

Corporate Presentation Q3 2010

Afandin Pty Ltd

- ❑ Established January 2007
- ❑ Founders:
 - ❑ Ian Nisbet and Anthony Filippis
- ❑ Biotechnology / life sciences focus
- ❑ Melbourne-based
 - ❑ Local presence; International perspective

Founders experience

Ian Nisbet, PhD – positions held

- ❑ CEO and Managing Director
 - ❑ Xenome Ltd
 - ❑ Meditech Research Ltd
- ❑ Board member
 - ❑ Verva Pharmaceuticals Ltd (Chairman)
 - ❑ Velacor Pty Ltd (NED)
 - ❑ Ambri Ltd (NED)
- ❑ Board advisor
 - ❑ Genetic Technologies Ltd
- ❑ Senior management
 - ❑ ChemGenex Pharmaceuticals Ltd
 - ❑ Millennium Pharmaceuticals Inc
 - ❑ CSL Ltd

Anthony Filippis, PhD, MBA – positions held

- ❑ VP, Business Development
 - ❑ Xenome Ltd
 - ❑ Premier Bionics Ltd(now Medic Vision)
 - ❑ Select Vaccines Ltd
 - ❑ Biocomm Services Pty Ltd
- ❑ Head, Corporate Development
 - ❑ Meditech Research Ltd (now Alchemia Oncology)
- ❑ Director, Business Development
 - ❑ Metabolic Pharmaceutucals Ltd
- ❑ KPMG Consulting Pty Ltd
- ❑ Advisor
 - ❑ Victorian Government

Afandin's expertise

- ❑ Strong management and operational experience at corporate, business unit and project levels
 - ❑ Board / corporate management
 - ❑ Corporate governance
 - ❑ Strategic direction
 - ❑ Executive management
 - ❑ Hands-on experience
 - ❑ Mentoring, day-to-day advice
 - ❑ Business Development
 - ❑ Licensing, partnering, negotiations
 - ❑ International networks
 - ❑ Corporate Development
 - ❑ M&A, capital raising
 - ❑ Project management
 - ❑ Strategic product development

Biotechnology focus

- ❑ Australian biotechnology companies face a range of challenges, including:
 - ❑ Distance from major markets and partners
 - ❑ Sub-critical mass in terms of both people and financing
 - ❑ Limited breadth and depth of management experience
 - ❑ ‘Off the radar’ for many international partners and investors
 - ❑ Driven by distance, time zones and valuations

Business Model

- ❑ Establish a corporate advisory firm with strong corporate, financial and political linkages
 - ❑ Suite of advisory and operational support services
- ❑ Build strategic connections with local and international innovators and financiers
- ❑ Leverage client base and connections to finance ongoing activities and build a portfolio of assets and investments

Corporate advisory service

- ❑ A comprehensive corporate advice function
 - ❑ Strategic planning
 - ❑ Communication strategies
 - ❑ Financing strategies
 - ❑ Product development strategies
- ❑ 'At call' advice
- ❑ Practical understanding of issues facing CEOs and management teams

Operational support service

- ❑ A comprehensive corporate support function
 - ❑ Corporate development
 - ❑ International network introductions
 - ❑ Mergers and acquisitions (including post-merger integration)
 - ❑ Due diligence
 - ❑ Business development
 - ❑ In- and out-licensing
 - ❑ R&D partnerships
 - ❑ Deal negotiation
 - ❑ Product development
 - ❑ Product positioning
 - ❑ Project management
- ❑ Afandin activities fully integrated into company activities

Corporate services clients

- ❑ Existing and target clients
 - ❑ Select ASX-listed companies
 - ❑ Private companies / start-ups
 - ❑ US / EU companies looking to access Australian companies or technology
 - ❑ Asian companies
 - ❑ Research Institutes

Fee structure

- ❑ Medium-term (six months or longer), fixed-rate contracts for corporate development or product development services with core clients
- ❑ Retainer for on-call corporate advisory service
- ❑ Retainer plus success fee for transaction-focused contracts
- ❑ Equity-based payments considered on a case-by-case basis
- ❑ One-off, short-term projects costed on a case-by-case basis

Strengths

- ❑ Extensive hands-on strategic and operational experience in biotechnology companies in Australia and US
 - ❑ Range of expertise, covering all aspects of product development, business development, mergers and acquisitions
- ❑ Extensive local and international networks
- ❑ Enthusiasm, commitment and responsiveness

Your Vision Our Focus

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