

# Sourcing the best science: Panel session

Run Time: 3.30pm – 4.15pm

## **Aims & intended outcomes:**

- Review the latest approaches to deliver optimal sourcing and a global reputation for partnering.
- Establish new best practices for excellence in the sourcing of early and late-stage science.

### **Laurent Jacqueroud**

Business Development and Investment Director  
@ Cumulus Oncology

### **Nathan Lawless**

Director External Innovation @ CSL

### **Patrick Speedie**

Chief Business Officer @ Inpart

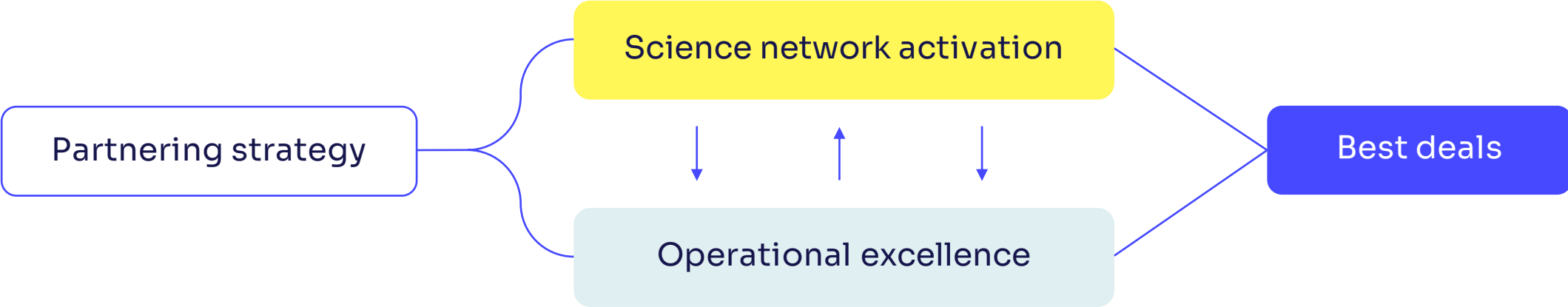
# Format and running order

- Inpart presentation (5 minutes)
- Guest presentations & discussion (15 minutes each)
- Q&A (10 minutes)



We help bring science to life

# Two key factors ensure successful execution of partnering strategies



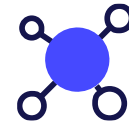
# Today, science networks activation relies on conventional practices



Asset  
Databases



Consultants  
& Advisors



Personal  
Networks



Partnering  
Conferences

# Executing a successful partnering strategy with Inpart's digital platform

**connect**

ACTIVATING THE RIGHT SCIENCE NETWORK

An efficient way to reach your industry that is targeted, scalable, and continuous.

The diagram shows the Inpart Network funnel with three stages: Visibility, Engagement, and Introductions. To the left, a bracket groups three metrics: 20,000+ Registered members, 9,000+ Assets by members, and 32,000+ Assets in the database.

Metric	Value
Registered members	20,000+
Assets by members	9,000+
Assets in the database	32,000+

Funnel stages:

- Visibility
- Engagement
- Introductions

**deal**

ACHIEVING LEAN PARTNERING OPERATIONS & ALIGNMENT

Structured and reliable data leads to better alignment, ROI, and decision making.

The flowchart shows a seven-step process: Search, Triage, CDA, Evaluation, Due Diligence, Negotiation, and Alliances. A bracket underlines the first five steps, leading to a box labeled 'Centralized & automated information -> Team Efficiency'.

Process steps:

- Search
- Triage
- CDA
- Evaluation
- Due Diligence
- Negotiation
- Alliances

Outcome: Centralized & automated information -> Team Efficiency

# Activating the right science networks

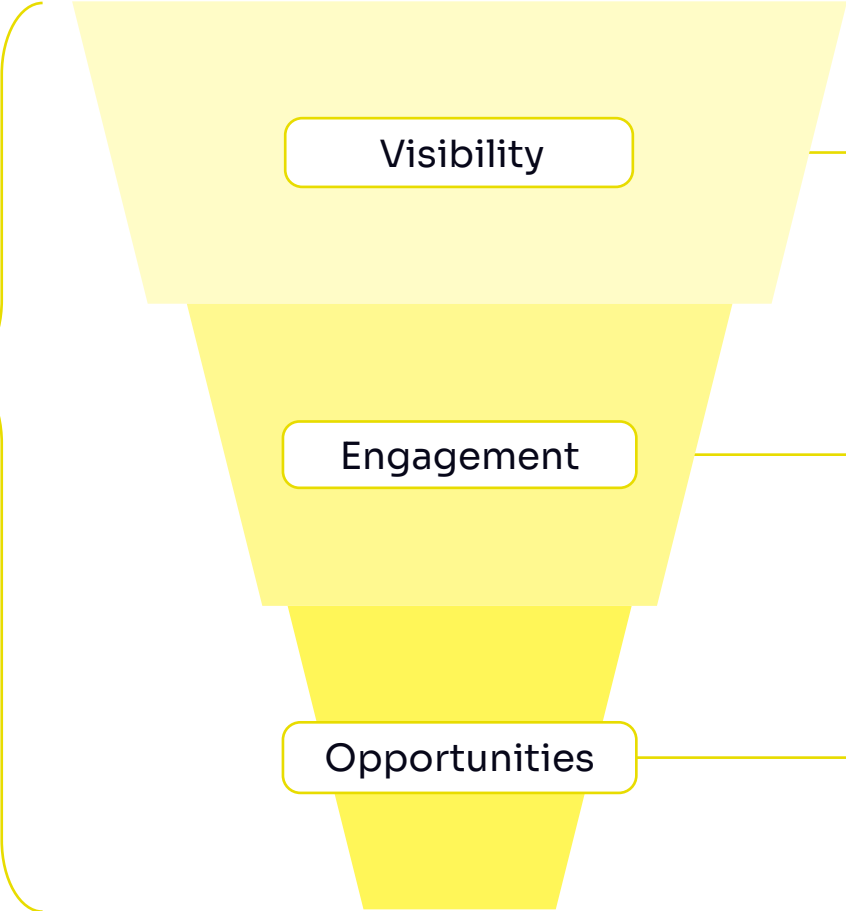
An efficient way to reach your industry that is targeted, scalable, and continuous.

Connect Enterprise *New*

**Inpart Network**

- 20,000+ Registered members
- 9,000+ Assets by members
- 32,000+ Assets in the database

- Find leads traditional databases miss
- Improve reputation with targeted networks



**connect galleries**

- Showcase your research interests
- Get refined & filtered submissions
- Communicate consistently

**connect campaigns**

- Launch targeted campaigns
- Proactively engage with your industry
- Get introduced to potential partners

**deal**

- Centralize & triage all opportunities
- Collaborate with internal teams
- Integrate tools & conferences

**emani** Bold Science Improving People's Lives

Welcome to the Emani Open Innovation Gallery

Discover curated partnering opportunities for your pipeline. Spend less time on outreach through a scalable scouting solution.

**Ongoing Industry Calls for Opportunities**

- Precision Genetic Editing for Disease Eradication
- Seeking Biotechnology Solutions for Pest Control in Corn, Cotton and Soybean Plants
- Seeking Novel Drugs to Treat Autoimmune Diseases - Portal Route Example

Click to submit your innovation to our Open Innovation Portal.

Powered by **inpart**

**Industry Calls for Opportunity**

Seeking Biotechnology Solutions for Pest Control in Corn, Cotton and Soybean Plants

**New Submission**

Submit a submission

Categories: Technology, Academic Profile, Research Project

Submission title: [Text input field]

Details: [Text input field]

**Campaigns**

Discover curated partnering opportunities for your pipeline. Spend less time on outreach through a scalable scouting solution.

**Initiatives**

- Ongoing: Innovative academic research for diabetes Q1 2023
- Ongoing: New modalities and drug deliv
- Ongoing: Novel targets and treatments in Onc
- Draft: Open Innovation

**Leads from Connect Gallery**

- CF-1532 Out-licen
- Respiratory Disease
- Out-licensing

**Leads from Connect Campaign (respiratory)**

- Respiratory Disease
- Oncology

**Leads from website**

- Series B Investme
- Org



A microscopic view of several orange-colored cells with a textured, porous surface. The cells are arranged in a cluster, with one large cell in the center and several smaller ones around it. The background is a solid red color. In the top left corner, there is a red square containing the white text 'CSL'.

**CSL**

**CSL's RAI Program**

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# CSL at a Glance



**Countries** of operations  
around the world

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**Billion** in annual revenue

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**Billion** in R&D investments in the last  
5 years to advance product pipeline

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**Employees** around the world

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**R&D** employees

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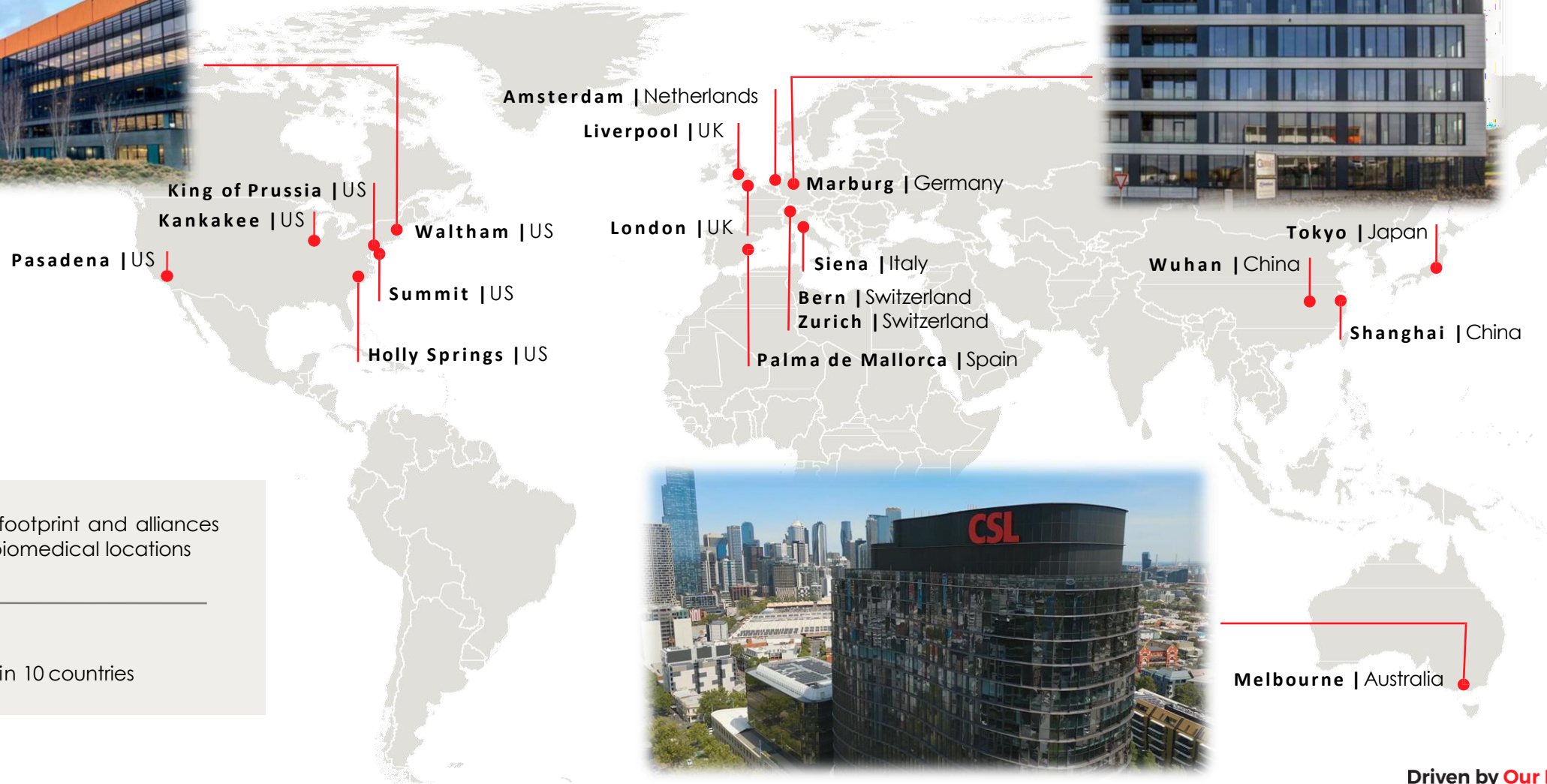


**Plasma collection** centres across  
China, Europe and North America

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# Our CSL R&D Footprint - Key Global R&D Locations



Expanding footprint and alliances in leading biomedical locations centres

**>2,000+** employees in 10 countries

# Top 25 Biotech Companies of 2024

Rank	Company	Ticker Symbol	Market Cap (US\$ Billion)
1	Novo Nordisk	NOVO-B (CPH)	430.96
2	Thermo Fisher Scientific	TMO (NASD)	189.20
3	Amgen	AMGN (NASD)	143.98
4	Gilead Sciences Inc	GILD (NASD)	98.41
5	Regeneron Pharmaceuticals	REGN (NASD)	91.51
6	Vertex Pharmaceuticals	VRTX (NASD)	90.24
<b>7</b>	<b>CSL Ltd</b>	<b>CSL (ASX)</b>	<b>84.82</b>
8	Chugai Pharmaceutical	4519 (TOKYO SE)	60.86
9	Daiichi Sankyo	4568 (TOKYO SE)	54.33
10	Seagan	SGEN (NASD)	41.31
11	Jiangsu Hengrui Medicine Co Ltd	600276 (SHSE)	40.59
12	Samsung Biologics	207940 (KRX KE)	38.31
13	Agilent Technologies	A (NYSE)	37.16
14	Sun Pharmaceutical Industries	SUNPHARMA (NSE)	35.54
15	Biogen	BIIB (NASD)	34.68
16	WuXi App Tec	603259 (SSEC)	31.46
17	Moderna	MRAN (NASD)	30.61
18	Lonza	LONN (SWX)	27.77
19	Argenx	ARGX (NASD ENX)	26.79
20	BioNTech	BNTX (NASD)	24.79

# CSL's Research Acceleration Initiative

Objective: to build relationships with entrepreneurial researchers and fastrack discovery of innovative medicines that address unmet needs

Why? Early collaborations with high quality academic partners are key to building a sustainable pipeline

CSL's RAI provides a differentiated approach to partnering:

- ✓ Up to USD \$400,000 funding over 2 years
- ✓ CSL scientific champion assigned to each project
- ✓ Focused on early-stage projects
- ✓ Simple and fast 300-word initial application
- ✓ Clear and transparent timelines



## CSL Research Acceleration Initiative

Seeking Expressions of Interest from Research Organizations






CSL is a leading global biotech company that develops and delivers innovative biotherapies to help people living with life-threatening medical conditions live full lives.

CSL's **Research Acceleration Initiative** aims to fast-track discovery of innovative biotherapies through partnerships between CSL and global research organizations. These partnerships provide funding and access to industry experts for scientists working on novel biotherapeutic strategies in CSL's therapeutic areas.

**Expressions of interest** are sought from Business Development / Commercialization representatives across global research organizations that wish to participate in the 2024 CSL Research Acceleration Initiative.

The 2024 Research Acceleration Initiative will focus on innovative research projects that address unmet medical needs and are aligned with CSL's **Therapeutic Areas** and scientific **Platforms**:

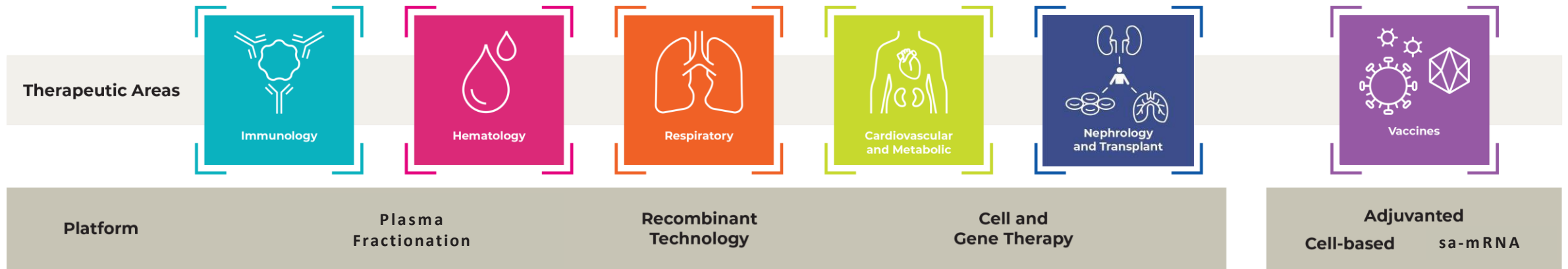
**WHY COLLABORATE WITH CSL?**

-  **Global capabilities** on your doorstep.
-  **Work** with one of the world's leading biotech companies.
-  **Funding** for successful proposals.
-  **Access** to commercial R&D, clinical, intellectual property, marketing and manufacturing expertise.
-  **Accelerate** translation of your research to deliver new therapies to patients.



To register your research organisation please email [RAI@csl.com.au](mailto:RAI@csl.com.au) by 15<sup>th</sup> December 2023

# CSL's Core Therapeutic Areas & Platforms





## Immunology



## Core interests for early stage partnering

### Novel targets or best-in-class biologic therapeutics addressing:

1. B cell and plasma cell depletion or inhibition
2. T cell modulation, immune checkpoint agonism or co-stimulatory antagonism, Regulatory T cell stimulation or Tolerance
3. Modulation of cytokines, chemokines and immune super family members (e.g., TNF, IL-1, other) , particularly approaches enabling multi-pathway inhibition
4. Depletion/modulation of innate immune effector cells

### Autoimmune diseases:

Inflammatory Idiopathic Myopathies including Dermatomyositis, Primary Sjögren's Syndrome, Systemic Sclerosis

### Not of interest:

Target discovery campaigns or platforms, intracellular targets, complement inhibition





# Hematology



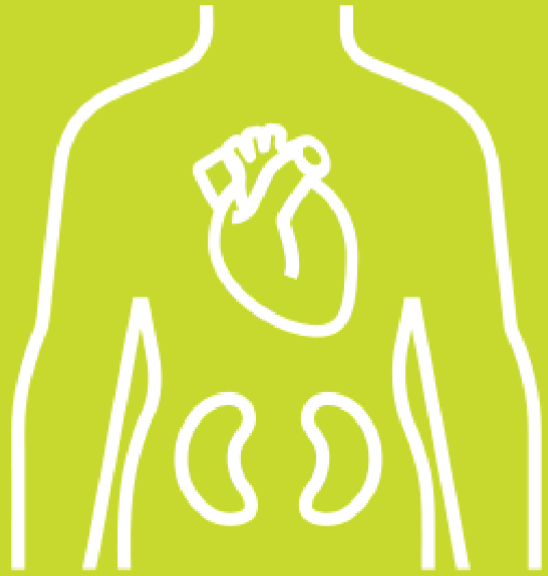
## Core interests for early stage partnering

### Acute thrombotic conditions (macro- and micro-circulation)

1. Novel biologic therapies for targeted fibrinolysis/thrombolysis in acute thrombosis (ischemic stroke, pulmonary embolism)
2. Novel biologic therapies to treat and prevent microvascular thrombosis and endotheliopathies (e.g. TMAs, APS and DIC)

### Benign hematology adjacencies

1. Novel biologic therapies for the treatment of anemias
2. Novel biologic therapies to treat bone marrow disorders



## Cardiovascular and Metabolic



## Core interests for early stage partnering

### **Atherosclerotic plaque stabilization in high-risk patient groups**

Novel targets or biologic therapies to prevent atherosclerotic plaque rupture/erosion and Major Adverse Cardiovascular Events (MACE)

### **Homozygous familial hypercholesterolemia**

Gene therapy approaches

### **Myocarditis**

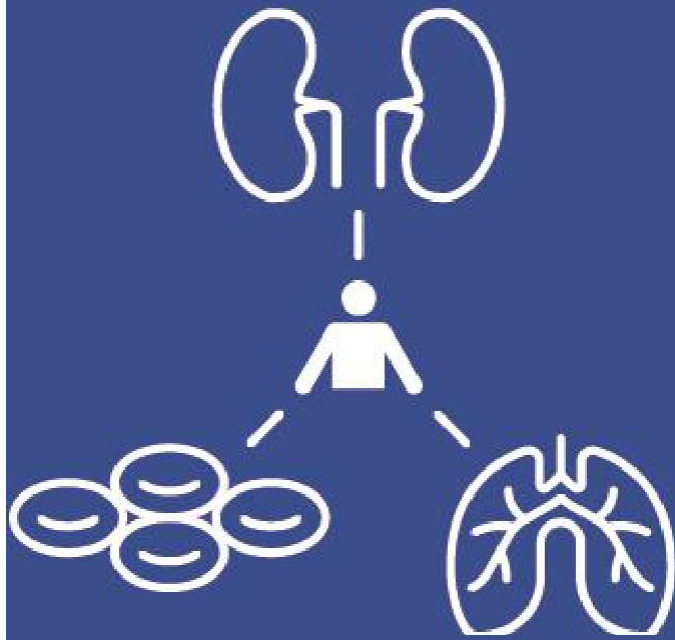
Novel targets or biologic therapies for immune checkpoint inhibitor myocarditis

Biomarker approaches for patient stratification

### **Inflammatory cardiomyopathies**

Novel targets or biologic therapies for inflammatory cardiomyopathies

Biomarker approaches for patient stratification



# Nephrology and Transplant



## Core interests for early stage partnering

### **Acute and chronic solid organ transplant rejection (kidney/lung) therapies**

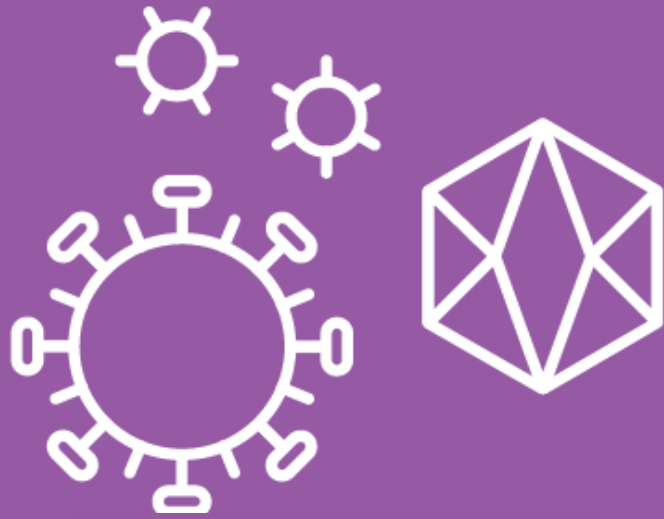
Novel biologic therapies or targets to prevent or treat acute and chronic solid organ transplant rejection of the kidney and lung

### **Chronic graft versus host disease (GvHD)**

Novel biologic therapies for the treatment and prevention of chronic GvHD

### **Tolerance for organ transplant rejection**

Novel biologic therapies for the induction of tolerance to prevent or treat organ transplant rejection



# Vaccines



## Core interests for early stage partnering

### Respiratory vaccines

1. New antigenic targets (epitopes or combinations)
2. Methods (e.g. AI/machine learning) to predict respiratory viral evolution/pathogenicity to inform vaccine development

### New vaccine targets

Development of novel targets/approaches for any infectious disease

### RNA delivery and therapeutics

1. RNA delivery, enhanced stability, route of administration and/or expression strategies
2. mRNA-encoded protein therapies encompassing cellular targeting technologies

### Immune mechanisms

Understanding innate and adaptive responses to vaccines



## Cell & Gene Therapy



# Core interests for early stage partnering

## Gene editing / genomics

1. Improve insertional editing efficiencies *in vivo*
2. Genetic elements enhancing regulation of cells of the immune system (e.g. promoters and enhancers)

## In vivo Delivery

1. Delivering nucleic acid templates for insertional gene editing
2. Targeting moiety for HSCs

## GT safety

Technologies that minimize SAEs from insertional gene editing

## Areas not of interest

- Oncology (including hematological malignancies)
- *Ex vivo* cell therapy



## Plasma Protein Research



## Core interests for early stage partnering

### Novel plasma therapeutic candidates

1. Seeking plasma candidates aligned with CSL's therapeutic areas
2. CSL can provide native human plasma proteins ( $\geq \mu\text{g/L}$  plasma concentration) for preclinical proof-of-concept studies

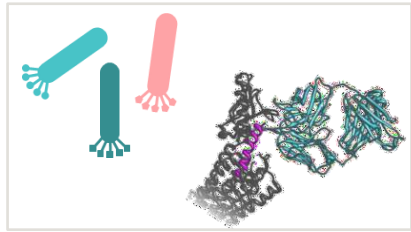
### Novel association of plasma protein function with disease

1. Based on healthy and patient clinical data sets aligned with CSL's therapeutic areas, or
2. Access to patient data sets with corresponding clinical data to enable association studies to be performed

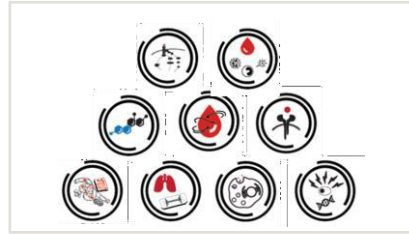
### Novel methods for plasma protein purification

Protein purification systems capable of targeted purification from plasma with high purity at research scale (methods translatable to manufacturing scale will be prioritized)

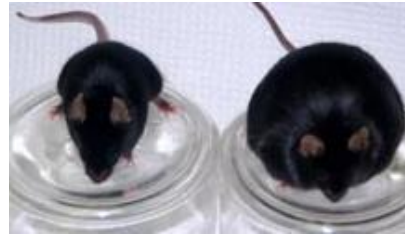
# Capabilities from Discovery to Patients



Antibody Discovery and Protein Engineering



In vitro pharmacology



Animal Models of Disease



Toxicology & Product Development



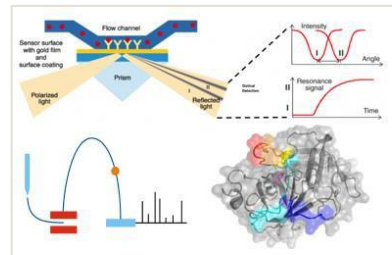
Patients

## R&D CAPABILITIES

## CLINICAL CAPABILITIES



Protein production and purification



Analytical Biochemistry



Translational Medicine & Data Science



Phase I-III/Launch Manufacturing

# Benefits of collaborating with CSL



Global capabilities on your doorstep



Work with one of the world's leading biotech companies



Funding for successful proposals



Access to commercial, R&D, clinical, intellectual property, marketing and manufacturing expertise



Accelerate translation of your research to deliver new therapies



30+ new partnerships established via the Research Acceleration Initiative since 2019



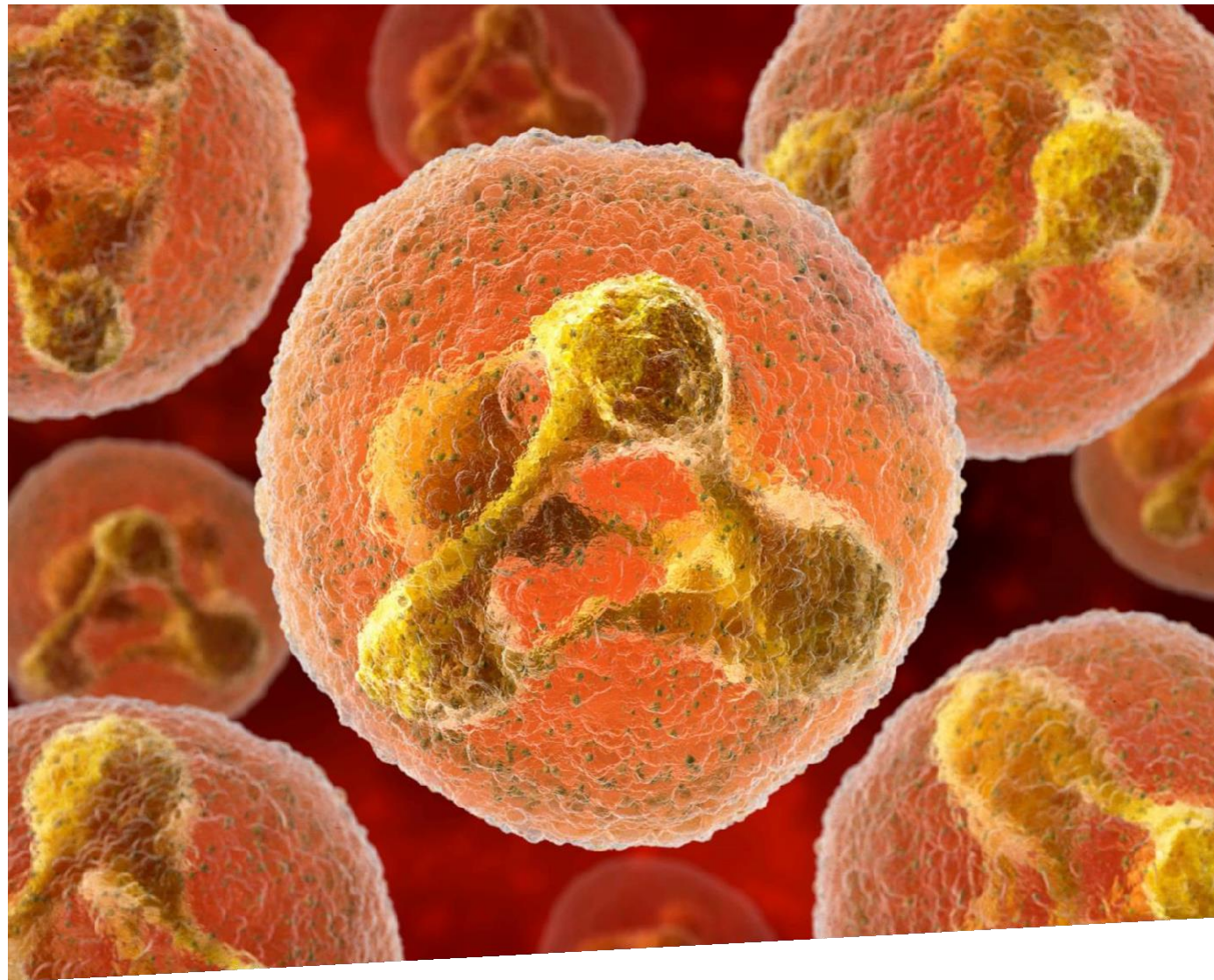
>200 active Research collaborations

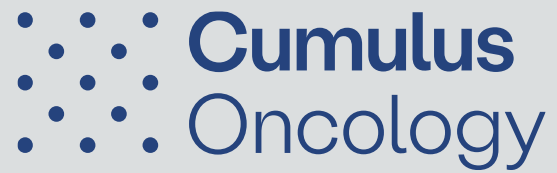


200+ scientific papers published with our collaborators since 2020



THANK YOU

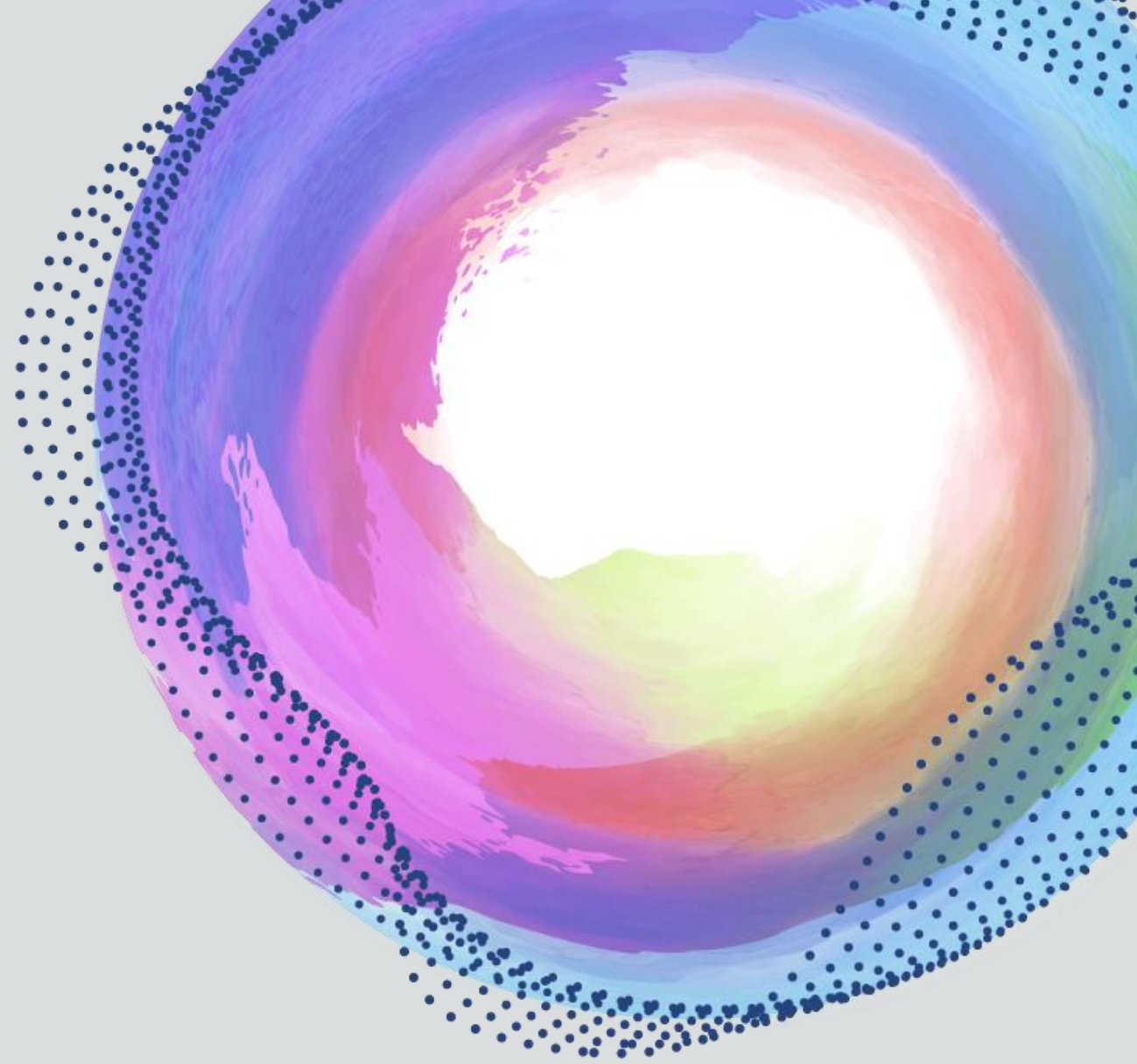




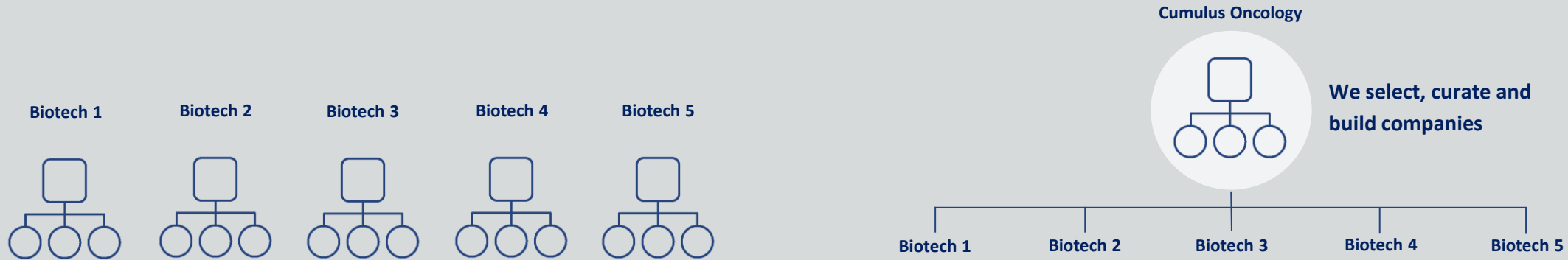
# Cumulus Oncology

Non confidential overview

**Inpart Panel discussion**  
**Sept 2024**



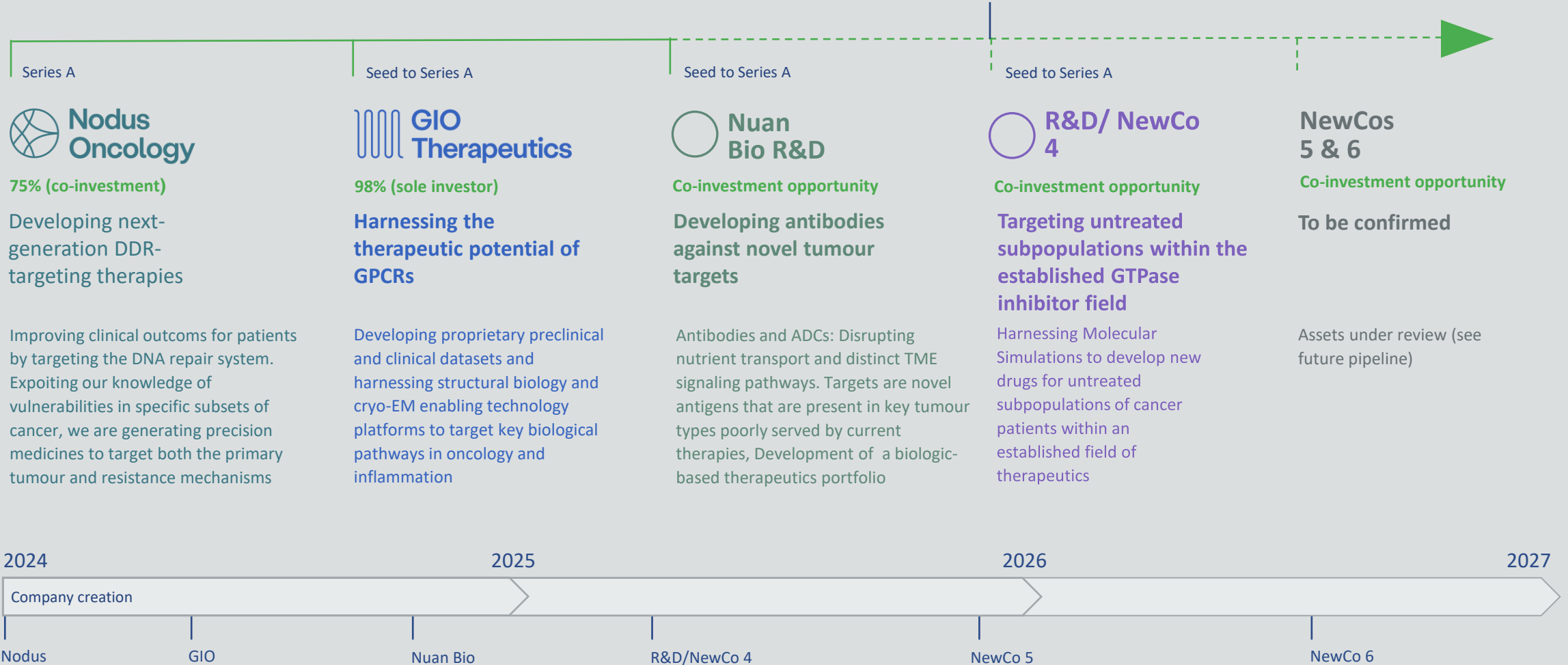
# Cumulus: An alternative paradigm in the biotech sector



- Investors “all in” with each given company
- Company success tied to success of projects (‘killing’ projects may become counter intuitive)
- High risk reward ratio







- Only spin out when key scientific and market parameter reached. Can ‘kill’ quick at ‘topco’ level without too much capital being risked
- Risk spreading (number of companies & via portfolio approach of each company)
- High risk/reward ratio benefit from spin outs. Investors have a share in both ‘topco’ and the spin outs (via Cumulus shareholding).

# Where we've got to to date – Diversification





# Current portfolio overview– Diversification

	Discovery	Lead Optimisation	Next milestone/timing
<b>Nodus Oncology</b>			
PARGi (+ve POC data)			Candidate – 4Q24 (will be achieved)
NOD-XXX (highly potent replication stress inducer)			Lead Optimisation – 2Q25
<b>GIO Therapeutics</b>			
GPR68i (oncology and inflammation)			Lead optimisation – 2Q25
Second target (validation ongoing)			Lead optimisation - 4Q25
<b>NuanBio</b>			
3 cell surface targets (two amendable to an ADC format)			Target validation – 4Q24
Cumulus asset curation			
Novel GTPase target (University of Eastern Finland. Super-computer aided molecular simulations)			Lead optimisation – 2Q25

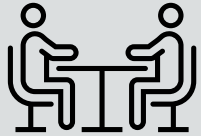
# The model is gaining momentum

Multiple companies creating value



# Sourcing as a biotech

## Sourcing qualitative assets



Partnering events



Personal network



Preferred partners



Open innovation platforms

Inpart campaign

- Unmet medical need and data drive the decision making
- Important to have a diverse network:
  - Not only asset providers such as TTOs, Biotech, Pharma but also VCs to access their portfolio companies
  - Different levels on the corporate ladder
- Your financials may drive the stage of the asset
- Ex of successful strategic collaboration which may lead to DF

**Cumulus Oncology and leadXpro Achieve Critical Milestone in GPR68 Drug Discovery Project**

Small Molecules Identified for Therapeutic Intervention in Oncology and Inflammation

# Being sourced by VC or Pharma



## Visibility and proactive scouting

### Leveraging:

- Partnering conferences
- Scientific conferences
- LinkedIn news feed

Early assessment of mutual fit reduces the attrition rate and ponderous DD process



## Undo reverse the DD process

### Homework on VC/pharma:

- Smart capital
- Follow up investment
- Commercialization channels

Preparing for the same level of DD scrutiny we apply to our dealmaking decisions

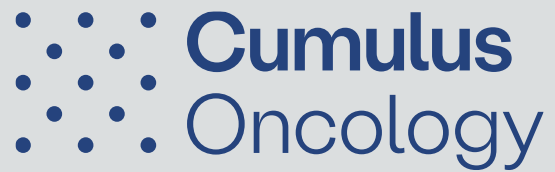


## New ways of deal making?

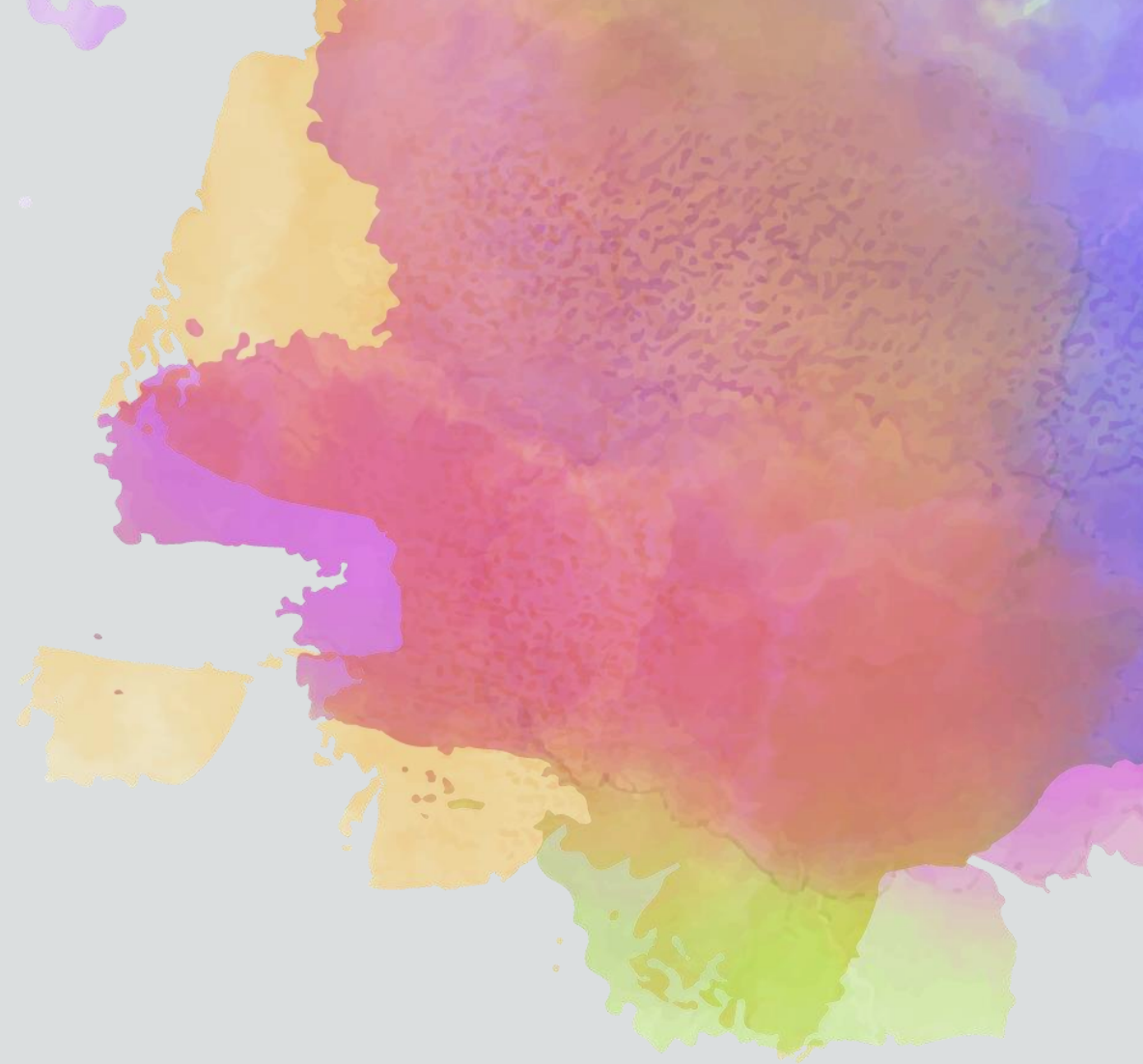
Explore alternative deal options.

Could there be innovation in dealmaking ?





# Driving Oncology Innovation



# Coffee & Cake

