

## DAVID SCOTT

6 Sunnyhill Road  
Loughborough  
Leicestershire  
LE11 3NB  
England

Telephone: +44 (0)1509 239 990

E-Mail: david.scott@pharmaconsulting.co.uk

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A **Healthcare Consultant** with broadly based career background and proven skills in **deal brokering, marketing, strategic planning, finance, business development and acquisitions**. An **experienced mentor** with **board positions** at three life-science companies as well as being **Chairman of the Fiori Musicali Charitable Trust**. Previously worked as finance director in Spain. As a consultant, has closed a number of major deals for inward and outward licensing for pharmaceutical products and technologies and has undertaken Licensing training for a number of multinational pharma companies and training organisations.

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### KEY STRENGTHS

Able to **identify and pursue creative opportunities**, to **manage and motivate multidisciplinary groups**, with an ability to "**get things done**". Good **negotiator** with proven skills in identifying and **concluding licensing, collaborative and acquisition deals**. An experienced **strategic planner** with in-depth knowledge of **finance, treasury, marketing and IT**. Speaks fluent **Spanish** and with a working understanding of **French**.

### DIRECTORSHIPS

- Destiny Pharma Ltd (Commercial Director - part-time role from 1997-present)
- Biocontrol Ltd (Commercial Director - part time role from 2008-2011)
- Nemauro Ltd (Non-executive Director - part time role from 2009-present)
- Fiori Musicali Charitable Trust (Trustee since 1994, Chairman since 2008)

### SKILLS & ACHIEVEMENTS

#### Consulting:

- Worked for past 14 years on a self employed basis; over 40 clients including major global companies, European companies, biotechs, start-ups and university spin-outs.
- Activities include dealing with all aspects of inward and outward licensing of products and technologies at all stages of development, as well joint venture formation and providing general strategic advice and project management.

#### Training

- Training activities include running 1-3 day courses on licensing and on finance for SMEs
- Created and organises the successful annual "Engineering YES" business plan competition for post graduate university researchers.
- Author of a range of training manuals including the best-selling Scrip report, "Pharmaceutical Licensing - a Practical Guide to Successful Deals".

#### Mentoring:

- Over 20 years experience mentoring businesses and university staff on a voluntary basis. Includes work with Business in the Arts, MentorBank, The Royal Society of Edinburgh and Medilink as well as formal mentoring training on IBA approved workshop

**Licensing:**

- Concluded a number of national and multinational agreements covering the in-licensing or co-marketing of both products (including monoclonal antibodies) and delivery systems.
- Provided strategic licensing advice and/or concluded inward and outward license deals on behalf of a over 30 clients
- Activities include preparation of product dossiers, identification of target companies/opportunities, negotiation of outline terms, management of due diligence and negotiation teams, and project management post-completion.

**Acquisitions:**

- Experienced at undertaking due diligence reviews of acquisition candidates
- Directly involved due diligence and negotiation for pharmaceutical and horticultural acquisitions in Spain & Italy
- Played key role in negotiating a merger between two Biotech companies in 2000.
- Negotiated terms for a successful biotech acquisition in 2007

**Strategic Planning & Business Development:**

- Undertake strategic planning on behalf of a number of UK healthcare technology companies.
- Successfully managed in-house and collaborative multidisciplinary development projects through to market.
- Completed original research on the impact of patent expiry in pharmaceutical markets
- Expert financial/planning modeller.

**Finance:**

- Spent 3 years a Finance Director for Multinational's Spanish Subsidiary
- Played key role in arranging seed funding for a number of UK start-ups.
- Completed Bank of America's first interest rate swap deal in Spain.

**Marketing:**

- Prepared national marketing plans for GP and hospital products in four countries
- Four years brand management experience in the Pharmaceutical and Fertilizer markets

**PERSONAL DETAILS & EDUCATION**

Born 20th February 1950 in Exeter, England. British Nationality, married with one daughter.

1961-1968: Exeter School: 10 "O" Levels and 4 "A" Levels; Head of House; School Prefect.

1969-1972: Nottingham University: BSc (Honours) Chemistry

1972-1973: Kingston Business School (London): Postgraduate Diploma in Marketing Studies; Diploma of the Market Research Society.

2008: Secured "Certified Licensing Professional" designation

**PROFESSIONAL MEMBERSHIPS**

- Pharmaceutical Licensing Group (PLG)
- Licensing Executives Society (LES)

**PUBLICATIONS**

- Pharmaceutical Licensing - A Practical Guide to Successful Deals (Scrip Report BS986, 1998)
- Licensing Chapter of PJB/CMR Report, April 2000
- Scrip's Practical Guide To Pharmaceutical Licensing (Scrip Report BS1264, 2004)
- Pharmaceutical Licensing – a self-study guide (Scrip/Informa 2005. 2009; on-line version 2006)
- Bio-device Licensing: Strategies for success (Clinica Report CBS943, 2007)
- Best Practices in Licensing (In Touch Briefings/BTG Pharma R&D Productivity Report 2007)
- How to license pharmaceutical assets (Scrip Executive briefing, Vol 2 2008)
- Inclusion of back-up compounds in pharma licensing agreements (Les Nouvelles XLIV No 4)

## DAVID SCOTT - DETAILED CAREER HISTORY

### 1997 to date **CONSULTANT**

Undertakes business development activities, joint venture deals, equity financing and licensing for a range of clients. Activities have included successful completion of inward and outward license and collaborative deals and authorship of the Scrip best-selling report "Pharmaceutical Licensing - a Practical Guide to Successful Deals" (currently sold as a 10-module self-study course). Activities include presentations and training covering a range of licensing activities and running workshops for a number of international companies and training organisations. As part-time director of a number of Small UK-based healthcare companies provides business development, project management and licensing expertise as well as playing active role in securing equity finance.

### 1997 **EXECUTIVE DIRECTOR, CONNECT Pharma Ltd**

Spent 7 months in 1997 working full-time as Executive Director for CONNECT Pharma, a UK pharmaceutical consultancy operation.

### 1991-1996: **LICENSING MANAGER, Fisons plc**

Responsible for establishing and maintaining contacts with European-based companies to identify key contacts and to target and pursue potential inward and outward licensing opportunities/ and collaborative ventures. Involved negotiation of Heads of Agreement, management of evaluation and negotiating team, preparation of commercial forecasts and approval documentation and direct involvement in the Strategic Planning process. Also involved liaison with Country Management to identify needs and opportunities and to provide specific negotiating and related support as requested. Outward Licensing also required management of commercial and technical inputs, including preparation of a "selling" prospectus and management of interface with third party post-completion.

1987-1991: **BUSINESS DEVELOPMENT MANAGER - Fisons UK & N. Europe**  
Fisons Pharmaceutical Division. Two direct reports (secretary and Bus.Dev.Executive) and functional reports from UK and Dutch Bus.Dev.Managers. Responsible for product pipeline development for UK, Ireland, Benelux and Nordic countries with regular contact with and advice to country managers to establish a Regional Development programme. Involved strategic and business planning, acquisition studies and licensing, as well as use of outside consultants funded via self-managed development budget and managing multidisciplinary project teams to meet technical, regulatory, medical and marketing objectives on time.

### 1984-1987: **DIRECTOR FINANCE & ADMINISTRATION, Fisons Iberica S.A.**

On acquisition of a Spanish Pharmaceutical company (turnover £2 million) seconded for 3 years to rationalise finance and reporting systems, including introduction of fully integrated data processing systems and computer hardware. Responsible for 11 staff and all aspects of accounting, reporting and treasury. Key activity involved construction and move of entire company to a purpose-built greenfield site.

### 1982-1984: **STRATEGIC FINANCE MANAGER, Fisons Pharmaceutical Div.**

Analysis of major acquisition projects and preparation of Divisional Strategic Plan. Heavily involved in Spanish acquisition negotiations.

### 1980-1982: **DEPUTY CORPORATE DEVELOPMENT MGR, Fisons Pharm.Div.**

Identification, evaluation and pursuit of acquisition and licence opportunities.

### 1978-1979: **SENIOR BRAND MANAGER, Fisons Pharmaceutical Division**

Four months secondment to Salesforce then senior position marketing Ethical Pharmaceuticals in the UK.

### 1976-1978: **CORPORATE PLANNING EXECUTIVE, Fisons Group.**

Financial and strategic planning, acquisition appraisals and budget monitoring covering a wide range of business sectors. Seen as a "career development" role.

### 1973-1975: **PRODUCT ASSISTANT, Fisons Fertilizer Division.**

Undertook marketing activities for fertilizers and industrial chemicals (UK and export).