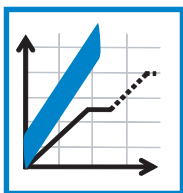




Effective Leadership & Corporate Development for an Uncertain Environment



- ▶ Developing ventures are marked by discontinuous growth and disruptive events
- ▶ Life-science companies are especially prone to discontinuities & disruptive events in their natural development cycles
- ▶ Experienced, context-adaptive management smooths & accelerates the growth trajectory of developing biotech companies
- ▶ Experience, skill & proactive leadership and management enables VentureEdge to give your venture an edge for success

The VentureEdge Advantage: Giving Your Venture an Edge for Success



- ▶ Manage Biotech P&L, Business & Clinical Project Operations
 - ▶ Develop Effective Business Development Strategies
 - ▶ Simplify Technical Complexity into Compelling Value Propositions
 - ▶ Model Deal Metrics & Develop Successful Transaction Structures
 - ▶ Negotiate Win-Win Deals to Maximize Long-term Alliance Value
- ▶ Breadth of Experience & Capabilities at VentureEdge LLC drives Value Creation at all Stages of Enterprise Development
 - ▶ Clients Choose the Level of Consulting Services / Support Based on Project Needs & Company Development Goals
 - ▶ VentureEdge offers Interim Leadership, Executive Management Support or Project Assistance as dictated by Client Needs
 - ▶ Access (as needed) to a network of industry consultants in the SF Bay Area and beyond with complementary capabilities

Prior Consulting Engagements

- ▶ Cellexicon
- ▶ Odyssey Thera
- ▶ Renovis
- ▶ Y's Therapeutics
- ▶ MacroGenics
- ▶ Bayhill Therapeutics
- ▶ Thios Pharmaceuticals

Experience Spans all Stages of the Biopharma Development Continuum



The VentureEdge Network

Experienced Network of Affiliates Deliver Comprehensive Services

- ▶ Network of SF Bay Area Consultants
 - ▶ Corporate Strategy, Business Development, Business Management
 - ▶ Patents / Intellectual Property
 - ▶ Clinical Operations / CRA mgmt
 - ▶ Synthetic / Medicinal Chemistry
 - ▶ Biology Project Management
 - ▶ Facilities Administration / GLP / GMP / Lab & Office setup
- ▶ Bangalore (India) based Affiliate
 - ▶ Licensing, Collaborations, Alliances
 - ▶ Financial Modelling & Analytics
 - ▶ India focused M&A Advisory Services

VentureEdge LLC Offers Access to a Wide Network of Industry Experience & Contacts

- ▶ Two decades of hands-on leadership and industry experience with technology development, transactions, and business /clinical project operations permits VentureEdge to leverage high level contacts within biotech, large pharma and venture capital
- ▶ Experienced in management and leadership of development-stage lifesciences ventures and of operating departments
- ▶ Deal experience includes successful negotiations resulting in significant transactions with AstraZeneca, Bayer, Bristol Myers-Squibb, Celgene, Chiron, Daiichi-Sankyo, Genentech, Merck, Pfizer, Renovis and Sanofi-aventis, amongst others.
- ▶ Experience negotiating all types of business contracts including technology licenses, sponsored research, services agreements for IND-enabling studies, clinical trials, drug substance manufacturing, drug product formulation, outsourced chemistry etc.
- ▶ Through its business Affiliate in Bangalore, VentureEdge leverages additional skilled life-science resources in India
- ▶ Access to an experienced network of operational, legal, regulatory and technical consultants on an as needed basis

Working with VentureEdge

Management & Business Operations

- ▶ Early-stage leadership, management and P&L responsibility
- ▶ Report directly to BOD
- ▶ Acting / Interim CEO role

Transactions, Strategy & Special Projects

- ▶ Pharma Collaborations / M&A / In & Out Licensing
- ▶ Competitive Business Intelligence / Corporate Strategy
- ▶ Business Plan Development and Angel / VC Financing

Dr. Dushyant Pathak, President of VentureEdge LLC, has over 20 years of life-sciences domain expertise. He has held senior management positions at both listed and private biopharmaceutical companies including Chiron, Axys Pharmaceuticals, Centaur Pharmaceuticals and Renovis where he was responsible for negotiating and closing a number of high value transactions as well as management of business and project operations. At Renovis, where Dr. Pathak was Vice President, Corporate Development and an Officer of the Company, he led the company's business development (Pfizer deal), commercial planning (go /no-go clinical project decisions) and preclinical & clinical project operations (responsible for multiple IND, Ph1 and Ph2 clinical trials) and was a member of the team responsible for its successful IPO in 2004. In addition to his strategic and operational roles at companies with multiple programs in clinical development, Dr. Pathak has led and managed companies at the startup and early development stage from business plan development onwards. Dr. Pathak received his M.B.A. from the Haas School of Business at UC, Berkeley and his Ph.D. in Biochemistry, Molecular Biology & Cell Biology from Northwestern University. He conducted postdoctoral research and was a member of the Research Faculty at Yale University / HHMI prior to initiating his business career in venture capital at Connecticut Innovations. Most recently he was Vice President of Business Development at iPierian, an iPSC focused drug discovery company and before that President, CBO and Acting CEO of Cellexicon, a cancer focused biomarker discovery and molecular diagnostics start-up.