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## **SNAPSHOT : Healthcare hands-on dealmaker**

**Supporting operationally CFO + CBO functions on a day to day basis for biotech, pharma, medtech SMEs, working remotely and commuting internationally :** *Financing + IPO + Investor Relations + M&A + R&D partnering + Business Development & Licensing +M&S + corporate strategy & communications*

**Education level :** Ph.D. in pharmaceutical sciences + MS finance + MS general management

**Track record :** IPO CROSSJECT after restart as CBO & board member + 38 missions since 2006 for EU & US healthcare SMEs + 26 board member positions since 1999 + 17 healthcare private equity investments + best venture exits and returns for Orphan Pharma International and Metabolic Explorer and involved in +120 various deals on both sell and buy side

**Annual compensation on a FT basis :** +500K€ gross annual salary if FTE or +250K€ fees before VAT through a mandate with Scientex

## **10 years as private equity investor & 18 years as business developer both in healthcare :**

After a first R&D experience on radiopharmaceuticals at AREVA R&D (CEA/IPSN) in 1993, Tim worked as a R&D pharmacochemist for the pharmaceutical industry (SERVIER) during 5 years on diabetes mellitus & CNS. In 1999, Tim joined the venture capital industry (CDC enterprises now BPI & Sofimac Partners) investing in 17 healthcare companies (8 were acquired by industrials & 5 IPOs) from his 600 deal flow proactively sourced & screened. In 2006, Tim founded SCIENTEX, a healthcare dedicated advisory & transition management firm focused on business & corporate development, M&A (buy & sell side), while he was advising wealthy individuals on VIX trading & working with primary & secondary private equity funds. Since 2008, Tim led the business development activities of several biotech & pharma as head of M&A for Pharma Omnium, VP Bus Dev of Cytune Pharma & of Tetrahedron and head of BD for the CRO Kymos.... Tim joined CROSSJECT in mid 2012 during its restart in order to transform its ZENEO based medtech business model presenting a 2M€ valuation into an Euronext listed specialty pharma (IPO in feb 14 valued 65M€). After the successful completion of a 472M\$ ww R&D partnering deal on ZENEO epinephrin; Tim, acting as CBO & member of the executive board, led & drove the \$6M refinancing closed in june 2013 while managing M&A opportunities. Tim initiated & engaged the IPO process, successfully oversubscribed 4,4 x in feb 2014 through an european roadshow with the CEO & negotiated 2 out-licensing deals for ZENEO MTX covering China valued 360M€ including 25% royalties & covering Indian regions including royalties between 20% to 40%. For CROSSJECT, Tim was fully dedicated, full time, home based & commuting with 40% of ww travel and negotiated 8 term sheets. During 2016, Tim performed +300 commercial meetings on a ww basis and met 250 investors. Complementary, thanks to its broad healthcare database, SCIENTEX was also mandated to screen the 907 injectable drugs in order to double CROSSJECT's R&D portfolio : 200 injectables were ZENEO compatibles and 5 products have been selected and highlighted by SCIENTEX supporting the 6,7M euros grant from BPI/PIAVE. During his tenure, Crossject's share rose from €1 to €12,67. Globally, Tim has been involved in +120 corporate & business transactions, on sell & buy side, including 5 IPOs, 9 M&A, 14 out-licensing deals, 35 commercial deals, 30 financing deals with a worldwide coverage. Tim was board member for 26 companies and realized through SCIENTEX +38 missions since 2006 for 31 EU, US and UK companies generating +200K€ of net fees per year.

## **PROFESSIONAL EXPERIENCE**

**05/2006 - date**

**SCIENTEX group :** *advisory & transition management*

**PORNICHET**

Founding President / healthcare focused corporate & business development firm

- +38 missions since 2006 for biotech, pharma, medtech, CRO, primary and secondary investment funds based in UK, USA, FR, Spain, Hungary and Lux
- Type of missions : M&A, fundraising, audit, marketing and sales, licensing & R&D partnering, R&D strategic review, private equity advisor.

**Our clients : Biotech, pharma, primary & secondary investment funds, medtech, CRO, development & innovation agencies from UK, Spain, Hungary, France, USA, Lux**



- 06/2012 – 03/2018**      **CROSSJECT: self injectable pharmaceuticals**      DIJON  
 Chief Business Officer & Executive Board Member through a mandate with Scientex  
 In charge of financing & IPO, IR/PR, M&A and R&D partnering, licensing & business development.
- 11/2013 – 02/2018**      **KYMOS : analytical & clinical CRO**      BARCELONA  
 Head of business development (FR, LUX, BEL, CH) through a mandate with Scientex
- 09/2011 – 03/2013**      **TETRAHEDRON : healthcare nutrition & cosmetics CRO**      PARIS  
 Vice President corporate & business development through a mandate with Scientex :  
 Negotiate a worldwide out-licensing deal with ADISSEO
- 2010 7 months**      **CYTUNE PHARMA : biotech**      NANTES  
 Vice President corporate & business development through a mandate with Scientex
- 07/2008 – 05/2012**      **PHARMA OMNIUM INTERNATIONAL : biopharma**      PARIS  
 Director commercial & partnership development (M&A) through a mandate with Scientex : 3  
 LOI, 2 acquisitions (Cellvir & Mutabilis), 46 products targeted for build-up
- 02/2008 – 05/2010**      **GO CAPITAL : Private Equity**      RENNES  
 Venture Partner life sciences through a mandate with Scientex
- 09/2006 – 11/2008**      **SCOTTISH ENTERPRISES: investment governmental body** GLASGOW  
 Senior Business Developer, healthcare & finance, EMEA through a mandate with Scientex
- 03/2004 - 09/2006**      **CDC ENTREPRISES (= BPI FRANCE) : Private Equity** PARIS  
 Partner healthcare / Venture & growth capital
- 03/1999 – 03/2004**      **SOFIMAC PARTNERS : Private Equity** CLERMONT-FERRAND  
 General Partner life sciences / venture & growth capital & small LBO
- 09/1993 – 08/1998**      **LABORATOIRES SERVIER : pharmaceuticals** COURBEVOIE  
 Senior research scientist on diabete mellitus and CNS: from hit to pre-clinical.
- 1993 8 months**      **AREVA/CEA : radiopharmaceuticals**      SACLAY  
 Project Engineer developing an analytical method for radioactive uranium complex

## EDUCATION

2006      Master in Finance      Pantheon/Sorbonne Graduate Business School / IAE, Paris

1998	Master in General Management RIS	Faculty of Pharmacy / ISSBA, Angers Univ
1995	PhD in Healthcare & Life Sciences	Faculty of Pharmacy, Nantes Univ
1992	Master certificate in pharmaceuticals	Faculty of Pharmacy / ICPAL, Lille Univ

## **MAIN LAST ACHIEVEMENTS**

- 17 early stage direct venture healthcare investments acting lead & co lead VC (Sofimac Partners & CDC Enterprises now BPI) : 2 companies failed, 5 IPOs, 8 M&As, 2 VC awards as best venture exit & best returns for Orphan Pharma International (sold to EUSA Pharma) & Metabolic Explorer (listed)
- 19 MONTHS for restarting CROSSJECT in 2012 from a 9 people medtech start-up into a listed specialty pharma (80 FTE in 2018) : drove restart (\$6M private equity refinancing in may 2013, €17M IPO in feb 2014, IR as executive board member ) in parallel with heading busdev & licensing as CBO (300 one to one meetings per year 50% USA, 50% EU; negotiated 8 licensing detailed term sheet and closed a \$ 472M partnering ww deal on Zeneo Epinephrine and a € 360M Chinese licensing deal on Zeneo MTX and an indian licensing deal with royalties between 20% to 40%).
- Generate 2,5M€ of net cumulated consultancy fees for SCIENTEX through 30 missions for 26 clients from 2006 to 2018 acting as CFO/CBO for biotech start-up and venture partner for private equity funds.
- Build & update a huge network inside European private equity & family offices, worldwide biotech & pharmaceutical dealmakers > 80 000 contacts
- Structure & update monthly a complete healthcare database of +20Go sourced from main healthcare intelligence providers & investment banks (deals, pipeline, market sizing & trends, forecast, epidemiology...).
- Screened + 572 biotech for Pharma Omnium International for M&A purpose, 2 acquisitions realized
- Negotiated a ww licensing deal between ADISSEO and TETRAHEDRON on healthcare nutrition market
- Generated +500K€ of quotation for the Spanish CRO KYMOS in year 1
- Doubled sales for ELICITYL in year 1,
- Generated negotiated and closed 2 commercial deals in 18 months during covid crisis 2021-22 covering 4 countries with 3,5X price for ONCODIAG,
- Developed worldwide branding, recognition and pushed commercial products from CORE BIOGENESIS to + 120 000 biotech/pharma contacts from feb 2021 to feb 2024.
- 14 AWARDS received between 2016 to 2023 including BEST EUROPEAN BUSINESS DEVELOPMENT COMPANY IN HEALTHCARE 2018, 2019, 2020, 2021, 2022 and 2023
- Closely involved in +120 deals, all types, sell and buy side, licensing, partnering, M&A, financing...

## **26 BOARD MEMBER POSITIONS since 1999**

- Avidis SA (Vice President, 1999-04, spin off from MRC labs in Cambridge, now Imaxio & sold to the family office Edulis),
- Bionisis SA (Vice President, 99- 04),
- Cellpep SA (Vice President, 99-04, now AMBRILIA, listed on Toronto Stock Exchange through a RTO ),
- Trophos SA (1999-2004, sold to Roche 470Meuros),
- OPI SA (99-04, sold to EUSA PHARMA 107Meuros, best venture exit in 2010),
- Txcell SA (2004-2006, co-lead the 10M€ serie A, 2004-06 listed on Euronext, acquired by SANGAMO),
- Metabolic Explorer SA (listed, best venture exit price in 2008),
- Crossject SA (april 2013-to march 2017, listed on Euronext),
- Integragen SA (co-lead the pre-IPO serie D, listed on Euronext),
- Bioaccess SA, (sold to Biorad, IRR 3x the investment),
- Genolife SA (sold to Cambrex),
- Proteus SA (99-2004, sold to PCAS),
- Scynexis Inc (USA, now Listed on Nasdaq),
- Cyclopharma SA (acquired by Curium & Denos),
- Digestar SA, failed, ● Nucleica SA (99-04), (bankrupt), ● Entomed SA (2005-2006), ● Biomethodes SA (2005-2006), ● Saphir GmbH (Germany), ● PIL SA, ● BMD SA, ● LMD SA (bankrupt), ● Synt:em SA (bankrupt) , ● Greentech SA,
- President Scientex Group (since 2006) ● CEO Scimul SCI (since 2010), ● CEO Ocean5 SCI (since 2018),

## **MAIN HOBBIES & DRIVERS**

Sports addict : 5 to 7h per week, windsurf, kayak, swimming, wing foil and running

Results & value added, pragmatism, hard worker, flexible, reliable, straightforward, home office and commuting work at international level since 2006, fit and dynamic (182 cm, 75 kg).