

Financing/In/Out Licensing Deal Sheet

Financing & Other Activities

1. SciGen Ltd

a. Raised capital for R&D

SciGen raised capital in the private market for operating expenses and ongoing R & D. This resulted in listing the company on the Australian Stock Exchange to further develop its products and secure marketing approvals.

Role

My role was to introduce the Company to Merchant Bankers and Healthcare companies wishing to diversify their portfolio, presentations to the Boards and Road Shows together with the financial institutions in the US, Germany, Austria, London, Singapore, China, and Australia. Attending and presenting at J.P. Morgan conference in San Francisco and annual Biotech conventions.

b. Outcome

Major investment was secured, listing in the Australian Stock Exchange and attracting one of the European Biopharmaceutical company to negotiate a share swap prior to their own listing. This brought additional working capital leading to a full acquisition with a substantial upside to our shareholders.

2. SciGen Ltd

a. Acquisition of a Biotech manufacturing facility from SciGen licensee in Pune, India. SciGen out-license rhuman Insulin to a Pharma company in India for local manufacturing. As the owner was having technical and human resources difficulties in completing the facility, SciGen acquired the facility and successfully completed the project.

b. Role

Negotiate the acquisition, appointing lawyers, meeting with governmental agencies, bankers and interviews and screening of management to assess the capital required. Due diligence was carried out and meetings with all current suppliers were done to negotiate the terms of the acquisition.

c. Outcome

SciGen inroads into the Indian market, and acquisition of a manufacturing facility, pave the way for additional products, and entry into the Indian market and International markets.

3. Acertus Pharma Pte Ltd

a. Raising Capital for Valin Technologies Ltd

Acertus had a major interest in an R&D company, Valin Technologies Ltd, developing innovative biotechnology products such as a product for ICH and NASH. After the initial investment by its founders, it needed the required capital to progress its development.

- b. Role
I participated, together with the head of R&D in meetings with merchant bankers, attended national and international Bio meetings, and made corporate presentations to selected attendees identified by our appointed merchant banker, Westbury, associated with Morgan Stanley.
- c. Outcome
This effort resulted in a significant investment by one of the major multi-national pharma companies, Sinopharm of China.

4. Acertus Pharma Pte Ltd

- a. Raising Capital for Saudi Bio, Saudi Arabia
Acertus was appointed by Saudi Bio of Riyadh, KSA, to build a biotech fill & finish manufacturing facility and support their efforts in raising over US\$100 Million dollars.
- b. Role
I worked closely with the management team and generated a private placement memorandum, met with financial institutions and governmental institutions, and private investors. Since the focus was on Acertus having to transfer technology and orchestrate the construction of the facility the focus was primarily on my experience, capabilities, and credibility.
- c. Outcome
Saudi Bio received its capital required and is now fully operational in the Industrial Zone outside Riyadh.

5. Qatar Biotech

- a. Raising Capital for Qatar Biotech
Qatar Biotech is currently in the process of building a biotech manufacturing facility. This entails the transfer of technology for biosimilars and blood fractionation, building the facility, and identifying and appointing executive management.
- b. Role
I successfully negotiated multiple technologies with R&D-based companies, developed and generated the business plan, financials, and market research, as well as worked with the legal team to ensure compliance with the financial market. The objective is to raise over US\$480 million.
- c. Outcome
I have raised US\$250 million for the project thus far.

Summary List of In/Out Licensing Deals

1. SciGen and Sandoz (Germany)

- a. In-licensing Human Growth Hormone in Asia Pacific.
- b. SciGen to promote Omnitrope of Sandoz in Australia and SciGen SciTropin, a human growth hormone.
- c. Role – led the team and worked with legal, regulatory, marketing, and production, and was the lead with all communications with Sandoz.

- d. Market value over US\$700 million.
- 2. *SciGen and Abbott Laboratories***
- a. Distribution agreement of SciGen human insulin products in the Philippines by Abbott
 - b. Role – led discussions with Abbott. Liaised with Abbott BD in Chicago as well as Abbott in the Philippines. Worked with legal, regulatory, marketing, and production.
 - c. Market value over US\$200 million.
- 3. *SciGen and Novartis***
- a. Out-licensing agreement for hepatitis-B 3rd generation mammalian cell vaccine developed by SciGen in Middle East.
 - b. Role – led negotiations with Novartis for SciGen’s hepatitis-B vaccine. Worked with legal, regulatory, marketing, and production.
 - c. Market value over US\$100 million.
- 4. *SciGen and Bayer***
- a. Out-licensing agreement for SciGen rhuman insulin in China.
 - b. Role – led discussions with Bayer in China on behalf of SciGen. Negotiated up-front payment of US\$40 million to SciGen and gave rights to Bayer for the sale of SciGen’s insulin product in China. Presented proposals to Board of Directors. Worked with legal, regulatory, and marketing.
 - c. Market value over US\$2 billion in China
- 5. *SciGen and Intas Pharmaceuticals***
- a. In-licensing agreement for GCSF (filgrastim) developed by Intas Pharmaceuticals
 - b. SciGen to have worldwide rights.
 - c. Role – led team of regulatory, clinical, marketing, legal, and production in negotiations with Intas. SciGen acquired the technology transfer for GCSF.
 - d. World-wide market value is US\$8 billion.
- 6. *Acertus Pharma/Saudi Bio and Wockhardt***
- a. In-licensing rhuman insulin for Saudi Arabia.
 - b. Role – led negotiations with Wockhardt to acquire insulin for the Middle East under Saudi Bio. Worked along with regulatory, clinical, marketing, legal, and production.
 - c. Market value over US\$250 million.
- 7. *Acertus Pharma and Julphar***
- a. Out-licensing insulin to Julphar for the Middle East.
 - b. Transferred insulin technology to Julphar in UAE. Led negotiations and worked with legal, marketing, regulatory, and clinical teams to transfer technology and adhere to timelines.
 - c. Market value in Middle East is US\$3 billion.
- 8. *Acertus Pharma and Shreya***
- a. Out-licensing insulin to Shreya in India.
 - b. Role – led negotiations with Shreya. Worked with regulatory, marketing, legal, and production. Worked with the technology transfer team to transfer technology.
 - c. Market value US\$375 million.

9. Acertus Pharma and Hefei Tian Mai Biotechnology Development Co. (HTBT)

- a. Out-licensing of Acertus rhuman insulin and its analogs in China. Support for building and providing technical management to the licensee
- b. Role – led negotiations with HTBT in China. Worked with regulatory, marketing, legal, and production for the technology transfer of insulin.
- c. Market value is over S\$2 billion.

10. Acertus/Valin Technologies and NVSI (part of Rongsheng)

- a. Out-licensing of IL-17.
- b. Countries: China, Taiwan, Hong Kong, and Macau.
- c. Role – Led negotiations with Rongsheng for the completion and distribution of IL-17. Worked with legal, regulatory, clinical, and marketing teams.
- d. Market value over US\$50 million.

11. Qatar Biotech / Reliance Life Sciences

- a. In-licensing of Erythropoietin.
- b. Middle East North Africa.
- c. Role – led negotiations for the worldwide rights and technology transfer of EPO to Qatar Biotech. Worked with legal, regulatory, clinical, and marketing teams.
- d. World-wide market value is over US\$8 billion.

12. Qatar Biotech / Reliance Life Sciences

- a. In-licensing of Trastuzumab (Herceptin)
- b. Middle East North Africa.
- c. Role – led negotiations for the world-wide rights and technology transfer of EPO to Qatar Biotech. Worked with legal, regulatory, clinical and marketing teams.
- d. Market value is over US\$1.8 billion.