Linda M. Pullan, Ph.D.

Pullan Consulting
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Over 25 years of pharmaceutical and biotech experience. In-depth understanding and proven success in drug development, and evaluation, valuation and negotiation for strategic alliances and licensing deals. Great deal sheet.

BUSINESS DEVELOPMENT EXPERIENCE

Pullan Consulting April 2006- present
Working for a variety of small and larger biotech as a business development consultant.

- Representing out-licensing efforts, coordinating out-licensing activities
- Seeking and evaluating opportunities for in-licensing
- Providing preliminary valuations, financial models for deals
- Negotiating and advising on negotiations on buy and sell side
  - Many signed deals (licenses as large as **$150MM** upfront, options, and university licenses) for Preclinical to Phase III
  - Many term sheets always in progress
- Designing partnering presentations
- Advising on strategy and processes
- Leadership recognized:
  - Author of Pullan's Pieces with thousands of confirmed subscriptions
  - Taught negotiations courses, webinars on partnering, presentations on valuations, negotiations, diligence
  - Led panels on oncology licensing, IO, ADCs, Bispecifics, and other science topics
  - Invited Speaker at BIO, BioEurope, BioEurope Spring, BioNetwork etc.
  - Served as interim CEO (Viriome, Inc.)
  - Served on Board of Directors (Aksivi, AUTM Foundation, Viriome, Paloma Pharmaceuticals, IRAD)

Kosan Biosciences, Inc., Hayward, CA Oct 2004-March 2006
Vice President, Business Development

- Responsible for all business development activities, strategy, market analysis, financial models, messaging, relationship management and negotiations
- 9 negotiations initiated, 1 subsequently signed (**$12.5MM** upfront)
- Chair committee for portfolio analysis, long-range planning
- Member of Operating Committee

Amgen Inc., Thousand Oaks, CA
Director, Oncology and Hematology Licensing 2000-2004
Associate Director, Oncology Licensing 1998-2000

- Created and led licensing team of 10 (including legal and finance) for Amgen's biggest therapeutic areas, oncology and hematology
- Generated 8 major deals and more than 10 others:
  - ➢ first clinical deal at Amgen (Ph 3, Praecis, **$100MM** upfront)
  - ➢ Ph 2/3 cancer Ab (Immunomedics, **$65MM**)
  - ➢ acquisition of kinase company Kinetix (**$170MM**), now Amgen's Boston site
  - ➢ preclinical Ab (Vanderbilt) – milestones triggered since

  - targets and drug development (Tularik, **$125MM**) – two milestones and acquisition since triggered
  - human Ab generation (Abgenix, Medarex, BioSite) – multiple milestones paid
  - drug delivery (Skye Pharma)
  - companion diagnostics (Dako and Ventana)
  - biomarkers (many)
  - IP (many
- Established review process, documents, diligence checklist now in use at Amgen
- Led identification, evaluation, valuation (market forecasts, deal terms and P&L models) and negotiations of technologies & products from targets to market
- Shaped strategy for therapeutic area, licensing, and research
  - Created monthly Therapeutic Area Leadership forum with heads of R, D, Sales and Marketing to drive strategy for all of oncology and hematology
  - Chosen to make presentations and contributions to Research reviews and strategy
  - Created, syndicated and communicated licensing strategy
- Sold value of Amgen for oncology partnering with capabilities pitches, negotiations, mass mailings, oncology licensing brochure, booths at congresses, and numerous speaking invitations

Zeneca Pharmaceuticals, Wilmington, DE
Collaborations (Licensing) Manager 1995-1998
Research Planning Analyst 1994-1995

- Led identification, evaluation and negotiations of academic and industry research collaborations
  - 4 Significant Deals
  - Established cost/value modeling for external alliances
  - Represented Zeneca at biopartnering conferences (E&Y, H&Q, Connect, Alex Brown)
- Defined neuroscience research, licensing, and hospital business strategies as part of teams
- Wrote Zeneca-wide international bioethics policy and guide
- Represented Zeneca on PhRMA Genomics Key Issues Team
- Continued to drive development strategy for clinical candidates for stroke, pain, other diseases
- Authored position papers on strategic options for senior R&D management

RESEARCH EXPERIENCE

ICI/Zeneca Pharmaceuticals and **Monsanto/Searle**
Principal Pharmacologist 1992-1994
Project Leader 1992-1993
Senior Research Pharmacologist 1988-1992
Research Biochemist 1983-1988

- Contributed to promoting 3 drugs into the clinic; 1 now >$1B sales
- Promoted to lead a team of biologists and chemists (~50 people)
  - Put a glycine antagonist into clinical development for cerebral ischemia (stroke) and pain
  - Contributed in vitro biology on Seroquel; now >$1B plus antipsychotic on market
  - *In vitro* & *in vivo* biochemistry, receptor binding, second messengers, disease models, behavior
- Represented research team as member Development Strategy Team
- Chaired Zeneca U.S. Safety Committee

PUBLICATIONS

- Produce monthly newsletter (Pullan's Pieces) on science and business for thousands of readers
- Webinars on Deal Prep, Partnering presentations, Valuation, Negotiations, What's Hot and What's Not in Oncology Licensing, Non-IO Oncology, ADCs, bispecifics, etc.
- Presented at many invited seminars and panels

- Authored 66 scientific literature publications; Editor of book <u>Neurotherapeutics: Emerging Strategies</u>
- Coauthor with VP of Research on paper on Zeneca's research strategy

EDUCATION

PhD, in Biochemistry, minor in Chemistry, University of California, Riverside, 3.8 GPA
Thesis research on enzyme isolation, kinetics, chemical modification, protein chemistry on the newly discovered carbonic anhydrase III and phosphoglucose isomerase

BS in Chemistry, University of Utah, 1978, Magna Cum Laude, 3.8 GPA

HONORS

- Reviewer for Australia's MRFF program grants
- Strategy review panel for Walter and Eliza Hall Institute
- American University Technology Managers Foundation board member
- Webinars and papers chosen by BIO to promote partnering
- Invited speaker for Keck Graduate Institute Advisory Board
- Reviewer for BioCurate incubator proposals
- Reviewer for USC start-up proposals
- Advisor for LARTA for small start-ups
- Lecturer for UCSD, UCSB on entrepreneurship, technology management
- Taught course in Norway for startups
- Taught basics of licensing course for Chinese pharmaceutical company
- Taught due diligence course for public biotech company
- Taught evaluations, valuations and negotiations for Asian company
- UCR College of Sciences Advisory Board
- Special Achievement awards at Amgen for Licensing
- Speaker on impact of new science on drug discovery for Zeneca's annual meeting, as Research Team Leader at SEROQUEL® launch meeting
- Special Achievement Award for coordinating R&D exhibits at Zeneca annual meeting
- Reviewer for Eur. J. Pharmacol.
- Two Zeneca Outstanding Achievement Awards
- Outstanding Teaching Assistant Award and Regents Fellowship from UC system
- Phi Beta Kappa, Phi Kappa Phi, ACS Analytical Chemistry Award