



Translational Medicine Applied to Oncology

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University of Pisa PhD-Plus roundtable
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Novuspharma Background and Story

- Founded in Q4 1998 as 'spin-out' of Boehringer Mannheim Italia with 40 FTE's
- Backed by Sofinnova, Atlas Ventures and 3i as their **first investment in Italy**;
 - About 16 Mi€ overall commitment; invested 14,9 by Q3 2000



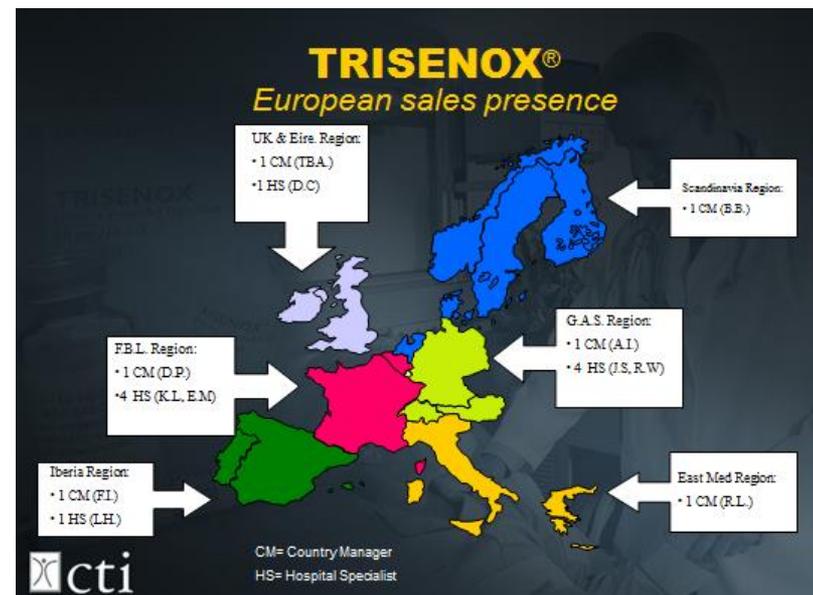
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- IPO on Italian Nuovo Mercato on November 6, 2000 with 500 Mi€ overall valuation; raised € 160 Mi cash
- VC investors
 - **Sold at IPO 450K shares and cashed 36 Mi€**
 - **Retained about 40% of company value**



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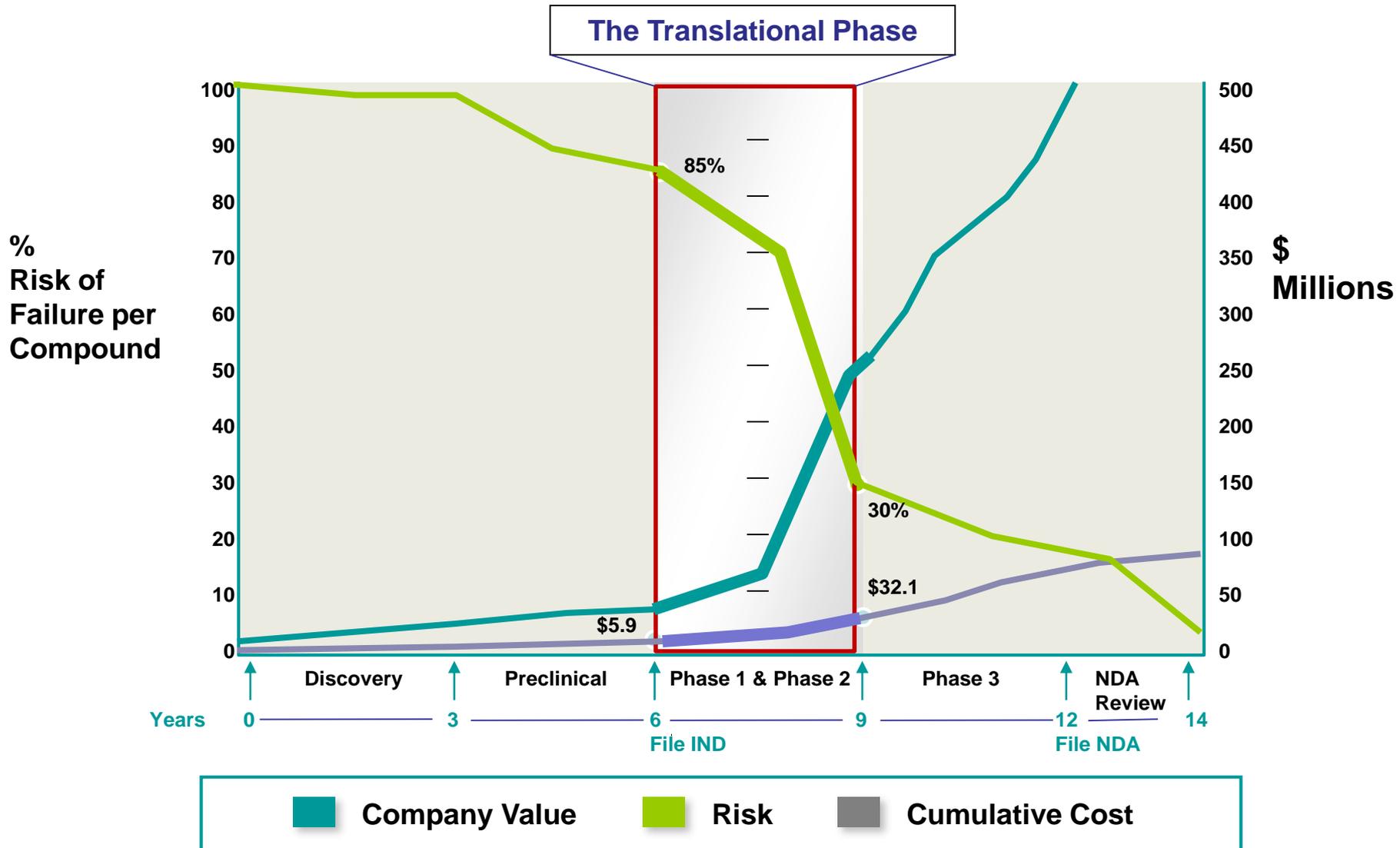
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- Merged with CTI (NASDAQ) in 2004 with still € 116 Mi cash to become a fully integrated biopharma



EOS Overview and Highlights

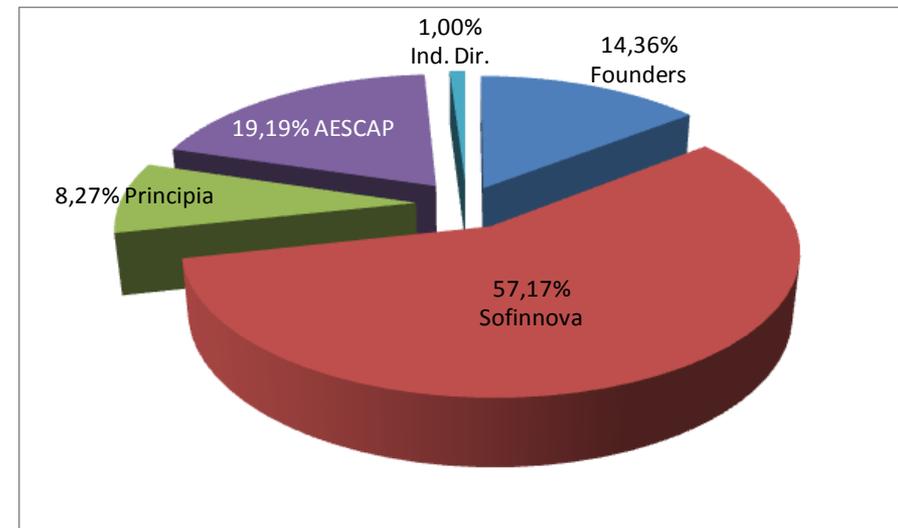
- EOS is focused on translational medicine in oncology
 - Led by serial entrepreneurs with drug development expertise;
 - Nimble internal structure with core competencies garrisoned;
- Lead program lucitanib (E-3810) has completed Phase I with safety in-line with MoA and has achieved Proof of Concept in Phase II
 - Exceptional efficacy in FGFR amplified breast cancer
- Licensed lucitanib to Servier for EU and RoW (ex US and Japan)
- EOS has been acquired by Clovis Oncology on Nov. 2013

Biotech risk/reward strategy



EOS Value Creation Chain

- Founded in 2006 and operative since 2007 through a seed financing by Sofinnova and Founders
- Raised € 25 Mi till 2013 from three investors:
 - Sofinnova (57%)
 - AESCAP Venture (19%)
 - Principia S.G.R. (8,3%)
- Exit November 19, 2013
 - US\$ 200 Mi upfront
 - Up to US\$ 200 Mi milestones

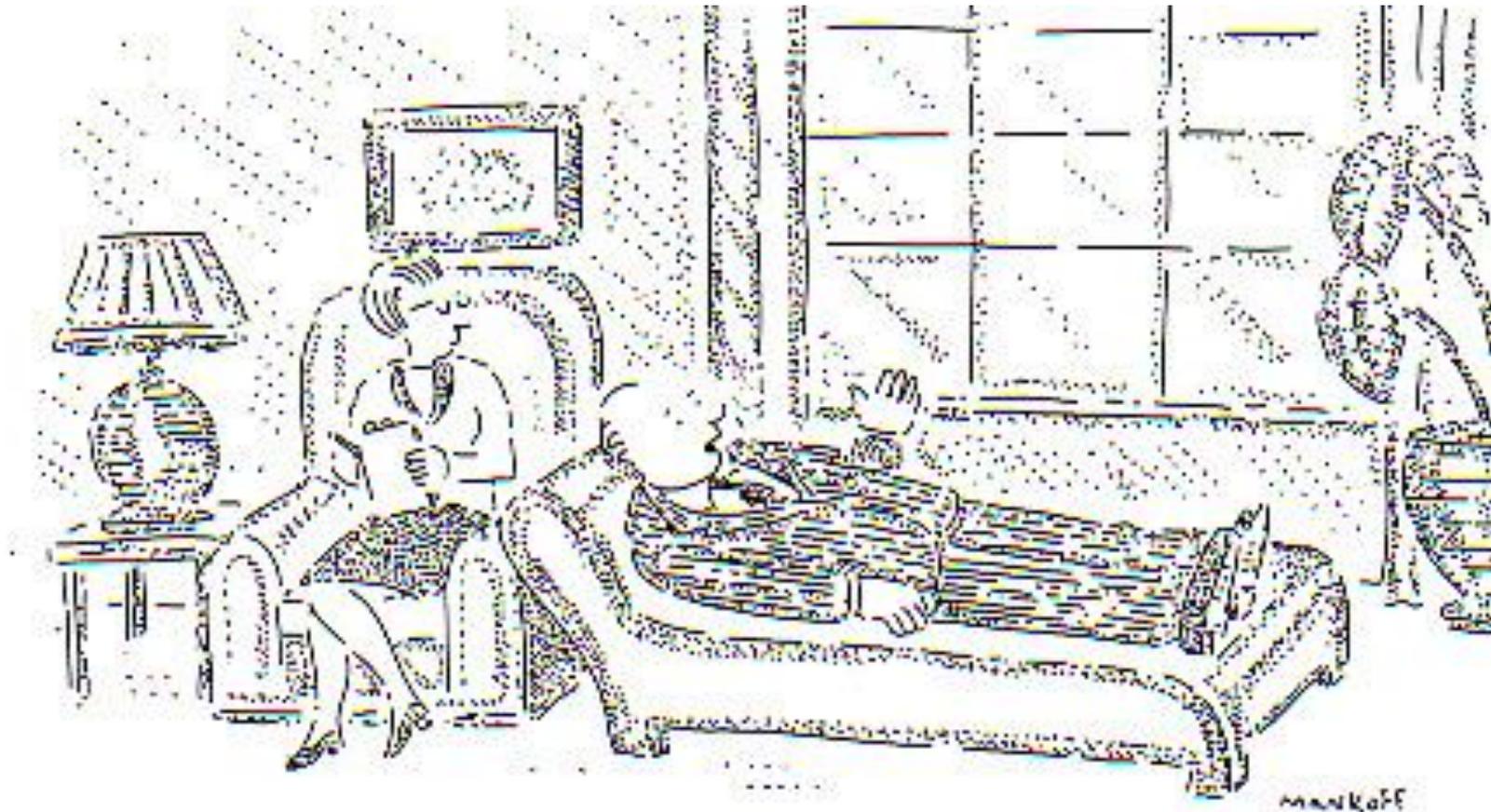


The Small Biotech CEO Negotiating with Big-Pharma



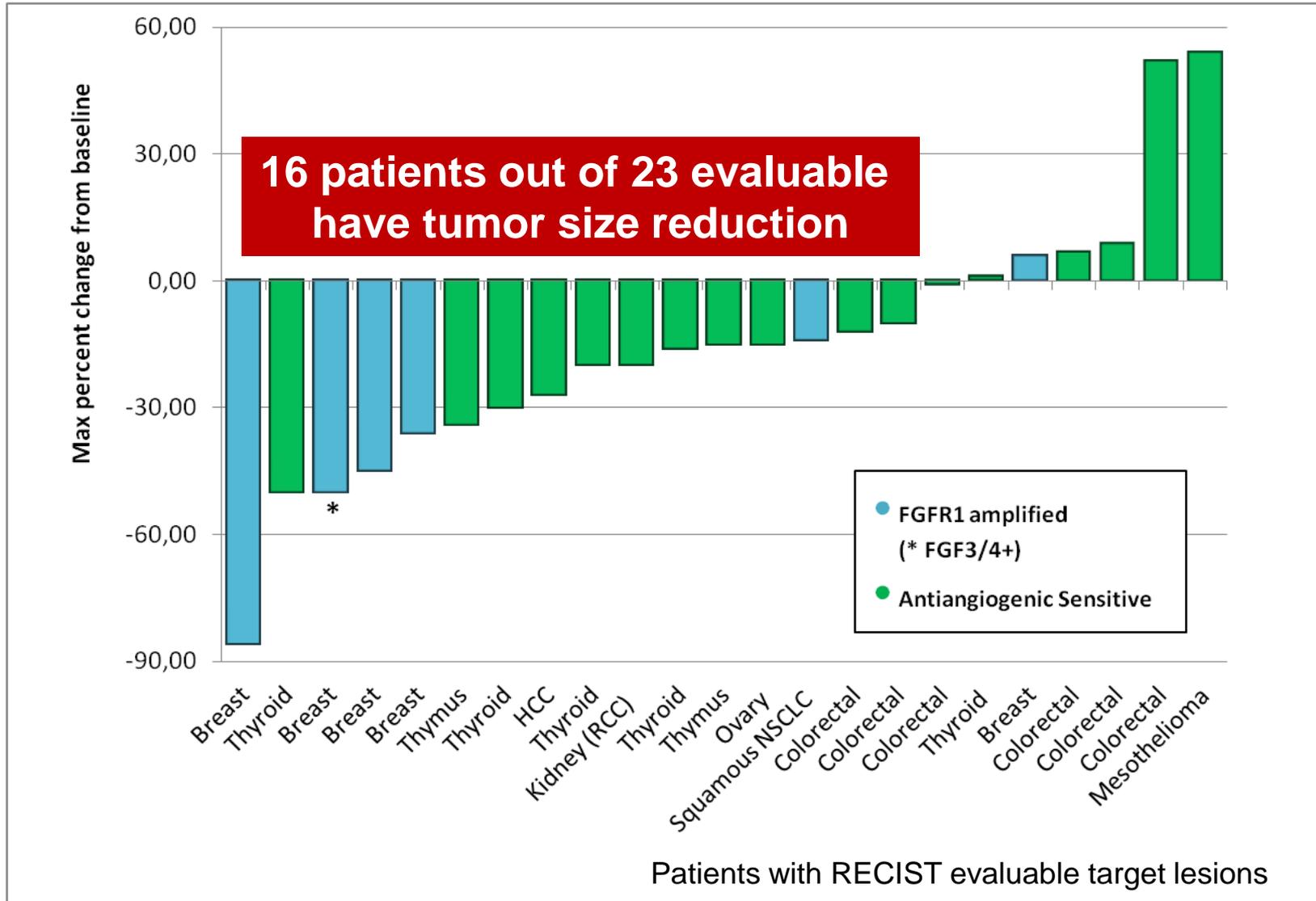
"Oh dear, I'm afraid you've backed me into a corner"

The Small Biotech CEO Negotiating With VC Board



“Right. Money isn’t everything - what’s the other thing again ?”

Phase IB and IIA: Best Response



Bioentrepreneurship: a risky business



You can accomplish everything in life, provided that you do not mind who gets the credit

Harry S Truman