

Transforming relationships
Unleashing innovation



BioPontis Alliance

***Bridging the innovation gap with a novel
Innovation Joint Venture model***

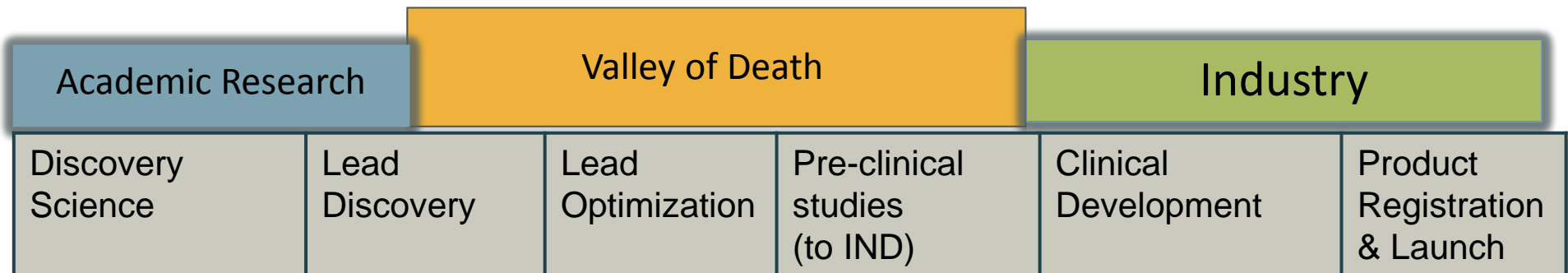
February 25, 2014

The Government, University, Industry Research Roundtable

The National Academies

Washington , D.C.

State of the Cures 'Valley of Death' - 2014



A general contraction of early stage capital - 15 year lows

Industry restructuring driving reliance on eternal discovery science... but missing an efficient solution to advance discovery to 'industry grade' assets suitable for investment

Technology transfer process remains inefficient

Philanthropy and mission directed disease focused nonprofits emerging as a force

Numerous experiments but no systemic solution – trend is to seek 'collaboration 2.0' model

In the meanwhile, scientific discoveries are delayed from advancing.

BioPontis Alliance Innovation JV Model: Transforming Innovation Ecosystem



Restructure process: change linear/fragmented process to integrated partnership

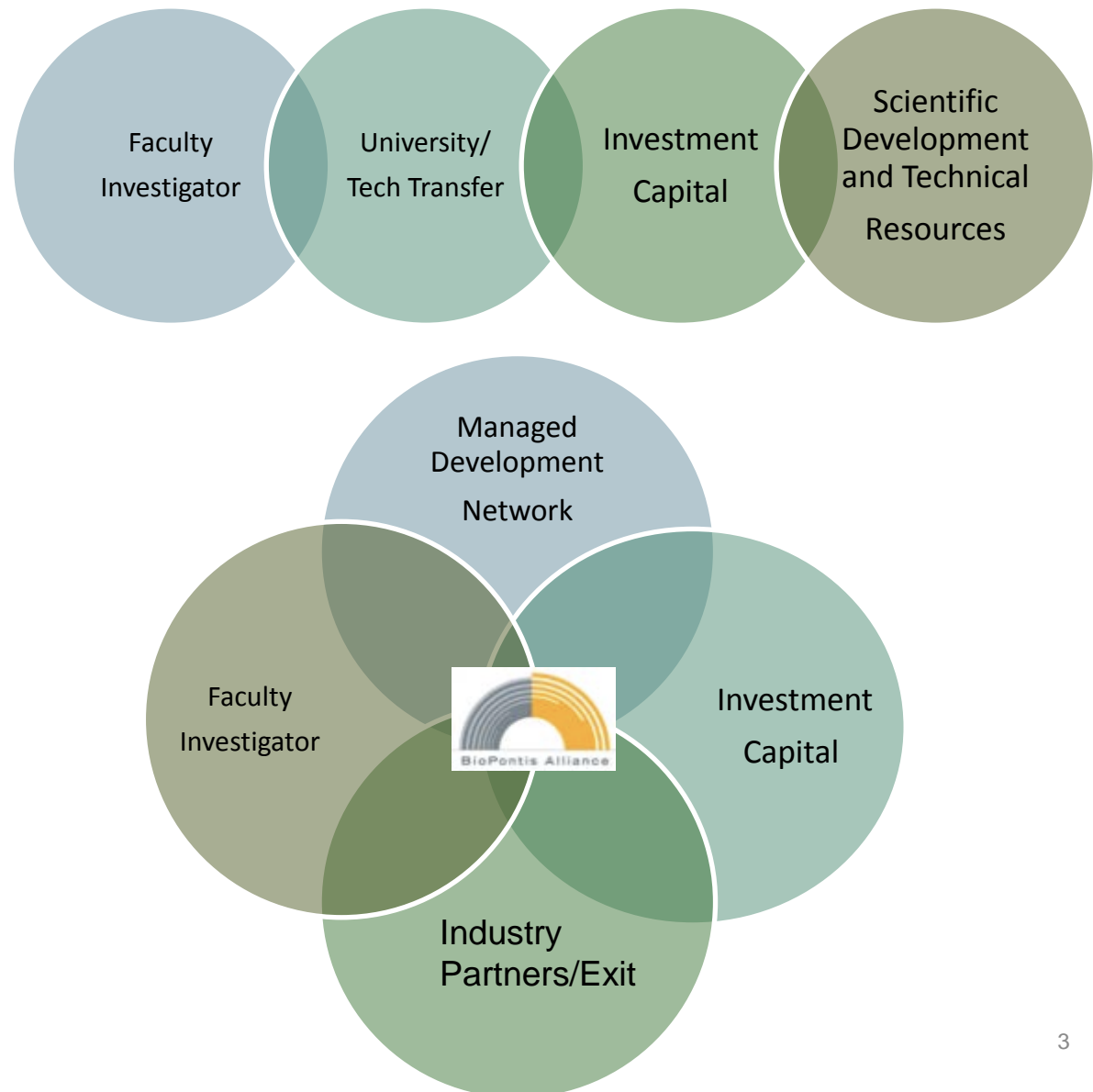
Radically improve efficiency of technology transfer

Maximize capital efficiency and risk mitigation: Asset Portfolio vs. NEWCO capital deployment

Flexibly sourced , best in class applied development resources

Apply knowledge capital of all stakeholders on development

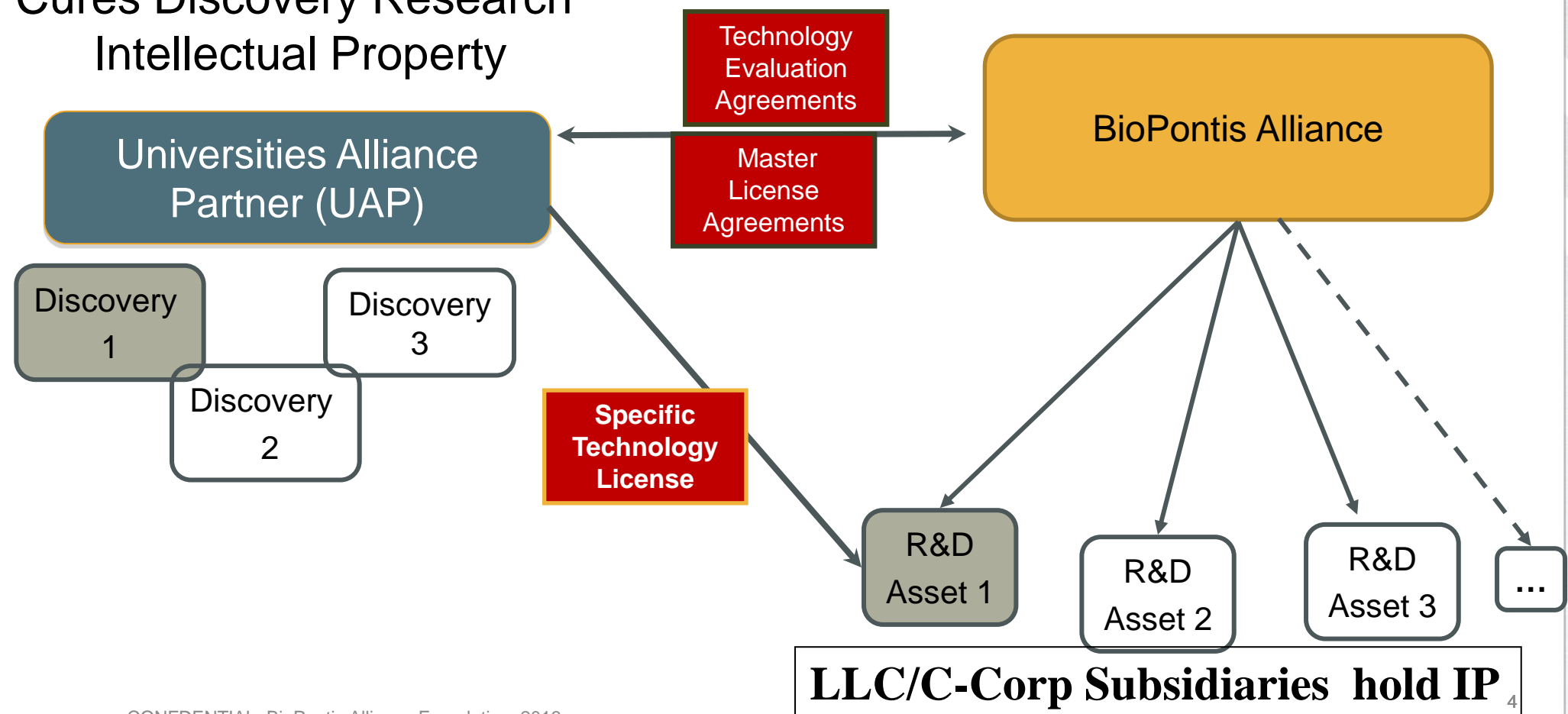
Align economic incentives under clear contractual agreements



The innovation Joint Venture - Academic Partnerships



Cures Discovery Research
Intellectual Property

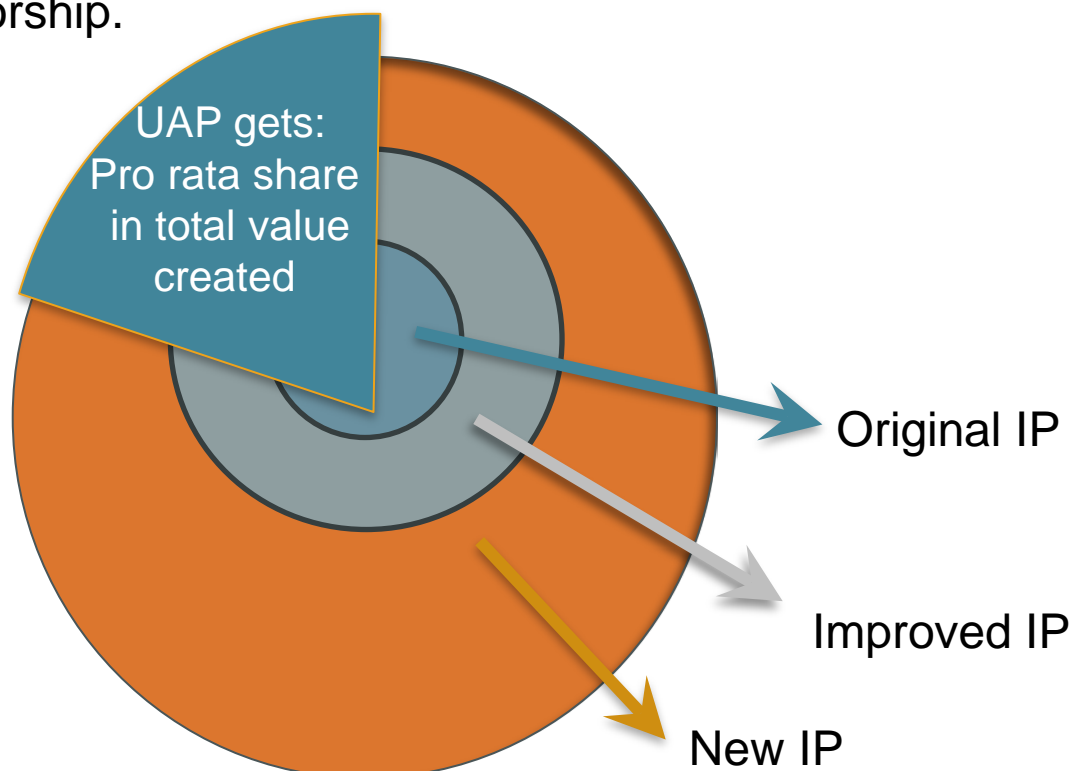


Shared IP *and* scientific development model



Transformational Economic & IP Sharing

- Replaces upfront IP cost with shared exit IP value
- Value generated from the entire patent portfolio is shared between the IP source and the Foundation independently of assignment of inventorship.



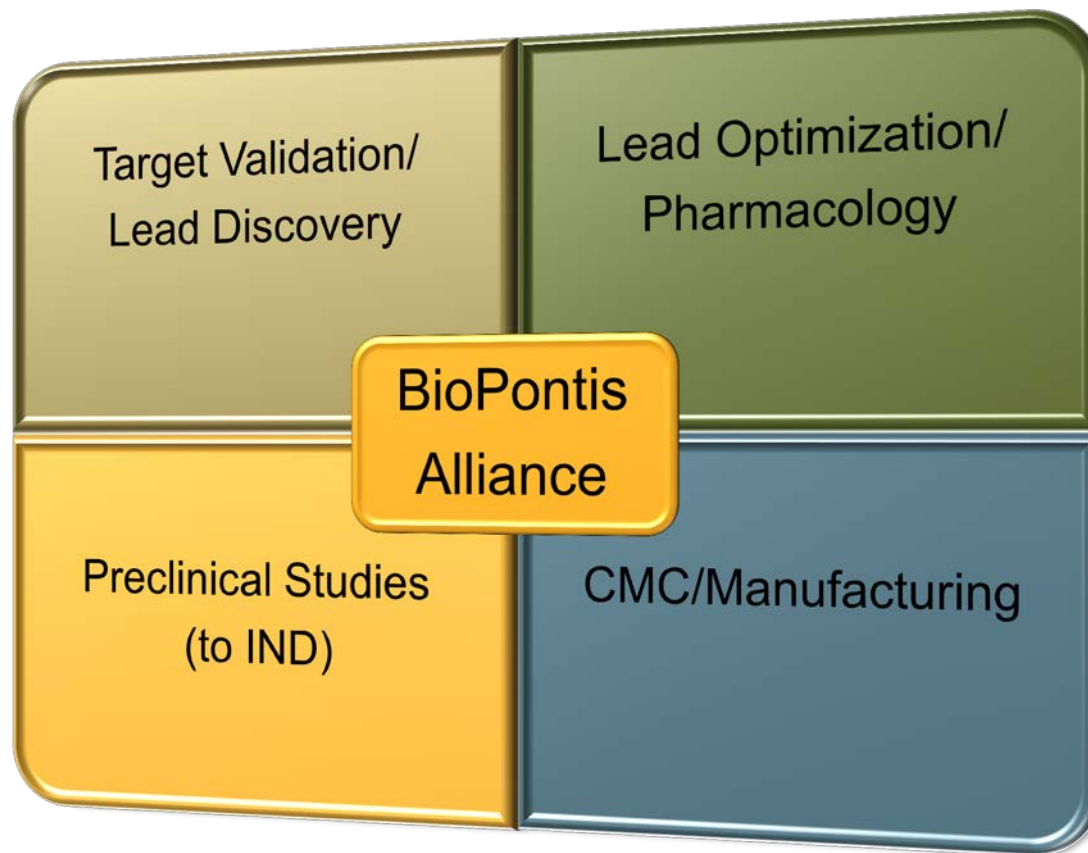
Partnered Development

- Inventor is embedded in Development Team
- IP source institution/Inventor participate in IP value created at BPAF
 - Removes concerns about IP work around
 - Incentivizes all to maximize contributions toward success
 - Promotes transparency and full collaboration

Translational Science Network: Capital efficiency with technical excellence



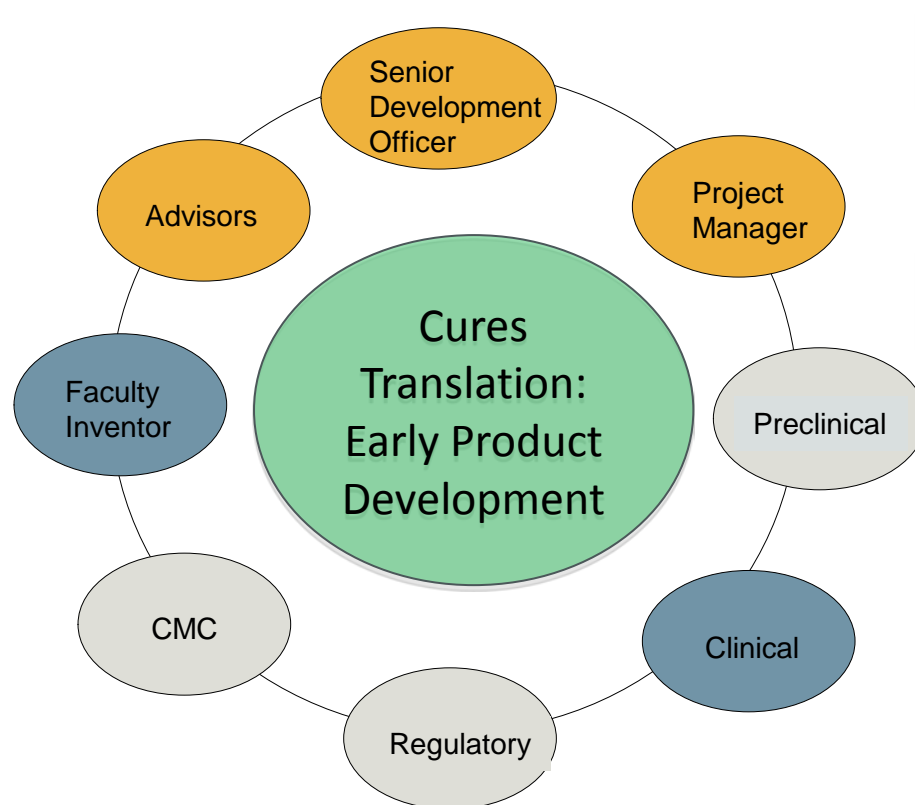
Translational Scientific Network: Technology Development Partners form hub for translational tools connecting resources from disarrayed sources



Unleashing innovation: Innovation advanced by applying requisite tools

How applied development happens

BioPontis Alliance Project Team



BioPontis

Academic

CROs

Covance, Inc.
Albany Molecular, Inc
Provid Pharmaceuticals
Taconic Farms, Inc
DOCRO (Companion Dx)
Rosa

BioPontis creates a multidisciplinary team for each program bringing specific expertise around the inventing scientist that enables rigorous vetting and advancing.

BioPontis-Pharma Partnerships: Link BioPontis portfolio to industry specification and market demand



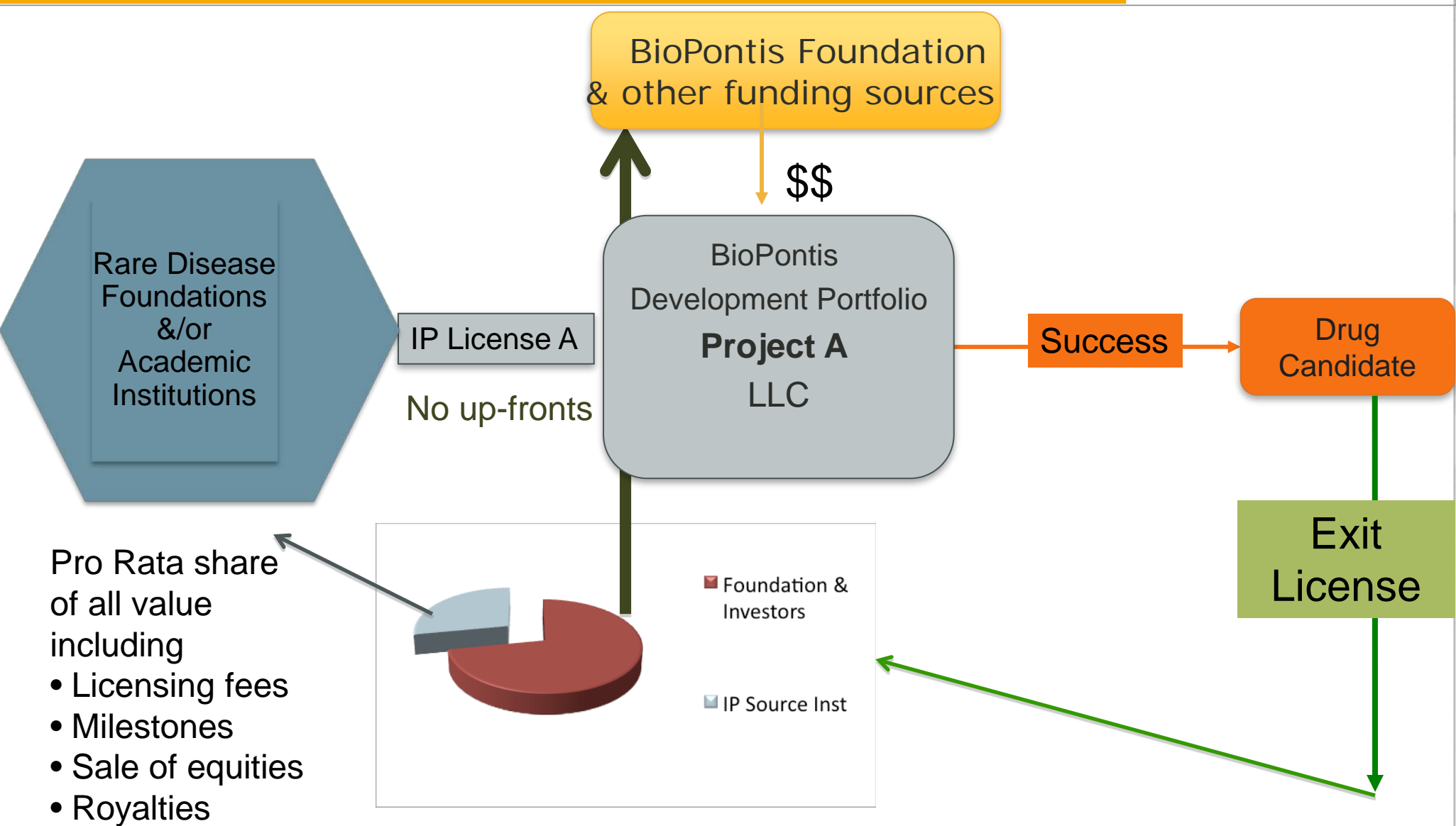
Pharmaceutical Partners provide to BioPontis:

- Confidential insight to Portfolio gaps - aid to asset selection
- Guidance on design of studies and specific methods or models to meet specifications
- Sharing of negative data (to avoid repeating)
- Option agreements – exit partners



"When pharma buys a biotech company we want the products, not the company"

BioPontis economic sharing model



BioPontis Alliance IJV – executed agreements pave the way to financing



DISCOVERY SCIENCE

- NYU
- Memorial Sloan-Kettering Cancer Center
- University of Pennsylvania
- University of Virginia
- UNC Chapel Hill
- University of Florida
- University of Kansas
- Oregon Health & Science University
- Thomas Jefferson University
- University of Mass Med

Academic Relations & Agreements

APPLIED DEVELOPMENT

BioPontis-Directed
Drug Discovery
& Development
Contractors
under
agreement

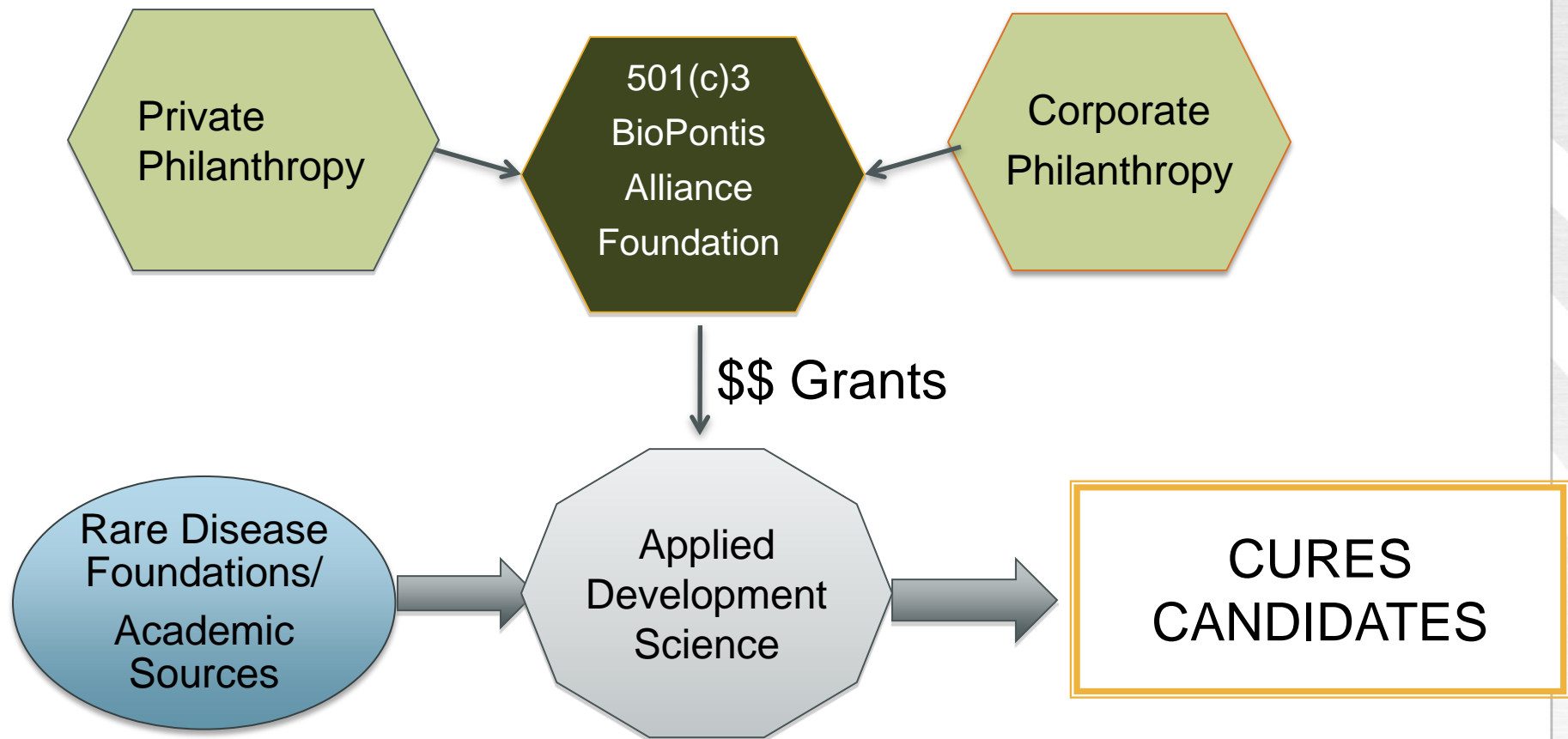
- Covance, Inc
- Albany Molecular Inc
- Taconic Farms Inc
- Provid Pharmaceuticals
- DOCRO (Diagnostics)
- Rosa (Modeling)

PHARMACEUTICAL ACQUIRERS/PARTNERS

- Merck
- Pfizer
- Janssen Pharma (J&J)
- Celgene
- OTHERS

Strategic
Industry
Agreements

The IJV as a non profit Foundation – translating science into cures candidates



Introducing
The BioPontis Alliance Rare Disease (BARD) Foundation
A nonprofit innovation joint venture



We are founding a new collaborative *nonprofit 'cures continuum'* for rare disease, especially in children.

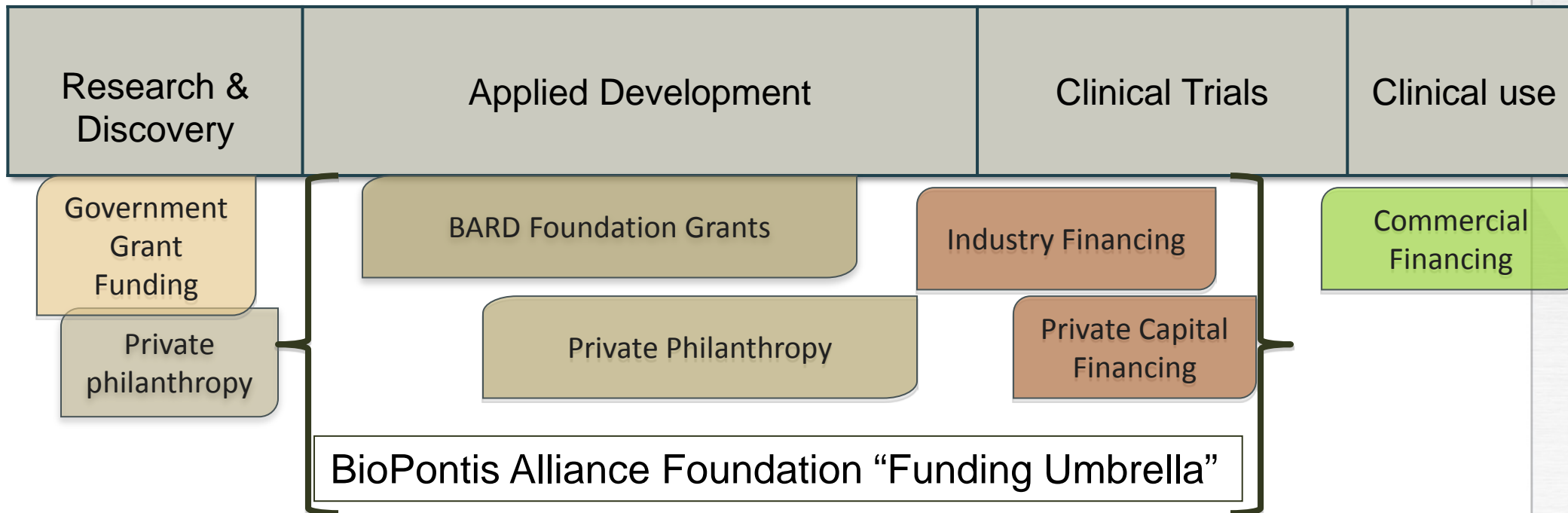
Leveraging the BioPontis Alliance Innovation Joint Venture model, the BARD Foundation mission is:

Develop a diverse portfolio of rare disease drug development candidates *with emphasis on children's disease.*

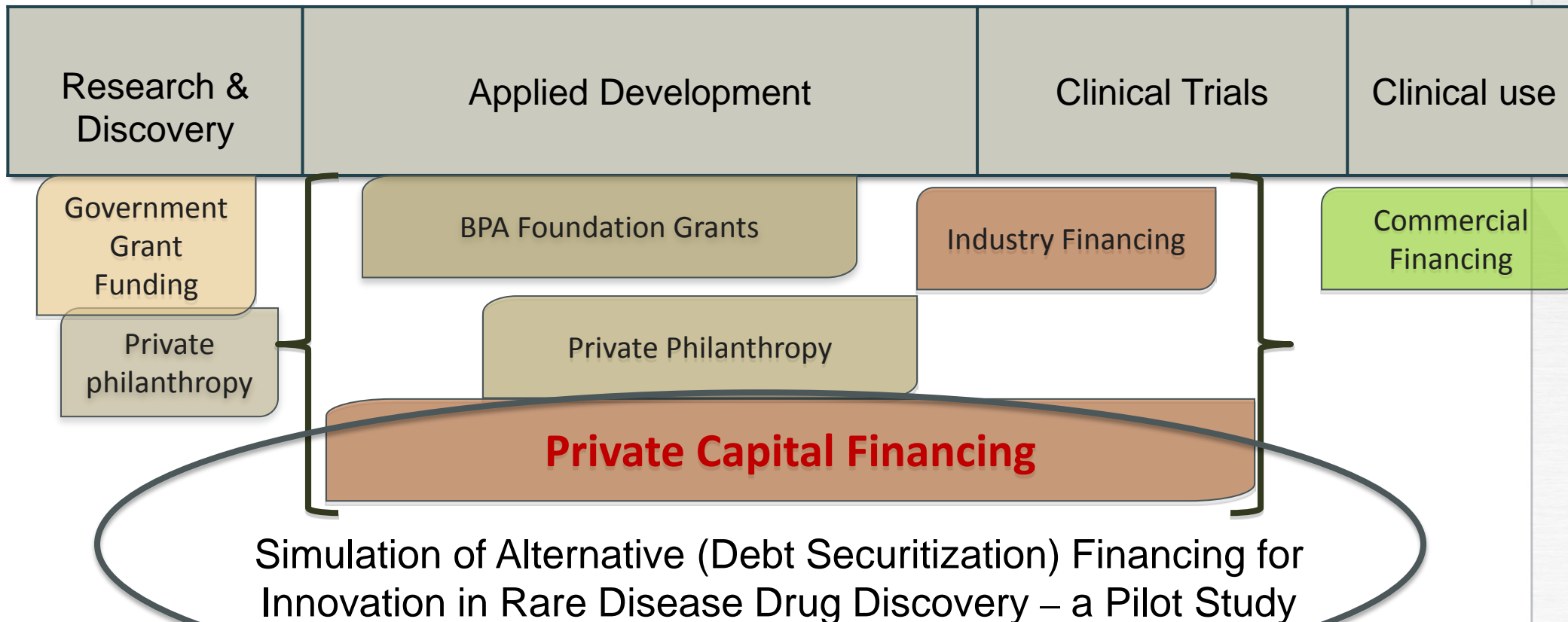
Establish a scientific bridge across the innovation gap that will serve as an enabling hub to independent disease foundations, *providing a nonprofit partner able to develop drug candidates.*

Establish a financial bridge between philanthropic resources that enable the earliest, highest risk experiments, and the private sector whose profit incentivized capital is necessary to complete product development, manufacture and distribution to patients.

A funding continuum is also required Avoid 'bridge to nowhere'



The MIT / BioPontis Alliance Rare Disease Foundation Collaboration



Thank You

BioPontis Alliance

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