

BIO WORLD[®]

20 YEARS OF BIOTECH NEWS AND ANALYSIS

SPECIAL REPRINT

THE FUTURE IS HERE

Who Will Shape Biotech Over the Next 20 Years? BioWorld Says...

Trying to guess who will emerge as the movers and shakers of the biotech industry over the next 20 years is akin to trying to find a needle in a giant stack of ... needles. The sector has grown and expanded since its early days thanks to the tireless and inspiring work of so many. And even more executives, investors and scientists are stepping up every day, leaving the BioWorld staff with the unenviable task of narrowing down to a handful the people we think will influence biotech over the next 20 years. We considered the current trends in deal-making, the changing financing models and the latest scientific breakthroughs, and we sought some outside nominations to help us get a sense of the big players in biotech today whose influences could easily stretch across the next two decades and beyond.

Some on this list will seem no-brainers. Others will raise some eyebrows. Regardless, this opinionated list is a personal one to BioWorld and is certainly not intended to be all-inclusive. If you think we've left out someone, let us know.

In the meantime, here are, in no particular order, our predictions for the future. Join us in 2030, and we can see how well we've done.

FINANCIERS



Clarke Futch

He's the co-founder and managing director at Cowen Healthcare Royalty Partners. He previously served as a partner at Paul Capital Partners, where he led royalty-related investments for the Paul Royalty Funds. He helped pioneer the use of securitization with pharmaceutical royalties as a means of alternative — and flexible — biotech financing and, over the past two

years, has helped raise nearly \$2 billion dedicated to the royalty finance market. He joined CHRP along with co-founder Todd Davis and Gregory Brown, all of whom were lured to Cowen from Paul Capital and had worked as a team on royalty-based investments.



Daphne Zohar

Her name is synonymous with innovation. Her venture firm, Puretech,

bridges the so-called “valley of death,” meeting with academics to identify promising early stage technologies and funding them to the point of licensing or company creation. She started Solace Pharmaceuticals Inc., Follia Inc., Satori Pharmaceuticals Inc. and many others, but one of her most ambitious and creative projects to date is Enlight Biosciences LLC. Enlight arose from Puretech's realization that big pharma was in-

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tensely interested in new academic technologies that could aid drug discovery, even if venture investors had little appetite for funding such endeavors. Zohar brought together Pfizer Inc., Merck & Co. Inc., Eli Lilly and Co., Johnson and Johnson, Abbott and Novartis AG in a precompetitive partnership that funds those technologies. Such precompetitive deals are said to be the wave of the future, and Zohar is riding the crest of that wave.

Francesco De Rubertis

He's a partner at Index Ventures, a UK- and European-based VC firm that has been breaking the mold for biotech investing and dealmaking for the past several years. De Rubertis helped secure the impressive \$190 million Phase I-stage deal between private Dutch biotech PanGenetics BV and Abbott, and is a fan of asset-centric investment models, which are designed to get new compounds into the industry without having to fund whole companies. He's also focused on funding much-needed early stage investments and public equities, and his name is sure to be a staple in the European venture community for years to come.

Robert (Bob) More

Though you'd never know it from his humble persona, More is one of the venture guys every biotech wants to have on its board. Prior to joining Frazier Healthcare Ventures

two years ago, More spent 12 years with Domain Associates. He was involved with investments in ESP Pharma Inc. (acquired by PDL BioPharma Inc.), Esprit Pharma Inc. (acquired by Allergan Inc.), Novalar Pharmaceuticals Inc. (gained FDA approval) and many others. But plenty of VCs offer experience — what More adds is an uncommon dose of common sense. Biotechs report that he's one of the few investors who starts a company by asking why it deserves to exist rather than just whether or not he can make money off of it. And while More doesn't shy away from giving portfolio companies a reality check, he's a true believer in biotech's potential. We can't wait to see what he funds next.

Activist Shareholders

They are already leaving an imprint on biotech. Billionaire investor **Carl Icahn** has pushed through some of the biggest acquisition deals of the past few years, such as ImClone Systems Inc.'s \$6.5 billion buyout by Eli Lilly and Co. and MedImmune Inc.'s \$15.2 billion takeout by AstraZeneca plc, and he continues to push companies via not-so-subtle approaches (i.e., proxy fights and aggressive grabs for board seats) to do what's best for shareholders. Whether that pushing is good or bad for the industry is debatable; but, if there's money to be made in biotech, Icahn's not going away any time soon. Also raising

the profile of activist investors is Biotechnology Value Fund. Partners **Mark Lampert, Oleg Nodelman** and **Matthew Perry** have been putting the pressure on portfolio firms that fail to act quickly after clinical failures and waste cash reserves rather than returning money to shareholders. After all, they say, more money returned to shareholders means more money to invest in a new, promising biotech venture.

Bill Gates



He and his wife started the Bill & Melinda Gates Foundation, which has provided a substantial amount of funding — \$22.6 billion, in fact — over the years for translational research. In biotech circles, the Gates Foundation is best known for supporting research on HIV/AIDS, malaria, polio, childhood vaccines and neglected diseases. Now, there are even biotechs being founded specifically with the aim of targeting those diseases. Among its many initiatives is the Grand Challenges Explorations award, launched in 2008 to provide initial grants of \$100,000 two times a year for research in the area of global health, with successful projects given the opportunity to receive follow-on grants of up to \$1 million. With those kinds of programs and a globe-spanning approach, the Gates Foundation's impact on world health is just beginning. ■