

Corporate Presentation

Afandin Pty Ltd

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

Founders' experience and expertise

- **Ian Nisbet, PhD**

- Meditech Research Limited
 - CEO
- Millennium Pharmaceuticals Inc
- CSL Limited
- Board member
 - Adipogen Pty Ltd (chair)
 - Ambri Ltd
 - Velacor Pty Ltd

- **Anthony Filippis, PhD, MBA**

- AFC Partners Pty Ltd
 - SLT, PBI, MTR, ACL etc.
- Biocomm Services Pty Ltd
- Victorian Government
- KPMG Consulting Pty Ltd

- **Strong management and operational experience**

- Board
 - Membership
 - Strategic advice
- CEO
 - Hands-on experience
 - Mentoring, day-to-day advice
- Business Development
 - Licensing, partnering, negotiations
 - International networks
- Corporate Development
 - M&A, capital raising

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 opportunity

- Establish a corporate advisory firm with strong corporate, financial and political linkages
 - Suite of strategic and operational support services
- Create strategic connections with local and international fund managers through corporate advisory function
- Leverage connections with fund managers to establish an investment fund

Business opportunity

- ➔ Establish a corporate advisory service business with strong corporate, financial and political linkages
 - Suite of strategic and operational support functions
- Create strategic connections with local and international fund managers through corporate advisory function
- Leverage connections with fund managers to establish an investment fund

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

Fee structure

- Medium-term (six months or longer), fixed-price 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 considered on a case-by-case basis

Business opportunity

- Establish a corporate advisory service business with strong corporate, financial and political linkages
 - Suite of strategic and operational support functions
- ➔ **Create strategic connections with local and international financial advisors and fund managers through corporate advisory function**
- Leverage connections with fund managers to establish an investment fund

Strategic connections

- Formal relationships under investigation with local and international investment funds
- Informal affiliations in place
 - Complementary advisory groups
 - Local and international investment funds
 - Financial advisors

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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