

Healthcare Conference - Orphan Markets & Innovation

Wednesday 28th February 2018

Hosted by Dr Andy Richards, CBE

Royal Institution of Great Britain, Albemarle St, London

Agenda

09:00 *Introduction*

Andy Richards, CBE

Session 1: Orphan Markets - The Opportunities & Challenges

09:15 *Cancer as an Orphan Disease*

Susan Galbraith, SVP and Head of Oncology and Innovative Medicines, AstraZeneca

09:40 *Finding the Right Patient*

Alexandre Akoulitchev, Chief Scientific Officer, Oxford Biodynamics

10:05 *A Billion Dollar Decision: To Launch or Licence in Europe?*

Sean Morgan-Jones, Global Vice President, Morgan Prestwich

10:30 *Coffee Break*

Session 2: Emerging UK Opportunities in Orphan Disease

10:45 *Gene Therapy at the Fore*

Mark Rothera, President and Chief Executive Officer, Orchard Therapeutics

11:10 *Innovating in Orphan Disease*

David Allmond, Chief Commercial Officer, Amryt Pharma

11:45 *Fireside Discussion*

Moderated by Annalisa Jenkins, with Ali Mortazavi, Silence Therapeutics

12:15 *Closing Remarks*

Tara Raveendran

12:20 *Buffet Lunch*



Andy Richards, CBE

Andy is an entrepreneur specialising in healthcare and life sciences. He is currently Chairman of Arecor Limited, Congenica Limited, Abcodia Limited and the Babraham Research Campus as well as being a Director of Silence Therapeutics, Ieso Digital Health and Sensiia. He was a founder of Chiroscience Group and an Executive Director through its merger with Celltech plc in 1999.



Susan Galbraith, PhD, SVP and Head of Oncology, IMED Biotech Unit , AstraZeneca

Susan joined AstraZeneca in 2010 as Head of Oncology, and has played an instrumental role in the development of both Lynparza, a first in class PARP inhibitor, and Tagrisso. Susan also co-leads the Cambridge Cancer Centre Onco-Innovation group and is a Non-Executive on the Board of Horizon Discovery PLC and on the Scientific Advisory Board of the ICR Cancer Research Centre of Excellence. Prior to AstraZeneca Susan worked at Bristol Myers (2001-2010) and trained as a clinical oncologist in the UK.



Alexandre (Sasha) Akoulitchev, PhD, Chief Scientific Officer, Oxford Biodynamics

Alexandre read mathematics, physics, chemistry, biochemistry and biophysics at Moscow Institute of Physics and Technology. In 1989 he was selected by the George Soros Foundation for the Oxford Scholarship. Alexandre obtained his PhD from University College London and spent six years at the Robert Wood Johnson Medical School-UMDNJ. Alexandre co-founded Oxford Biodynamics in 2007 to develop his pioneering work on DNA epigenetics. Alexandre is a Fellow of the Royal Society of Medicine and is currently a Non-Executive Director of Sibelius Limited.



Sean Morgan-Jones, Global Vice President, Morgan Prestwich

Sean is the Global Vice President of Business Development at Morgan Prestwich, an Executive Search and Advisory firm who focus primarily on European team builds for Biotechs focused on Rare Diseases and looking to commercialize their pipelines. Sean graduated from University College Swansea and started his career in various roles within Pharma including Clinical and Commercial and spent 12 years on the board of the Pharma industry's leading trade and media organization.



Mark Rothera, President and Chief Executive Officer, Orchard Therapeutics

Mark brings 28 years of experience in the bio-pharmaceutical industry. Prior to Orchard Therapeutics, Mark served as Chief Commercial Officer of PTC Therapeutics where he helped transition the company from a privately funded, R&D biotech to a public, commercial stage company with a 47 country commercialisation footprint. Mark served as Global President of Aegerion Pharmaceuticals Inc. and VP and General Manager of commercial operations at Shire Human Genetic Therapies for Europe, Middle East and Africa. Mark received an M.A. in Natural Sciences from Cambridge University and an MBA from INSEAD.



David Allmond, Chief Commercial Officer, Amryt Pharma

David is a passionate pharmaceutical professional, with a particular interest in strategic marketing. He has a multi-national leadership background and in recent years has focused on the commercialization of medicines for rare/orphan diseases. Prior to Amryt, David held senior roles at Aegerion and Celgene. David was appointed to the board of Myeloma UK in 2015 and has an Honours degree in Microbiology from Imperial College, London.



Annalisa Jenkins, MBBS FRCP, Non-Executive Chair, Silence Therapeutics

Annalisa is a life sciences thought leader with over 20 years of biopharmaceutical industry experience. Prior to joining Silence Therapeutics in October 2017, Annalisa served as President and CEO of Dimension Therapeutics, a gene therapy company that was acquired by Ultragenyx. Previous leadership roles have included the head of global research and development and executive VP global development and medical at Merck Serono, and several senior positions at Bristol Myers-Squibb. Earlier in her career, she was a medical officer in the British Royal Navy. Annalisa is a board member of several growing companies, including Ardelyx, iOX Therapeutics, Thrombolytic Strategies, Oncimmune, Cocoon Biotech, Cellmedica, and Vium.



Ali Mortazavi, Chief Executive Officer, Silence Therapeutics

Ali joined Silence Therapeutics in 2012, initially serving as Head of Strategy, and led the refinancing and refocusing of the business. He has extensive expertise in UK small companies, particularly in biotechnology and technology investments and ventures. Ali has over 17 years' experience in finance having co-founded Evolution Securities in 2001. Ali is an International Master of chess and has written numerous books and publications on chess openings and strategies.

Retained Clients & Transactions

Client	Role	Date
 OXFORD BIODYNAMICS	Nomad & Sole Broker	January 2018
 IXICO	Nomad & Sole Broker	October 2016
 AMRYT	Nomad & Joint Broker Nomad & Joint Bookrunner - €15m Placing	April 2016 September 2017
 Biofrontera	Broker	October 2014
 Vernalis	Joint Broker Joint Bookrunner - £40m Placing	March 2014 April 2016

Coverage



No. 10 Healthcare
2017

Healthcare Team



Tara Raveendran, PhD

Healthcare Analyst
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Tara Raveendran joined Shore Capital in November 2015. Tara has a BSc in Biochemistry and a PhD in Structural Biology, both from Imperial College London. She worked with the top-ranked European Healthcare Equity Research team at Lehman Brothers/Nomura. She then moved to Jefferies where she spent several years as part of the European Biotechnology and Life Sciences Equity Research team. Prior to her role at Shore Capital, Tara set-up her own life sciences consultancy.



Malachy McEntyre

Head of Sales
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Malachy joined Shore Capital in 2004 and has been central to Shore Capital's successful fund raising activities. Malachy became Head of Sales in 2010. Prior to Shore Capital he was a fund manager at Tilney Investment Management in Liverpool and Goodbody's in Dublin, providing considerable buy-side insight into the equity sales role. Malachy heads up a team of 13 experienced sales people across three offices who cover a broad range of institutional and high net worth clients.



Stephane Auton

Director, Corporate Broking & Advisory
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Stephane joined Shore Capital in 2007. He started his career at JPMorgan where he spent five years in the investment banking team advising companies in Europe and the Middle East. Immediately prior to joining Shore Capital, Stephane worked in corporate development at CPA Global, an IP management and software specialist. He has led numerous transactions across a range of sectors, but with a particular focus on companies within the consumer and life sciences sectors.



Adam Barker, PhD

Healthcare Analyst
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Adam Barker joined Shore Capital in December 2015 from Bupa, where he completed an ACA chartered accountancy qualification as part of Bupa's graduate scheme. He worked for three years in various roles including financial and management accounting, project management and healthcare analytics. Adam has a Master's degree in Biochemistry from the University of Oxford and a Master's degree and PhD in Epidemiology from the University of Cambridge.



Richard Arthur, PhD

Equity Sales
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Richard joined Shore Capital in August 2003 as a member of the UK Equity Institutional Sales team. Richard was formerly a Director and senior salesman for 13 years with Charterhouse Tilney in Liverpool. Prior to that he worked at Laurence Prust and BZW in London. Richard has a D. Phil in Immunology from the University of Oxford, and a BSc in Genetics.



Edward Mansfield

Director, Corporate Broking & Advisory
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Edward joined Shore Capital in July 2008. Edward previously worked at Investec and Altium Capital and has over ten years of corporate finance experience working on a wide range of ECM transactions. In 2017 he worked across a wide range of transactions including two IPOs and two public takeovers. Edward has a focus on the healthcare sector, in 2017 he worked on the €15m placing by Amryt Pharma and he is also the retained adviser to Ixico Plc and Oxford Biodynamics plc.

Shore Capital Overview

Equity Capital Markets



£5.6bn
Raised since
Jan 2014



86
IPOs and Placings since
Jan 2014



M&A Advisory



Market Advisory

Research & Distribution



21
Analysts



15
Sales people

Trading and Market Making



3rd largest
Market maker by
number of stocks



14
Traders

Industry Recognition



No.1 Insurance

2017



No.2 Retail

2017



No.3 Consumer
Goods

2017



No.4 Financials

2017



No.5 Media

2017



No.5 Transport &
Logistics

2017



No.6 Small & Midcap
Sales

2017



No.11 Trading &
Execution

2017



No.1 Food & Staples
Retail

2017



No.1 Household &
Leisure Goods

2017

Retained Corporate Clients

70 retained corporate clients including 1 FTSE 100 and 4 FTSE 250 clients



Shore Capital Markets is an award winning independent financial advisory business offering market leading investment banking, research, sales and trading services.

We are represented across the UK enabling extensive distribution and institutional coverage. This distribution capability is complimented by our experienced sales team.

Recent Transactions

 SAVANNAH PETROLEUM <small>Proud to partner Niger</small>	Lead Manager	\$125m Placing & \$280m Acquisition	December 2017
	Joint Financial Adviser to the Offeree	£100m Recommended Offer	October 2017
	Nomad & Joint Bookrunner	€46.9m Placing	September 2017
	Joint Bookrunner	£337m Placing	June 2017
	Lead Manager	\$230m Placing & IPO at £465m Mkt Cap	May 2017

Notes

Introduction

Cancer as an Orphan Disease



