

Maduración: definir y ejecutar planes para encarrilar el conocimiento en la cadena de valor

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M^a Isabel Berges
Managing Partner & CFO
mberges@janusdevelopments.com

JANUS

Mission

To turn basic **biomedical knowledge**
into **social**
and **economic value**

“Encarrilar” en la cadena de valor

1. Establecer objetivos: hacia dónde vamos?
2. Conocer el entorno.
3. Visualizar el carril.
4. Ejecutar el proyecto en plazo.

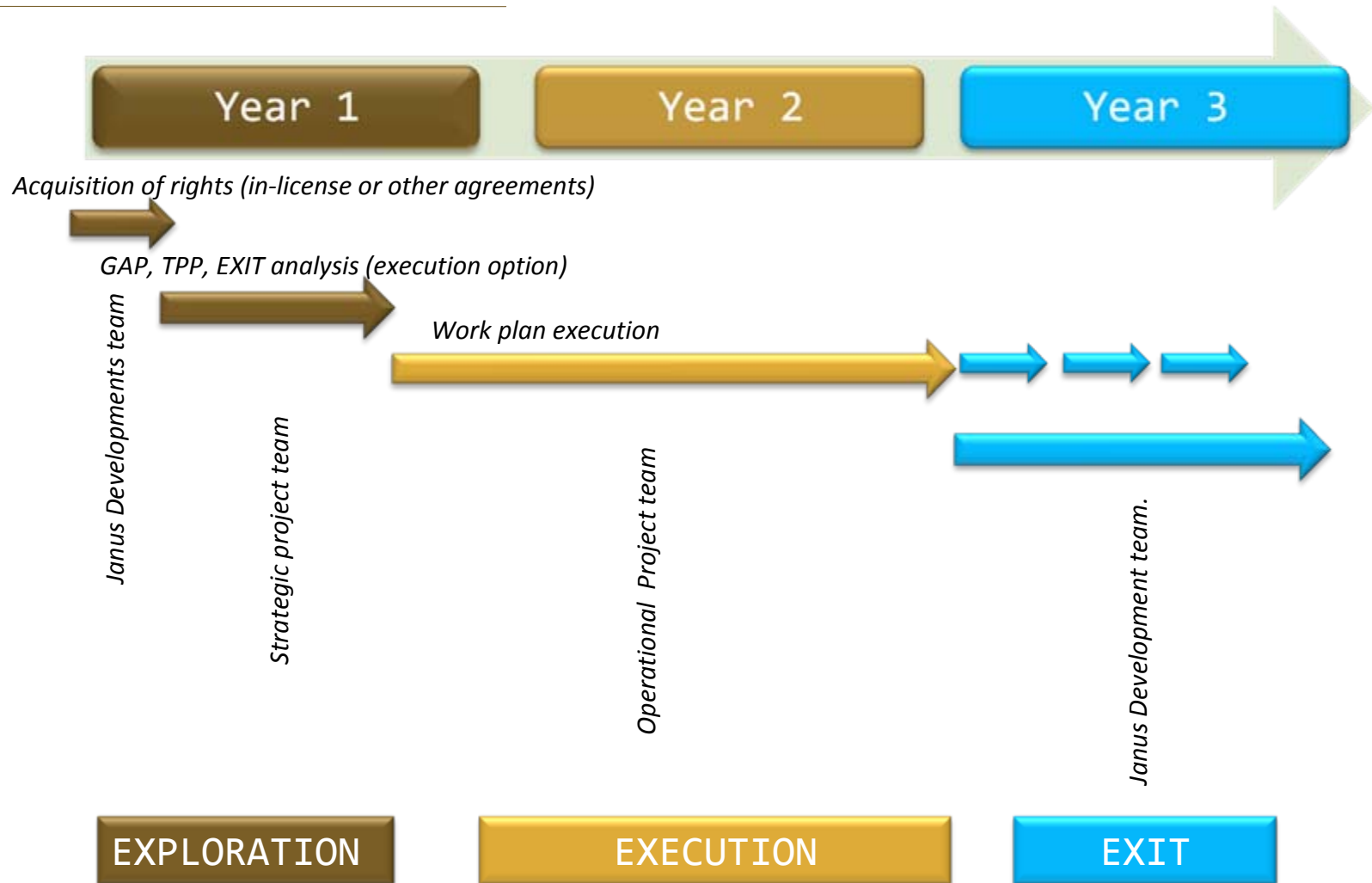
“Encarrilar” en la cadena de valor



¿Por dónde salir del carril?



Standard project calendar



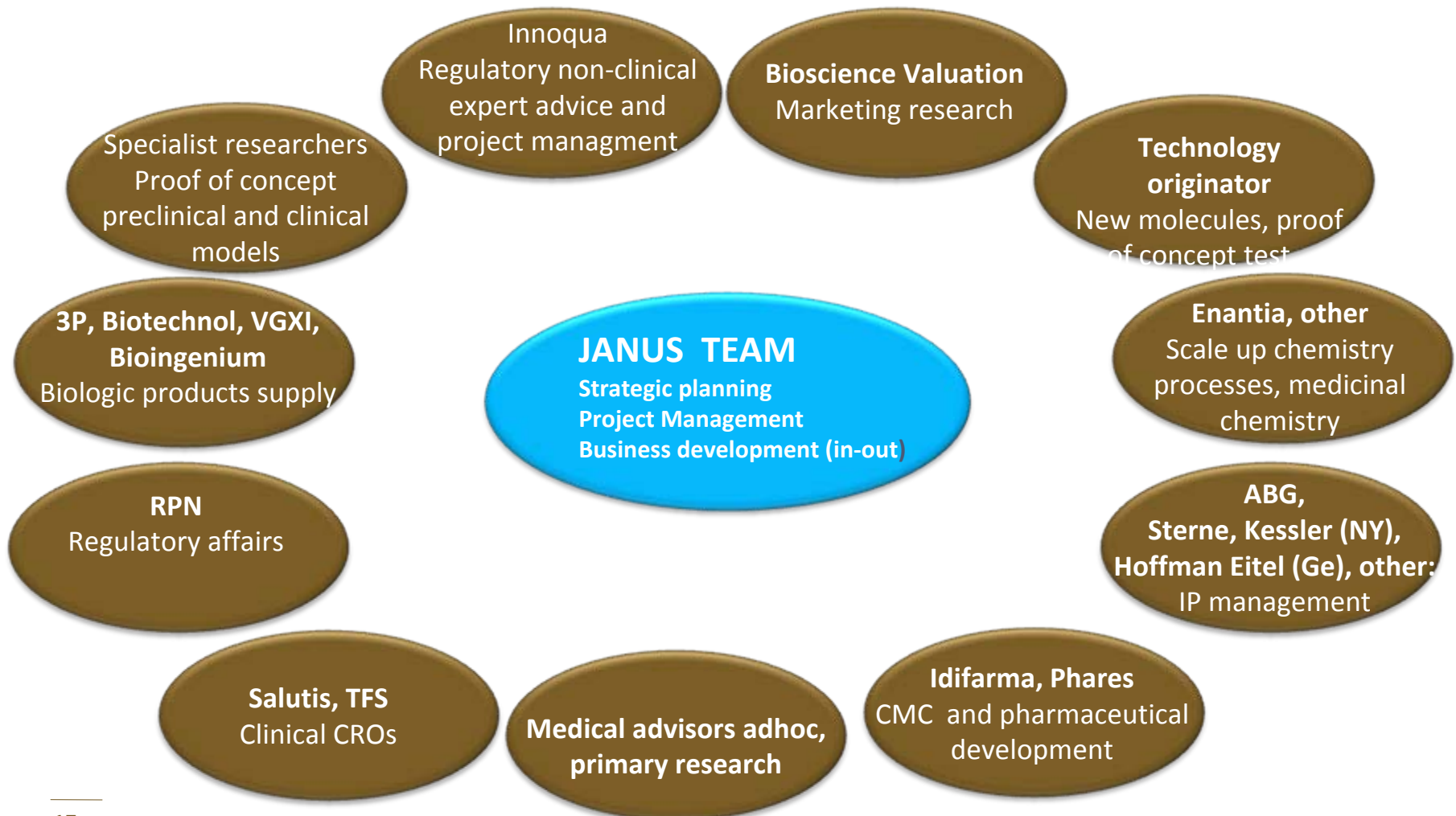
Methodology for analyzing and executing projects

1. In- licensing or agreement with technology originator
2. GAP analysis:
 - Market interest, unmet needs and challenges
 - IP protection or other barriers of entry
 - Evidence and robustness that supports key selling attributes
 - Feasibility of industrial production
 - Possible exit strategies: license out, spin-off, trade sale...

Methodology for analyzing and executing projects

3. Definition of work plan:
 - Priorities
 - Activities
 - Budget
 - Project team / specialized suppliers
4. Execution
5. License out – Build up of NewCo- Other exit strategy

Virtual Project Teams



Different types of projects

1. INTERNAL R&D PROJECT

- IP licensed to JANUS with rights to develop and commercialize.
- JANUS invests own financial resources for the development plan.
- Business Model: License-out to third party or build-up in collaboration with VC. JANUS will receive milestone payments and royalties and distribute a percentage of revenue to technology originator, according to license agreement

2. MANAGEMENT CONSULTANCY PROJECT

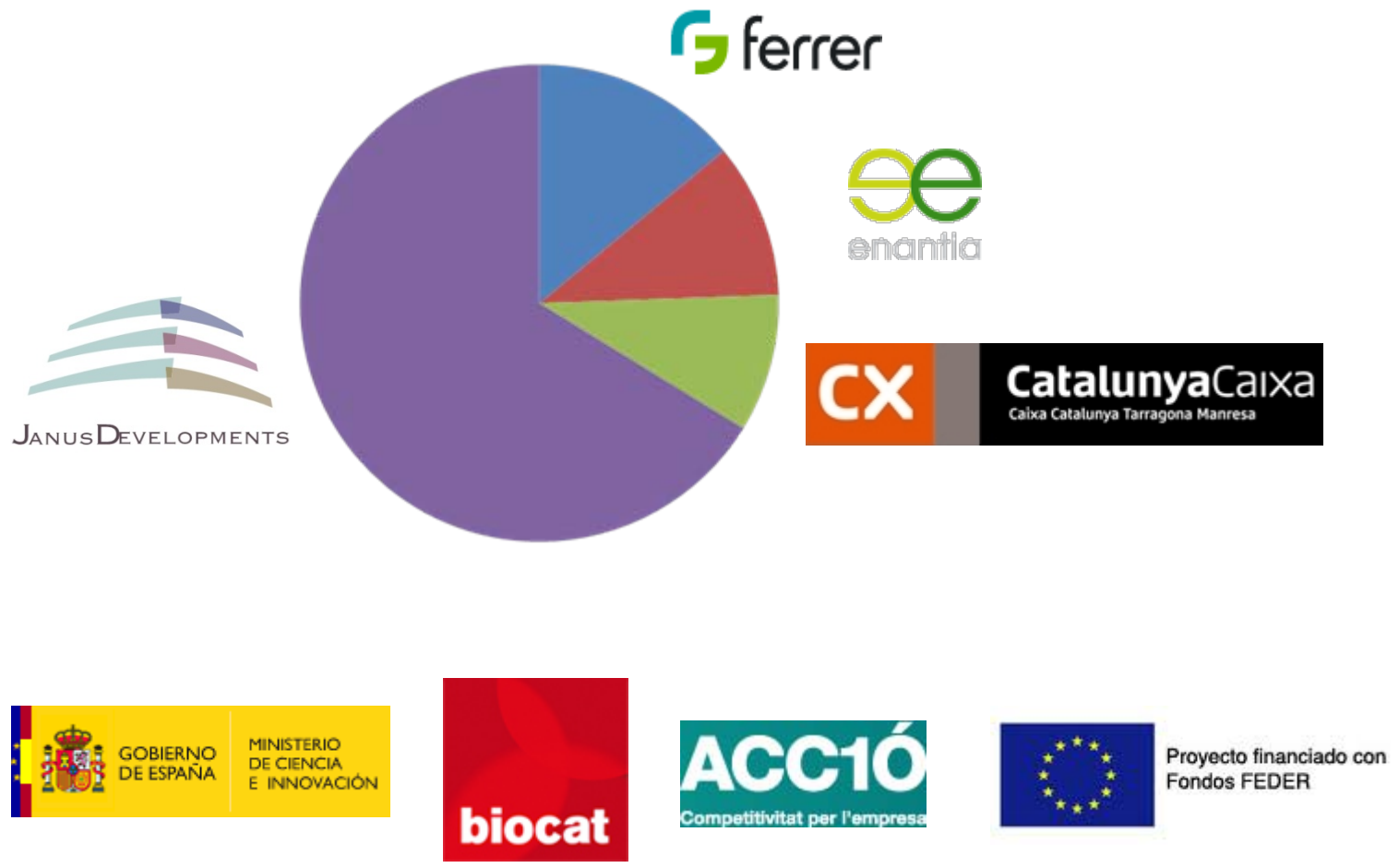
- Portfolio analysis, product development strategy and project management in the biomed area.
- Project can be specific consultancy analysis with limited duration, or long term interim management agreement.
- Business Model: JANUS receives services fee and success fee (cash or equity), according to agreed conditions.

Goals achieved from incorporation, in March 2009

CONSULTANCY	
Consultancy projects executed	46
Interim Management executed	5
INTERNATAL R&D	
Analyzed	58
Development initiated	17
% of acceptance	29,31%
Cancelled	6
Att. Rate JANUS	35,29%
Out-licensing agreements	2



Current investors and sources of capital



03

THE TEAM

Founders

CEO: Luis Ruiz is a molecular biologist PhD with a solid academic career who has extensive experience at CEO or Board level in biotech companies (Advancell, ERABiotech, TCDPharma, etc, bringing them all from science-based to product oriented, well funded clinical-stage companies).

Managing Partner:&CFO: Maribel Berges is a Chemical Engineer and IESE MBA, with scale-up chemical plant hands-on experience and tech transfer and spin-off responsibilities during 7 years as Director of the Entrepreneurship advice office of the Barcelona University

Managing Partner &COO: Ramon Bosser is a cell biologist PhD who moved early on into project management of R&D projects in the pharmaceutical industry. He was for 7 years the head of Project Management in Almirall, taking leadership roles in the most relevant projects of the company including phase II and phase III projects co developed with multinational partners

Staff

Senior Project Manager: Ana Kosoy a molecular biologist PhD specialized in Cancer with strong US Intellectual Property training and relevant tech-transfer hands-on experience in the Ludwig Institute for Cancer Research in New York

Senior Project Manager: Marion Chalumeau, holds masters in Life Sciences and in Pharmaceutical Marketing, and has been 10 years senior consultant in biotechnology in ALCIMED, with Country Manager and Business Development experience in the medical devices field

Director Madrid Office: Jorge Alemany an MD PhD with strong academic and

managerial background, who joined Janus after holding top executive positions at CNIO, Genetrix and Cellerix groups.

Non Executive Directors

Richard Gill has over 20 years of strategic management, research, and technology commercialization experience in the life sciences industry. He is currently President, CEO at Signet Laboratories, he is also member at Launchpad Venture Group and also serves as a Director at Neuroptix Corp. He has held top level positions in several companies, with overall operational and strategic management responsibilities and led the company's successful financing efforts. Prior to this Dr. Gill served as General Manager and Senior VP of BTG International, Inc., and helped lead the management buyout of British Technology Group plc from the British government, the firm's expansion into international markets, and its subsequent initial public offering.

Olga Fidalgo Director of Business Development in Ferrer International, has more than 15 years of industry experience as technology acquirer.

Llorenç Rafecas, CEO of Enantia, a company specialized in chemical development and production of active pharmaceutical ingredients (API), with more than 20 years experience in chemical development and production.