

# The 10<sup>th</sup> Annual BIO Investor Forum – Program

## Business Roundtable

### **Financing: *Dreaming of Public Exits-If not Now, then When...and How?***

The latest IPO window has stalled and global macro events threaten to completely shut it. Meanwhile, reverse mergers in Biotech continue to gain momentum with eight transactions in the last year alone. As chilly winds continue to blow through the latest IPO window, more private companies are considering this option among others. This panel will examine the current financing environment and common hurdles private executive teams need to be aware of as they pursue the public path.

#### **Moderator:**

- David Parrot, Managing Director, BMO Capital Markets

#### **Panelist:**

- Alan H. Auerbach, President & Chief Executive Officer, Puma Biotechnology, Inc.
- Marc Beer, President & CEO, Aegerion Pharmaceuticals, Inc.
- Paul J. Hastings, President & Chief Executive Officer, OncoMed Pharmaceuticals, Inc.
- Jonathan MacQuitty, PhD, Partner, Abingworth

## Therapeutic Workshop

### ***Immunotherapy: Heal Thyself***

Enhancing the human body's natural immune system to stimulate response and produce effective treatments has long been thought to be a promising approach to fighting cancer and other debilitating illnesses. However, until a couple of recent FDA approvals, there had been limited evidence of success with these types of treatments. By leveraging the body's own ability to fight disease, immunotherapeutics effectively "work smarter" than traditional treatments. With pharma companies willing to pay top dollar to develop these drugs, the field of immunotherapy has piqued the interest of investors as well. Hear experts from companies at the forefront of this exciting field discuss what lies ahead.

#### **Moderator:**

- Jason Kantor, PhD, Managing Director, RBC Capital Markets

#### **Panelists:**

- Hervé Brailly, PhD, Chief Executive Officer, Innate Pharma SA
- Kevin N. Heller, MD, Director, Immuno-Oncology- Strategic Transactions Group, Bristol-Myers Squibb Company
- Carlos Paya, MD, PhD, President & Chief Executive Officer, Immune Design Corp.
- Timothy C. Rodell, MD, Chief Executive Officer & President, Globeimmune, Inc.

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## Opening Plenary

### *The New Drug-Centric VC Universe—Return of the ROI*

As fewer biotechs are able to navigate successful exits, demand for new business models to bring back ROI is high. Investors are seeking faster paths to liquidity, and companies are eager to secure reliable streams of capital. A few agile VCs and entrepreneurs have radically innovated the traditional funding model to again make private biotech companies attractive investments. Whether constructing licensing deals where VCs receive cash dividends or rethinking corporate structure, these game-changing ventures focus on the drug, not on the company. This panel will explore these emerging deal and company structures, as well as innovative approaches to reengineering the biotech drug development model.

#### **Moderator:**

- David Strupp, Managing Director of Life Sciences and Healthcare Investment Banking Group, Rodman & Renshaw, LLC

#### **Panelists:**

- Jeffrey L. Cleland, PhD, Chief Executive Officer, Versartis, Inc. & Diartis Pharmaceuticals, Inc.
- David Collier, MD, Managing Director, CMEA Capital and Chief Executive Officer, Velocity Pharmaceutical Development
- Sanjay Shukla, MD, MS, Chief Executive Officer, RxMD

## Therapeutic Workshop

### **Biologics: *Billions from BioBettors?***

With patent expirations looming, pharma, large and small biotech are scrambling for “the next big thing.” An approval pathway for biosimilars is underway, with guidance from the Agency anticipated soon. What are the opportunities for new competitive products and even blockbusters? The question is who and with what technology? In the ultra-competitive space of biosimilars, selling a market clone may not be enough and will some companies seek to develop a biobetter or biosuperior? Panelists will differentiate products on the horizon and outline winning strategies for market penetration.

#### **Moderator:**

- Ronald W. Lennox, DPhil, Partner & Founder, CHL Medical Partners

#### **Panelists:**

- Dee Athwal, Fourteen22
- Stephen Keane, President & COO, Femta Pharmaceuticals, Inc.
- Douglas B. Neely, CMPE, MHA, Senior Director, Oncology Market Insights, Xcenda
- William J. Newell, Chief Executive Officer, Sutro Biopharma, Inc.

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## Therapeutic Workshop

### ***Antibody Drug Conjugates: Beyond the ABCs of ADCs***

The recent FDA approval of Seattle Genetics' antibody, Adcetris, has cast the spotlight on Antibody Drug Conjugates (ADC), leaving experts to contemplate whether this is the peak for ADCs. If history has its say though, the spotlight won't be flickering anytime soon. Regulatory hurdles remain an issue, but is the biggest concern CMC or achieving a successful phase 3 program? How do different cancers respond to the ADC approach? Are we limited to chemotoxins in the pipeline today, or are there others on the horizon? Experts in this specialized antibody field will convene to discuss the latest developments and lessons of bringing ADCs through the clinic.

#### **Moderator:**

- Michael King, Managing Director, Rodman & Renshaw, LLC

#### **Panelists:**

- Mark R. Baker, Chief Executive Officer, Progenics Pharmaceuticals, Inc.
- C. Geoffrey Davis, PhD, Chief Executive Officer, Angelica Therapeutics, Inc.
- Jonathan Drachman, M.D., Senior Vice President, Research and Translational Medicine, Seattle Genetics, Inc.
- Juan Harrison, Vice President, Takeda Ventures
- Timothy B. Lowinger, PhD, Chief Scientific Officer, Mersana Therapeutics, Inc.

## Business Roundtable

### ***BD/Licensing: Broad is Beautiful—Multiple Assets Diversify the Deal***

With a recent surge in pharma companies collaborating earlier on with small biotech companies, discovery stage partnering deals seem to be the “BD deal du jour.” Striking a discovery stage deal can be extremely beneficial for both parties in today's environment. Pharma gets to fill its ever elusive R&D pipeline as patent expirations loom, and the small biotech struggling to raise money to stay alive gets the capital infusion necessary to stay in play. De-risking has become a theme for deal-making in a difficult market environment; is the best strategy to cast a wide net and diversify as much as possible? Are the days of straightforward single asset deals a thing of the past? Company executives on both sides of the table of recent discovery deals will convene to provide their insights on their experiences.

#### **Moderator:**

- Carl Spana, PhD, President & Chief Executive Officer, Palatin Technologies, Inc.

#### **Panelists:**

- Christine Grygon, PhD, Interim Head, Venture Capital Liason/BI Partnering, Boehringer Ingelheim
- Steven E. Hall, PhD, Venture Partner, Lilly Ventures
- Michael A. Margolis, RPh, Managing Director, Healthcare Investment Banking, ROTH Capital Partners, LLC
- Andrew Merickel, PhD, Partner, Knobbe, Martens, Olson & Bear, LLP
- Ali Tehrani PhD, President & CEO, Zymeworks Inc.

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## Therapeutic Workshop

### ***Diagnostics: X Marks the Spot-Companion Dx in Oncology***

Insights into the molecular and genetic basis of disease are driving new product and therapeutic opportunities while changing the treatment paradigm for many cancers. The use of companion diagnostics in oncology may play a role in optimizing and expediting the development of targeted therapies for many cancers and other conditions among validated patient populations. Promising improved treatment outcomes tailored to genetic etiology and disease pathology, the field of companion diagnostics not only ignites the interest of clinicians and investors, but is also spurring potentially lucrative industry partnerships. Focusing on these new markets, industry executives and investors will guide a discussion of some of the most compelling new technologies and applications for companion diagnostics in oncology.

#### **Moderator:**

- Scott Allocco, President and a Co-founder, BioMarker Strategies

#### **Panelists:**

- Steven M. Anderson, PhD, Chief Scientific Officer of Oncology and Genetics, LabCorp and Monogram Biosciences
- Rollie Carlson, PhD, President, Asuragen, Inc.
- Vivek Mittal, PhD, Manager, Health Advances, LLC
- Alan Wahl, Senior Director Oncology, Global Pharmaceutical Research & Development, Abbott

## Business Roundtable

### ***Corporate Venture Funds and Traditional VCs: Can They Coexist?***

Corporate venture funds are nothing new. Large biotech and pharmaceutical companies have leveraged these financing organizations for years with a focus on funding early-stage projects—with innovative deal structures at times—that might not otherwise be considered by their parent companies. For about a three year period beginning in early 2008, the biotech industry experienced a financing drought as difficult economic conditions spread to affect not only early stage biotech companies but traditional venture capital firms as well. Many VC firms were forced to do some “soul searching” on their business model. During that time, corporate venture funds began to step up to fill critical financing gaps for early stage products, and we’ve steadily seen an increase in the number of large companies with their own funds. In today’s competitive licensing environment for early-stage assets and with traditional venture capital financing on the rebound, a question remains: how best can corporate venture funds and traditional VCs coexist? Please join a panel of corporate and traditional venture capitalists as they discuss their financing strategies and areas of focus as well as the opportunities and challenges associated with bringing the next series of innovative products to market.

#### **Moderator:**

- Jeron Eaves, Practice Executive, Campbell Alliance

#### **Panelists:**

- Brian G. Atwood, Managing Director, Versant Ventures
- Janis Naeve, PhD, Director, Amgen Ventures
- Brian McVeigh, VP of Worldwide Business Development Transactions & Investment Management, GSK
- Asish K. Xavier, PhD, Vice President, J&J Development Corporation

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### Infectious Disease: *Resistance is Futile-SuperDrugs for SuperBugs*

While new superbugs are on the rise, new superdrugs to combat these remain few and far between. The incidence of both gram negative and gram positive antibiotic drug resistance continues to increase, and innovative drugs with novel mechanisms of action are sorely needed in the antibiotic pipeline. With large pharma increasingly exiting the antibacterial drug discovery market, the space is ripe for small biotech to fill the void. Hear the companies riding the next wave of antibiotic drug discovery discuss the opportunities and challenges of this ever-evolving field.

#### **Moderator:**

- Susan Schaeffer, Senior Editor, BioCentury Publications

#### **Panelists:**

- Brian R. Dixon, PhD, President & CEO, BioRelix, Inc.
- Mark Leuchtenberger, President & Chief Executive Officer, Rib-X Pharmaceuticals, Inc.
- David P. Perry, Chief Executive Officer, Anacor Pharmaceuticals, Inc.
- Jeffrey Stein, PhD, President & CEO, Trius Therapeutics, Inc.

## Closing Plenary

### *Opportunity or Apocalypse? Prophecies for 2012*

Is 2012 the end of the world as we know it? Or is this prediction just bunk? How will the industry fare with the still volatile market conditions? Will world economies affect the ability for companies to acquire financing? Join seasoned biotech investors for a candid and insightful discussion on what can we expect in 2012.

#### **Moderator:**

- Luke Timmerman, National Biotech Editor, Xconomy

#### **Panelists:**

- Ron Laufer, MD, Senior Managing Director, Medimmune Ventures
- Matthew D. Perry, Portfolio Manager, Biotechnology Value Fund, LP (BVF)
- Bryan Roberts, PhD, Partner, Venrock
- Kurt von Emster, PhD, Managing Director, venBio LLC