

DAVID SCOTT

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I am a **Licensing & Business Development Consultant** with broadly based career 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 former **Chairman of the Fiori Musicali Charitable Trust** and **Governor of Loughborough college**. As a consultant, I support companies in their licensing activities over the past 22 years and have closed a number of major deals for inward and outward licensing for pharmaceutical products and technologies and undertake Licensing & Business Development training for multinational pharmaceutical companies and training organisations. I founded and ran Engineering YES, a business plan training competition for University researchers. Previously worked in marketing, corporate development in the UK and as a finance director in Spain.

KEY STRENGTHS

I am an experienced strategic planner with in-depth knowledge of finance, treasury, marketing and IT. I can identify and pursue creative opportunities, manage and motivate multidisciplinary groups, and have an ability to "get things done". I am a good negotiator with proven skills in identifying and concluding licensing, collaborative and acquisition deals. I speak good Spanish.

DIRECTORSHIPS etc.

- Destiny Pharma Ltd (Commercial Director - part-time role from 1997-2017)
- Biocontrol Ltd (Commercial Director - part time role from 2008-2011)
- Nemaaura Ltd (Non-executive Director from 2009-present)
- CONNECT Pharma Ltd – Executive Director 1997
- Fisons Iberica SA– Director Finance & Administration 1984-7
- Fiori Musicali Charitable Trust (Trustee from 1994-2018, Chairman from 2008-12)
- Certified Licensing Professionals (Member Marketing & Outreach Committee 2011-2015)
- Loughborough College (Member Board of Governors 2015-2018)
- Governor of Robert Bakewell (1980-83) and Booth Wood (1996-98) primary schools

PERSONAL DETAILS & EDUCATION

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

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

1969-1972: Nottingham University: BSc (Honours) Chemistry; member of Union Council

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)

INTERESTS

Cycling, music, gardening, walking, painting. President of the Rotary Club of Loughborough Beacon 2017-18

CAREER

Freelance Consultant: 1997-present

I have worked with over 40 clients including major global pharmaceutical companies, European companies, biotechs, start-ups and university spin-outs and have successfully concluded a number of national and multinational agreements covering the in- and out-licensing of both products and technologies, as well as establishing a joint venture business.

Current activities include dealing with all aspects of inward and outward licensing of products and technologies (preparation of dossiers, product valuation, targeting partners, negotiation and due diligence) as well joint venture formation and providing general strategic advice and project management. I am a skilled Excel modeller and have prepared detailed business plan models for a number of companies. I also prepared national marketing plans for pharmaceutical products in four countries. I have been directly involved with securing equity financing for SMEs as well as a successful reverse takeover (of BioControl into what is now Ampliphi Biosciences) and negotiated the sale of Rosanto to York Pharma. As A Director of Destiny Pharma, I was a member of the team that achieved a successful AIM listing in 2017.

Training activities include running 1-3 day courses on licensing and business development as well as mentoring. These include C.E.L.forpharma's Pharmaceutical Out-licensing Course, workshops at international conferences and in-house courses for multinational companies. I have written a range of training manuals including the best-selling Scrip report, "A Practical Guide to Pharmaceutical Licensing".

In 2009 I created and continue to manage Engineering YES, a voluntary organisation delivering 3-day business plan training competitions for University based engineering researchers which was Highly Commended at the 2011 National Enterprise Educator Awards.

CONNECT Pharma Ltd – 1997

I worked on a sub-contract basis and then full-time for 7 months as Executive Director for this UK pharmaceutical consultancy operation before leaving to set up my own business.

Fisons plc – 1973-1996

I spent 22 years working in a variety of roles, starting in Marketing in the company's Fertilizer Division before moving into Corporate Planning, where a key achievement was completion of a comprehensive review of patent expiry strategies in the pharmaceutical sector.

From 1979 I worked in the Pharmaceutical Division, in Marketing and then in Corporate Development/Strategic Finance. Key achievements included development in 1982 of a PC-based five-year corporate strategic plan and negotiation and due diligence for a number of successful acquisitions. One of these, Roncales SA, became Fisons' Spanish subsidiary in 1984 and I was seconded as Finance and Administration Director. I installed new IT and management systems and was heavily involved in the construction and relocation of offices and manufacturing facilities to a greenfield site. As part of treasury activities I negotiated and concluded Bank of America's first interest rate swap deal in Spain.

Returning to the UK in 1987 as Business Development Manager for Northern Europe I liaised with management teams from eight countries and secured a number of in-licenses as well as successfully managing twelve in-house development programmes. As Licensing Manager from 1991-1995 I successfully identified and negotiated a variety of major licensing and collaboration agreements. Fisons was acquired in 1995 by Rhone Poulenc and I chose to take redundancy.

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 (Informa 2005. on-line 2006 rev. 2009, 2014 & 2017)
- 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)