manufacturing processes.

Oncoprex™, our lead product candidate, regulates the activation of multiple oncogenic kinases and has shown synergistic anti-cancer activity when combined with a number of kinase inhibitor drugs (KIs). Oncoprex is expected to participate in major oncology markets in combination with KIs.

**MANAGEMENT TEAM**

Rodney Varner, Executive Chairman & CEO; Julien Pham, MD, MPH, Chief Operating Officer; Ryan Confer, Chief Financial Officer

**FINANCIAL SUMMARY**

Private

**PIPELINE GRAPHIC**



**PIPELINE PRODUCT 1:**

Oncoprex+erlotinib Combination in Advances NSCLC/Phase II

**PIPELINE PRODUCT 1:**

Oncoprex™, is based on the delivery of a gene called Tumor Suppressor Candidate 2 (“TUSC2”, also known as “FUS1”) into cancer cells. TUSC2, which is the active anti-cancer agent in Oncoprex, is incorporated into nanovesicles and administered intravenously approximately every twenty-one days for as long as the patient continues to benefit. Because TUSC2 is diminished in approximately eighty-five percent (85%) of lung cancers of all histologies, once Oncoprex is taken up into a cancer cell, the TUSC2 gene is expressed into a protein that is capable of restoring certain defective functions arising from cancer cells. Oncoprex nanovesicles are designed to package and efficiently deliver the functioning TUSC2 gene to cancer cells, while minimizing uptake by normal tissue. Tumor biopsies studies show a ten-fold uptake of TUSC2 in tumor cells versus normal cells after Oncoprex treatment.

**PIPELINE PRODUCT 2:**

Oncoprex + Checkpoint Inhibitor/Preclinical

**PIPELINE PRODUCT 2:**

Combination Therapy in Advanced NSCLC

**PIPELINE PRODUCT 3:**

Pncoprex + erlotinib/ Preclinical

**PIPELINE PRODUCT 3:**

Combination therapy targeting Breast Cancer, Head & Neck Cancer, Renal Cell Cancer, Soft Tissue Carcenoma



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**COMPANY TYPE**

Public

**COMPANY TICKER**

[IMMU:SS]

**SECTOR**

Biotechnology

**IMMUNICUM AB**

Immunicum AB ( First North Premier: IMMU.ST) is a clinical stage (Ph II) company developing novel immuno-oncology therapies against a range of solid tumors. The Company's lead compound, INTUVAX® is currently being evaluated in clinical trials for the treatment of kidney cancer, liver cancer and gastrointestinal stromal tumors. INTUVAX® was designed to combine the best of two worlds: a cost-effective cell-based and off-the-shelf (allogeneic) therapy that is capable of triggering a highly personalized and potentially long-lasting immune response against tumor cells throughout the body.



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**COMPANY TYPE**  
Private

**SECTOR**  
Biotechnology

**YEAR FOUNDED**  
2015

### **IMMUNOMET THERAPEUTICS, INC.**

ImmunoMet is a private biotech company that was spun-off from HanAll, a Korean biopharma company, in July 2015. The company is VC funded and headquartered in Houston at JLABS near MD Anderson.

ImmunoMet's R&D program is focused on utilizing cellular metabolism to develop novel anti-tumor and immuno-oncology therapies:

- Cancer metabolism designed to disrupt a tumor's energy source using OXPPOS inhibitors to treat drug resistant and relapse cancers
- Immuno-oncology targeting immune suppressor cells to enhance the response of current immunotherapy

ImmunoMet's lead molecule, IM156, an OXPPOS inhibitor, has demonstrated impressive in vivo efficacy in resistant brain and lung tumors. ImmunoMet anticipates IM156 entering Phase 1 in the second quarter of 2017. Its second program is in immuno-oncology and is being developed in combination with immunotherapies, including an anti-PD-1; it is in late stage lead-optimization and has demonstrated tumor regression in a renal cancer model.

### **MANAGEMENT TEAM**

Dr. Sung Kim, CEO

### **FINANCIAL SUMMARY**

VC Series A \$5 M Feb 2016, VC Series B \$5 M Mar 2017



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**COMPANY TYPE**  
Public

**COMPANY TICKER**  
[NASDAQ: INO]

**SECTOR**  
Biotechnology

**INOVIO PHARMACEUTICALS, INC.**

Inovio is taking immunotherapy to the next level in the fight against cancer and infectious diseases. We are the only immunotherapy company that has reported generating T cells in vivo in high quantity that are fully functional and whose killing capacity correlates with relevant clinical outcomes with a favorable safety profile. With an expanding portfolio of immune therapies, the company is advancing a growing preclinical and clinical stage product pipeline. Partners and collaborators include MedImmune, The Wistar Institute, University of Pennsylvania, DARPA, GeneOne Life Science, Plumblin Life Sciences, Drexel University, NIH, HIV Vaccines Trial Network, National Cancer Institute, U.S. Military HIV Research Program, and Laval University.

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**COMPANY TYPE**

Public

**COMPANY TICKER**

[NASDAQ:ONTX]

**SECTOR**

Biotechnology

**YEAR FOUNDED**

1998

**ONCONOVA THERAPEUTICS, INC.**

Onconova Therapeutics is a Phase 3 clinical-stage biopharmaceutical company focused on discovering and developing novel products to treat cancer. Onconova is currently enrolling patients in a pivotal Phase 3 trial testing its lead compound, rigosertib, in patients with myelodysplastic syndromes (MDS). Onconova's clinical and pre-clinical stage drug development candidates are derived from its extensive chemical library and are designed to work against specific cellular pathways that are important in cancer cells, while causing minimal damage to normal cells. In addition to rigosertib, the Company's most advanced product candidate, two other candidates are clinical stage, and several candidates are in pre-clinical stages.

**PIPELINE PRODUCT 1:**

Rigosertib

**PIPELINE PRODUCT 1:**

Rigosertib is a small molecule that inhibits cellular signaling by acting as a Ras mimetic. This is believed to be mediated by direct binding of rigosertib to the Ras-binding domain (RBD) found in many Ras effector proteins, including the Raf kinases and PI3K. The initial therapeutic focus for rigosertib is myelodysplastic syndromes (MDS), a group of bone marrow disorders characterized by ineffective formation of blood cells that often converts into acute myeloid leukemia (AML). Clinical trials for rigosertib are being conducted at leading institutions in the United States, Europe, and the Asia-Pacific region. Rigosertib is protected by issued patents (earliest expiry in 2026) and has been awarded Orphan Designation for MDS in the United States, Europe and Japan.

**PIPELINE PRODUCT 2:**

ON12330

**PIPELINE PRODUCT 2:**

ON 123300 is a next-generation CDK4/6 inhibitor with overlapping but distinct activity from palbociclib due to targeting of the metabolic kinase, ARK5. Molecular modeling studies indicate binding similarities for ON 123300 and palbociclib in the ATP pocket of CDK enzymes. Slight differences in chemical structures suggest a deeper binding for ON 123300, although CDK4/6 inhibition is similar for both compounds. Unlike palbociclib and other in-class agents, ON 123300 treatment leads to PARP cleavage and activation of programmed cell death, a key point of differentiation. ON 123300 is active both in vitro and in vivo in tumors driven by CDK4/6 targets while also showing activity in primary patient samples of multiple myeloma and ibrutinib-resistant mantle cell lymphoma. ON 123300 is orally bioavailable and covered by an issued composition of matter patent (WO 2012/018540 A1).

**PIPELINE PRODUCT 3:**

Briciclib

**PIPELINE PRODUCT 3:**

Briciclib is a small molecule that suppresses cyclin D1 accumulation in cancer cells. Cyclin D1 is a protein required for normal progression through the cell cycle and is overexpressed in many tumors. Cyclin D1 expression is regulated through a process termed cap-dependent translation, which requires the function of eukaryotic initiation factor 4E (eIF4E) protein. In vitro evidence indicates that briciclib binds to eIF4E, blocking cap-dependent translation of cyclin D1 and other cancer proteins (c-MYC,

VEGF), leading to tumor cell death. Briciclib is potent and shown to be active in non-clinical tumor models when combined with several chemotherapeutics.

**INVESTMENT & LICENSING (IN/OUT) OPPORTUNITY 1:**

Rigosertib

**OPPORTUNITY 2:**

Rigosertib is a small molecule that inhibits cellular signaling by acting as a Ras mimetic. This is believed to be mediated by direct binding of rigosertib to the Ras-binding domain (RBD) found in many Ras effector proteins, including the Raf kinases and PI3K. The initial therapeutic focus for rigosertib is myelodysplastic syndromes (MDS), a group of bone marrow disorders characterized by ineffective formation of blood cells that often converts into acute myeloid leukemia (AML). Clinical trials for rigosertib are being conducted at leading institutions in the United States, Europe, and the Asia-Pacific region. Rigosertib is protected by issued patents (earliest expiry in 2026) and has been awarded Orphan Designation for MDS in the United States, Europe and Japan.

**INVESTMENT & LICENSING (IN/OUT) OPPORTUNITY 2:**

ON12330

**OPPORTUNITY 2:**

ON 123300 is a next-generation CDK4/6 inhibitor with overlapping but distinct activity from palbociclib due to targeting of the metabolic kinase, ARK5. Molecular modeling studies indicate binding similarities for ON 123300 and palbociclib in the ATP pocket of CDK enzymes. Slight differences in chemical structures suggest a deeper binding for ON 123300, although CDK4/6 inhibition is similar for both compounds. Unlike palbociclib and other in-class agents, ON 123300 treatment leads to PARP cleavage and activation of programmed cell death, a key point of differentiation. ON 123300 is active both in vitro and in vivo in tumors driven by CDK4/6 targets while also showing activity in primary patient samples of multiple myeloma and ibrutinib-resistant mantle cell lymphoma. ON 123300 is orally bioavailable and covered by an issued composition of matter patent (WO 2012/018540 A1).

**INVESTMENT & LICENSING (IN/OUT) OPPORTUNITY 3:**

Briciclib

**OPPORTUNITY 3:**

Briciclib is a small molecule that suppresses cyclin D1 accumulation in cancer cells. Cyclin D1 is a protein required for normal progression through the cell cycle and is overexpressed in many tumors. Cyclin D1 expression is regulated through a process termed cap-dependent translation, which requires the function of eukaryotic initiation factor 4E (eIF4E) protein. In vitro evidence indicates that briciclib binds to eIF4E, blocking cap-dependent translation of cyclin D1 and other cancer proteins (c-MYC, VEGF), leading to tumor cell death. Briciclib is potent and shown to be active in nonclinical tumor models when combined with several chemotherapeutics.



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**COMPANY TYPE**

Public

**COMPANY TICKER**

[PCIB:OL]

**SECTOR**

Drug Delivery  
Pharmaceuticals/ Licensing

**YEAR FOUNDED**

2008

**PCI BIOTECH AS**

PCI Biotech is a clinical stage biopharmaceutical company focusing on development and commercialisation of novel therapies for the treatment of cancer through its innovative photochemical internalisation (PCI) technology platform. PCI is applied to three distinct anticancer paradigms: fimaChem (enhancement of chemotherapeutics for localised treatment of cancer), fimaVacc (T-cell induction technology for therapeutic vaccination), and fimaNAc (nucleic acid therapeutics delivery).

**PIPELINE PRODUCT 1:**

fimaChem

**PIPELINE PRODUCT 1:**

A clinically proven local cancer treatment technology, with promising signs of efficacy in the orphan indication extrahepatic bile duct cancer, ready to start phase II.

**PIPELINE PRODUCT 2:**

fimaVacc

**PIPELINE PRODUCT 2:**

A unique vaccination technology with strong T-cell induction properties for therapeutic vaccination. Clinical Phase I ongoing.

**PIPELINE PRODUCT 3:**

fimaNAc

**PIPELINE PRODUCT 3:**

A targeted delivery technology for nucleic acid therapeutics, with established research partnerships with four key players in the field.





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**COMPANY TYPE**  
Public

**COMPANY TICKER**  
[ASX:PRR]

**SECTOR**  
Biotechnology

**YEAR FOUNDED**  
2008

### PRIMA BIOMED

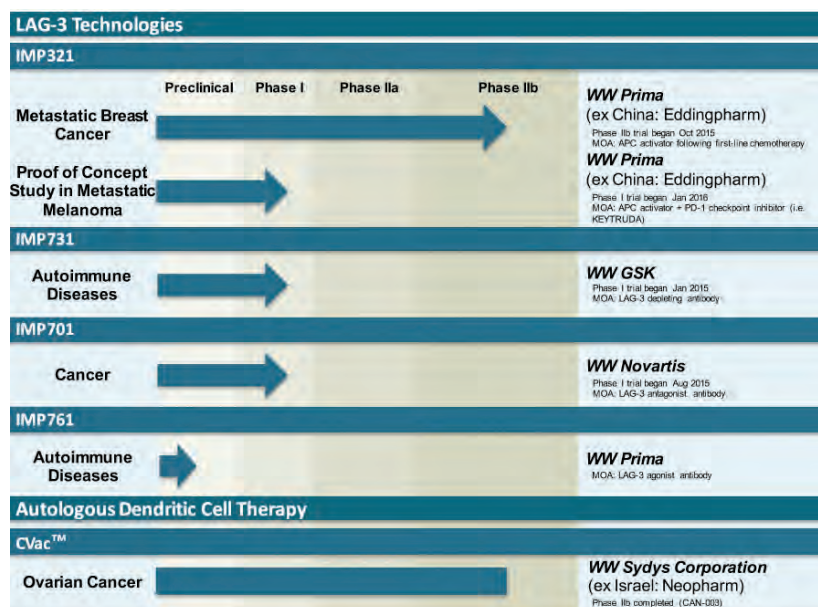
Prima BioMed (ASX:PRR, NASDAQ: PBMD) is a globally active biotechnology company developing immunotherapeutic products for cancer and autoimmune diseases. Prima's core technologies are based on the LAG-3 immune control mechanism which plays a vital role in the regulation of the T cell immune response.

Prima's lead product, IMP321 is in clinical development for the treatment of a range of cancer indications. Three of Prima's four LAG-3 product candidates have been partnered with pharmaceutical partners including Novartis, GSK and Eddingpharm.

### MANAGEMENT TEAM

Marc Voigt (CEO), Frederic Triebel (CSO/CMO), Deanne Miller (COO)

### PIPELINE GRAPHIC



### PIPELINE PRODUCT 1:

IMP321

### PIPELINE PRODUCT 1:

IMP321 is a recombinant protein consisting of a dimer of LAG-3 that has been engineered to be soluble rather than expressed on the surface of cells.

It is a first-in-class antigen presenting cell (APC) activator, which has been proven to induce sustained immune responses in cancer patients when used at low dose as a cancer vaccine adjuvant or used at higher doses to get a systemic effect (i.e. general APC activation).

It is currently been tested in mBC in a P II b study (randomized, placebo controlled, double blind) and in metastatic melanoma (P I).

### PIPELINE PRODUCT 2:

IMP731

**PIPELINE PRODUCT 2:**

IMP731 is under development by partner Glaxo-Smith-Kline (GSK) in P I.

**PIPELINE PRODUCT 3:**

IMP701

**PIPELINE PRODUCT 3:**

IMP701 is under development by partner Novartis.

**INVESTMENT & LICENSING (IN/OUT) OPPORTUNITY 1:**

IMP761

**OPPORTUNITY 2:**

Prima's new early stage product candidate IMP761 is being developed as the first agonist antibody of LAG-3. It is a humanised IgG4 monoclonal antibody and is mechanistically distinct from any of the known LAG-3 antibodies.

Until now, therapeutic antibodies with agonistic properties have not been described for any of the three major immune checkpoints, CTLA-4, PD-1 or LAG-3.



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**COMPANY TYPE**

Public

**COMPANY TICKER**

[NASDAQ: RXII]

**SECTOR**

Biotechnology

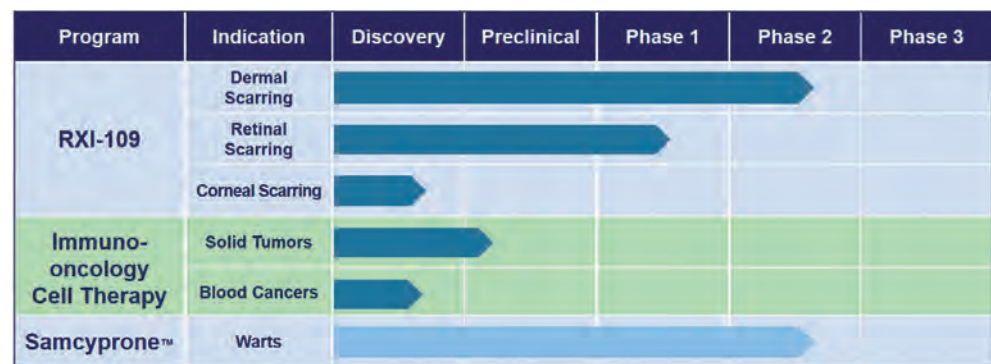
**YEAR FOUNDED**

2011

**RXI PHARMACEUTICALS, CORP.**

RXi Pharmaceuticals Corporation (NASDAQ: RXII) is a clinical-stage company developing innovative therapeutics that address significant unmet medical needs. Building on the pioneering discovery of RNAi, scientists at RXi Company have harnessed the naturally occurring RNAi process which has the ability to “silence” or down-regulate the expression of a specific gene that may be overexpressed in a disease condition. RXi developed a robust RNAi therapeutic platform, including self-delivering RNA (sd-rxRNA®) compounds, that have the ability to highly selectively block the expression of any target in the genome, thus providing applicability to many therapeutic areas. Our current programs include dermatology, ophthalmology and cell-based immunotherapy. RXi’s extensive patent portfolio provides for multiple product and business development opportunities across a broad spectrum of therapeutic areas and we actively pursue research collaborations, partnering and out-licensing opportunities with academia and pharmaceutical companies.

**PIPELINE GRAPHIC**



## *Solasia*

**WEBSITE**

[www.solasia.co.jp/en](http://www.solasia.co.jp/en)

**COMPANY TYPE**

Public

**COMPANY TICKER**

[4597.T]

**SECTOR**

Biotechnology  
Pharmaceuticals/ Licensing

**YEAR FOUNDED**

2007

### **SOLASIA PHARMA K.K.**

Solasia Pharma K. K. is a specialty pharmaceutical company established to develop and commercialize innovative oncology therapies and cancer supportive care products in Japan/ China and other Asian countries.

Mission: "To provide access to Better Medicines for a Brighter Tomorrow"

To accomplish this mission, our business strategy starts with in-licensing new promising pharmaceutical compounds from Japanese and western pharmaceutical/biotech companies.

In addition to conducting Pan Asian trials to obtain approval in Japan, China and other Asian countries, we expedite development and registration of our in-licensed programs by leveraging western clinical data.

"Sol" means the "Sun" in Spanish and so our company name "Solasia" stands for "the Sun in Asia". We are committed to building and running Solasia's business with drive and passion, as "the Sun in Asia", to provide improved treatment options helpful to all cancer patients and healthcare providers.

### **MANAGEMENT TEAM**

Yoshihiro Arai, President & CEO

### **PIPELINE PRODUCT 1:**

SP-01 Sancuso/NDA

### **PIPELINE PRODUCT 1:**

In May 2008, Solasia acquired rights to SP-01 (Sancuso®) from Strakan International Ltd. (currently, Strakan International S.à.r.l.) for China and other countries in Asia. Sancuso® is an extended release transdermal system, delivering the anti-emetic, granisetron, steadily into the patient's bloodstream over several days. Transdermal delivery is especially beneficial to patients receiving chemotherapy who cannot swallow medicines due to nausea or mucositis. Clinical guidelines recommend the use of the 5-hydroxytryptamine sub-type 3 (5-HT3) receptor antagonists in the prevention of chemotherapy-induced nausea and vomiting (CINV). Granisetron is a 5-HT3 receptor antagonist with well-established efficacy against CINV. Sancuso® was approved by the U.S. Food & Drug Administration (FDA) in September 2008 for the prevention of CINV in patients receiving moderately and/or highly emetogenic chemotherapy for up to 5 consecutive days. Besides the U.S., Sancuso® was approved in 17 countries and areas including U.S., England, Germany, Netherlands, Spain, Denmark.

### **PIPELINE PRODUCT 2:**

SP-02 darinaparsin/Phase 2 Pivotal Study

### **PIPELINE PRODUCT 2: DESCRIPTION**

In March 2011, Solasia acquired the rights to SP-02 (darinaparsin) from ZIOPHARM Oncology, Inc. for Japan, China, Korea and other countries throughout Asia in March 2011, and worldwide rights including USA and European countries in July 2014. Darinaparsin is a novel mitochondrial-targeted agent (organic arsenic) being developed for the treatment of various hematologic and solid cancers. In a Phase II study in the U.S., intravenous darinaparsin demonstrated evidence of clinical activity in malignant lymphoma, and in particular peripheral T-cell lymphoma (PTCL). Darinaparsin was granted Orphan Drug Designation in the U.S. and Europe as a treatment of PTCL and Solasia intends to seek similar status in Japan.

**PIPELINE PRODUCT 3:**

SP-03 episil/NDA Filing

**PIPELINE PRODUCT 3:**

In March 2015, Solasia acquired exclusive commercialization rights in Japan and China to SP-03 from Camurus. SP-03 represents a unique and innovative concept for local treatment of pain associated with oral mucositis (OM). Developed using the award-winning\* Camurus proprietary technology FluidCrystal®, SP-03 is administered as a lipid-based liquid that spreads on the intraoral mucosal surfaces and transforms to a strongly bioadhesive film that mechanically protects the sensitized and sore epithelium of the oral cavity. Clinically demonstrated, SP-03 has been shown to rapidly (within minutes) and effectively reduce oral pain for up to 8 hours. SP-03 is the product for OM that is supplied as a ready-to-use, pocket-sized device helping patients maintain their quality of life while undergoing cancer therapy. SP-03 was first launched in Europe in 2009 and is today commercially available in a number of countries, including the U.S., where it was launched by key global pharmaceutical players. SP-03 is a medical device class 1 in Europe and a 510(k) registered medical device in the U.S. \*FluidCrystal® was awarded the “Best innovation in formulation” prize at the CPhI Worldwide in 2013.

**INVESTMENT & LICENSING (IN/OUT) OPPORTUNITY 1:**

Licensensing-out Darinaparsin



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**COMPANY TYPE**  
Public

**COMPANY TICKER**  
[NASDAQ:TPIV]

**SECTOR**  
Biotechnology

**YEAR FOUNDED**  
2000

**TAPIMMUNE, INC.**

TapImmune, Inc. is a leader in the immuno-oncology of woman's cancers specializing in the development of innovative technologies for the treatment of cancer including metastasis, and infectious disease. The company's peptide or nucleic acid-based immunotherapeutics, comprise one or multiple naturally processed epitopes (NPEs) designed to comprehensively stimulate a patient's killer T-cells, helper T-cells and to restore or further augment antigen presentation by using proprietary nucleic acid-based expression systems. The company's technologies may be used as stand-alone medications or in combination with current treatment modalities.

**MANAGEMENT TEAM**

Glynn Wilson, Ph.D., CEO; John Bonfiglio, Ph.D., President & COO; Michael Loiacono, CFO

**FINANCIAL SUMMARY**

See recent 10K filing

**PIPELINE GRAPHIC**

	Indication	Design	Preclin.	Phase 1	Phase 2	Sponsors/ Collaborators
<b>TPIV 200</b>	Ovarian Cancer (platinum-resistant)	Combo with durvalumab (anti PD-L1)			Enrolling Phase 2	AstraZeneca Memorial Sloan Kettering Cancer Center
	Triple-Negative Breast Cancer	Dose & Boost Safety			Enrolling Phase 2	
	Ovarian Cancer (platinum-sensitive)	Time to progression			Enrolling Phase 2	
	Triple-Negative Breast Cancer	Time to progression			Phase 2-Ready	MAYO CLINIC Fully Funded
<b>TPIV 110</b>	Her2/neu Breast Cancer	Preparing Phase 1/2			IND filing in 2017	

**PIPELINE PRODUCT 1:**

TPIV 200

**PIPELINE PRODUCT 1:**

Multi-epitope vaccine against Folate Receptor Alpha protein to broadly activate T-helper and T-killer cells. In Phase I trials at Mayo Clinic over 90% of patients treated showed robust T-cell responses to vaccine.

**PIPELINE PRODUCT 2:**

TPIV 110

**PIPELINE PRODUCT 2:**

Multi-epitope vaccine against Her2neu antigen to broadly activate T-helper and T-killer cells. In Phase I trial at Mayo Clinic over 90% of patients treated showed robust T-cell responses to vaccine.

**PIPELINE PRODUCT 3:**

PolyStart

**PIPELINE PRODUCT 3:**

Novel, proprietary DNA plasmid technology producing at least 4 times more peptide/protein per molecule of DNA than achieved by other approaches. Strong IP position with issued patents through 2035.

**INVESTMENT & LICENSING (IN/OUT) OPPORTUNITY 1:**

TPIV 200

**OPPORTUNITY 2:**

Opportunity for partnerships for late-stage clinical trials in ovarian and triple-negative breast cancer.

Opportunity for additional combination studies with other immunotherapy agents, including checkpoint inhibitors and PARP inhibitors in ovarian, triple-negative breast and non-small cell lung cancer.

**INVESTMENT & LICENSING (IN/OUT) OPPORTUNITY 2:**

TPIV 110

**OPPORTUNITY 2:**

Opportunity for partnerships in combination studies with other immunotherapy agents, including monoclonal antibodies in Her2neu breast cancer.

Opportunity for partnerships with additional antigens for DCIS

**INVESTMENT & LICENSING (IN/OUT) OPPORTUNITY 3:**

PolyStart

**OPPORTUNITY 3:**

Wide range of partnership opportunities in cancer and infectious disease using next-generation vaccine technology. Opportunities include:

1. New antigens, including neo-antigens for cancer
2. Viral antigens for emerging viral threats
3. Enhanced protein production



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**COMPANY TYPE**

Private

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**UBIVAC**

UbiVac is a clinical stage biotechnology company engaged in the research and development of therapeutic vaccines to combat cancer and infectious diseases.

Founded in Portland, OR in 2005 as a spinout of the Robert W. Franz Cancer Research Center within the Earle A. Chiles Research Institute, at Providence Portland Medical Center, UbiVac continues to build upon the groundbreaking research being developed in the region.

In 2011, UbiVac in cooperation with Oregon Health & Science University created UbiVac-CMV Inc., to license a disabled cytomegalovirus (CMV) vector technology for use as a vaccine. This technology is actively being developed in collaboration with our research partners.

**MANAGEMENT TEAM**

Bernard A. Fox, PhD, President and Chief Executive Officer

Hong-Ming Hu, PhD, Chief Scientific Officer

Bernard A. Fox III, MBA, Chief Financial & Operating Officer

Traci L. Hilton, PhD, Vice President of Vaccine Development





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**COMPANY TYPE**  
Public

**COMPANY TICKER**  
[NASDAQ: VSTM]

**SECTOR**  
Biotechnology

**VERASTEM, INC.**

Verastem, Inc. (NASDAQ:VSTM) is a biopharmaceutical company focused on discovering and developing drugs to improve outcomes for patients with cancer. Verastem is currently developing duvelisib, a dual inhibitor of phosphoinositide-3-kinase (PI3K)-delta and PI3K-gamma, which has successfully met its primary endpoint in a Phase 2 study and is currently being evaluated in a Phase 3 clinical trial in patients with chronic lymphocytic leukemia (CLL). Other clinical product candidates include the focal adhesion kinase (FAK) inhibitor defactinib (VS-6063). Defactinib is currently being evaluated in three separate clinical collaborations in combination with immunotherapeutic agents for the treatment of several different cancer types, including pancreatic, ovarian and non-small cell lung cancer, and mesothelioma. Verastem's product candidates seek to treat cancer by modulating the local tumor microenvironment, enhancing anti-tumor immunity and reducing cancer stem cells. For more information, please visit [www.verastem.com](http://www.verastem.com).

**WESTERN**  
**ONCOLYTICS**

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**COMPANY TYPE**  
Private

**WESTERN ONCOLYTICS LTD.**

Western Oncolytics is developing novel oncolytic virus immunotherapies for treatment of solid tumors. Western's first therapy, the WO-12, was recently partnered with Pfizer, and the company is now looking for funding or partners to support development of two additional therapies, the WO-S3 and WO-H1. Western's therapies are based on vaccinia virus backbones, and are engineered to better reach, replicate in, and treat nearly any solid tumor via systemic delivery.



**SILVER SPONSOR**

**GOODWIN PROCTER LLP**

[www.goodwinlaw.com](http://www.goodwinlaw.com)

At Goodwin, we use law to achieve unprecedented results for our clients. Our 1,000 plus lawyers across the United States, Europe, and Asia excel at complex transactions, high-stakes litigations and world-class advisory services in the financial, life sciences, private equity, real estate, and technology industries. We partner with our clients to practice law with integrity, ingenuity, agility and ambition.



## SUPPORTING ORGANISATIONS

### BIOTECHGATE

[www.biotechgate.com](http://www.biotechgate.com)

Biotechgate is a global, comprehensive, life science database covering the Biotech, Pharma and Medtech industries. There are currently over 36,000 company profiles on the Biotechgate database. Biotechgate is commonly used to find product pipelines, collaboration partners, in/out-licensing opportunities and information about technology platforms, management details, new business leads and financing rounds. In addition, our licensing deals database supports companies in negotiating their licensing agreements.



## SUPPORTING ORGANISATIONS

### CITIGATE DEWE ROGERSON

[www.citigatedr.co.uk](http://www.citigatedr.co.uk)

Citigate Dewe Rogerson is one of the world's leading strategic communications consultancies.

Our Life Sciences team has established a reputation for excellence spanning financial, corporate and scientific communications; this has enabled us to become trusted advisors and to build a broad portfolio including some of the most innovative and exciting international life sciences companies. Our clients are at all stages of development, from start-up to multinationals, and our activities are focused on delivering campaigns that support corporate objectives. As a result, we have been involved in major corporate transactions and events in the life sciences sector over the past decade such as IPOs, other public and private fundraisings, and M&As.

**Recent IPO transactions:** ABIVAX (Euronext Paris - €60m), OSE Pharma (Euronext Paris - €21m), Nordic Nanovector (Oslo - NOK575m), Midatech Pharma (London AIM - £32m), Abzena (London AIM - £20m), arGEN-X (Brussels - €42m), Pixium Vision (Euronext Paris - €39.5m), Crossject (Euronext Paris - €17m). **Other recent financings:** Abingworth (£225m ABV VI), Rigontec (€14.25m Series A), Calcivis (£4.5m fundraising), ViraTherapeutics (\$3.6m - Series A). **Recent M&A:** Heptares (up to \$400m acquisition by Sosei), Prosonix (up to £100m acquisition by Circassia), bioquell (Sale of subsidiary for £44.5m).



**SUPPORTING ORGANISATIONS**

**EDISON**

[www.edisongroup.com](http://www.edisongroup.com)

Edison is an international advisory firm with around 450 corporate clients and 110 people working from offices in London, New York, Frankfurt, Sydney and Wellington. The team consists of 80 analysts, investment and logistics professionals with experience in capital markets, investor roadshows and communications. Healthcare is Edison's largest sector, with 16 analysts covering over 100 biotech and medtech stocks across the UK, continental Europe, North America and Asia-Pacific.

**SUPPORTING ORGANISATIONS**



**FREEMIND GROUP**

[www.freemindconsultants.com](http://www.freemindconsultants.com)

FreeMind is a consulting group whose goal is to assist its clients in maximizing their potential to receive funding from non-dilutive sources. Established in 1999, FreeMind is the largest consulting group of its kind with over 400 active clients, academics and Industry alike. FreeMind's proven long-term strategic approach has garnered its clients over 1.5 billion dollars to date. Our expertise in applying for grants and contracts extends throughout every government mechanism open to funding the life sciences including all NIH institutes, DoD, NSF, FDA, CDC, BARDA, etc., as well as private foundations such as Michael J Fox, Bill and Melinda Gates and Susan G Komen. FreeMind's knowledgeable and experienced team of Analysts and Project Managers are dedicated to guiding its clients non-dilutive funding efforts from identification of the most suitable opportunity through to submission and subsequent award. Our team of experts will assist our clients in making non-dilutive funding a key tool in their long-term financial strategy.

**INSTINCTIF**  
PARTNERS

**SUPPORTING ORGANISATIONS**

**INSTINCTIF PARTNERS**

[www.lifesciences.instinctif.com](http://www.lifesciences.instinctif.com)

Instinctif Partners is an international business communications consultancy. With a track record of delivering truly creative programmes, the Life Sciences practice focuses on enhancing the value proposition for companies seeking investment, partnerships or customers. Our core skill is working with clients to communicate the value of their science and innovation to key stakeholders through the most relevant channels: crafting communications solutions that showcase each company, product or technology. Specifically, we are unique in offering specialist expertise seamlessly across corporate, financial, healthcare and marketing communications with outreach programmes to media, industry, professional, public, financial and investment communities. Our service offering covers all communications disciplines including strategic counsel, PR, IR, media relations, public affairs, crisis communications, internal communications, marketing, advertising, copywriting, design, research and event management. Our globally integrated and dedicated life sciences team serves clients around the world from our headquarters in London, and bases across Europe, AsiaPac and the USA.





## SUPPORTING ORGANISATIONS

### SWISS BIOTECH

[www.swissbiotech.org](http://www.swissbiotech.org)

Swiss Biotech unites the four leading biotech regions of Switzerland (BioAlps, Base-IArea, Biopolo Ticino and Greater Zurich Area). The regions have early on combined efforts with the SWX Swiss Exchange which holds a leading position in terms of life-science listings and services.

The National Industry Association named *Swiss Biotech Association* Represents more than 150 companies to date and acts as the operational arm for the marketing alliance. Swiss Biotech raises Switzerland's profile as an economic center in Europe and profiles the biotech industry with its key research institutions and companies. Swiss Biotech's mission is to spread the message of Switzerland as one of the top biotech locations in the world. This will be achieved by presenting a comprehensive picture of the drivers of biotechnology including research, education, economics, finance and industry. The bases for success in biotechnology are the critical mass of research institutes and accelerated technology transfer. The early integration of industry and well-trained workforce is another critical success factor for rapid economic growth. More than 40 technology parks throughout the country support the increasingly important and successful TechTransfer process.



## **SUPPORTING ORGANISATIONS**

### **TIBEREND STRATEGIC ADVISORS, INC.**

[www.tiberendstrategicadvisors.com](http://www.tiberendstrategicadvisors.com)

Tiberend Strategic Advisors, Inc. is a corporate communications firm providing media strategy and execution for life science companies – biotech (therapeutics), medical devices and diagnostics. We work with both public and private emerging growth companies:

1. To enhance valuation
2. To build visibility for partnerships and strategic alliances

## **SACHS ASSOCIATES**

[www.sachsforum.com](http://www.sachsforum.com)

Sachs Associates is a long established international conference company with offices in Switzerland and the UK. It runs a limited number of high profile conferences in Europe and the USA which are focused on bio-pharma, medtech, and digital health. These conferences focus on licensing and investment opportunities and all provide presenting opportunities for companies and excellent meeting facilities for all delegates to network.

Sachs Associates is focused on the practical benefits accruing from conference participation, the exchange of ideas and information, and the facilitating of business transactions.

### THE BENEFITS OF CONFERENCE PARTICIPATION WITH SACHS ASSOCIATES MAY BE SUMMARISED AS FOLLOWS:

#### ONLINE ONE-TO-ONE MEETING SYSTEM

In order to offer the best possible provision for networking opportunities and deal making Sachs Associates provides all delegates access to our online one-to-one meeting system, allowing you to set up, accept or decline private one to one meetings with other conference attendees. These meetings last for 20 minutes in duration. Individual passwords and logins are provided to allow immediate access and ensure full security.

#### CUTTING EDGE CONTENT WITH EMINENT SPEAKERS

Sachs Associates is committed to ensuring that its events continue to provide forums with the participation of the most eminent speakers from the public and private sectors. Through its reputation and its long-established local relationships, the Company has attracted very senior scientific and business personalities as speakers at its events.

#### SPONSORSHIP AND MARKETING OPPORTUNITIES FOR FORTHCOMING EVENTS

Sachs Associates has developed an extensive knowledge of the key individuals operating within the global biotech industry. This together with a growing reputation for excellence puts Sachs Associates at the forefront of the industry and provides a powerful tool by which to increase your company position in this market. Sponsorship of any of our events allows you to raise your company's profile directly with your potential clients. All of our sponsorship packages are tailor made to each client, allowing your organisation to gain the most out of attending our industry driven events.

#### THE FOLLOWING SPONSORSHIP AND MARKETING OPPORTUNITIES ARE AVAILABLE AT FUTURE CONFERENCES:

- Conference Sponsor - including workshops and social events
- Exhibition stands
- Distribution of Promotional Material

If your company is interested in exhibiting or sponsorship opportunities, please call Silvia Kar on +44 203 463 4890 or email [Silvia@sachsforum.com](mailto:Silvia@sachsforum.com).

WE LOOK FORWARD TO SEEING YOU AT:

**3RD ANNUAL**

**IMMUNO-ONCOLOGY: BD&L & INVESTMENT FORUM**

2ND JUNE 2017, HYATT CHICAGO MAGNIFICENT MILE, USA

**5TH ANNUAL**

**MEDTECH & DIGITAL HEALTH FORUM**

FOR TECHNOLOGY & HEALTHCARE INNOVATION

25TH SEPTEMBER 2017, CONGRESS CENTER BASEL, SWITZERLAND

**17TH ANNUAL**

**BIOTECH IN EUROPE FORUM**

FOR GLOBAL PARTNERING & INVESTMENT

26TH - 27TH SEPTEMBER 2017, CONGRESS CENTER BASEL, SWITZERLAND

# SACHS

ASSOCIATES

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