

CEO LIFE: A Q&A WITH IAN CROSBIE

THE FORMER BANKER IS NOW CEO OF BELGIAN LISTED MEDICAL DEVICE INNOVATOR SEQUANA MEDICAL



What excites you about Sequana Medical?

We have developed the **alfapump**®, a very simple platform technology that we believe can bring about a breakthrough in two important disease areas with significant unmet clinical need. First, the growth of non-alcoholic steatohepatitis (NASH) will make liver cirrhosis a mainstream 'socially acceptable' disease, just like coronary artery disease is today. Society will demand a therapy more modern than the drainage developed by the ancient Egyptians. Secondly, volume overload in heart failure is a huge cost to society, responsible for 90% of heart failure-related hospitalisations (which costs the US over \$13 billion each year). In both of these markets, we can deliver real outcomes for patients, transform lives and save costs for society. That's hugely exciting.

Where would you like to see the Company in five years?

Within five years we hope to be launching our second product into the US market, **alfapump DSR** (direct sodium removal) to treat volume overload in heart failure. This would build on the success of our first product – **alfapump** for the treatment of ascites (fluid build-up in the abdomen), related to liver disease. These are both achievable goals, particularly following the presentation of positive first-in-man data with DSR at the end of May and approval from the US FDA at the start of June to begin the pivotal POSEIDON clinical trial of the **alfapump** for liver ascites.

What inspired you to make the transition from the banking world to the corporate world?

I wanted to be in a role where I could make, and live by, decisions rather than provide

recommendations. I wanted to be directly responsible for long-term outcomes.

What's the biggest difference between your old job and your new one?

Being CEO of a life sciences company is a privilege. We have the potential to change the lives of patients for decades to come. We have a responsibility to ensure we do our jobs diligently and relentlessly. The level of regulatory scrutiny is particularly stringent, but patients' lives are at stake.

What piece of advice would you give someone starting their career?

Take pride in everything you do. Don't take shortcuts – build a career with real substance and experience – it pays off. Reputation is everything. Learn from your mistakes!

If you could give one piece of advice to your younger self, what would it be?

Sort out your first serve – it's still not reliable.

What do you do to relax?

Chop wood. So much of my day is spent in meetings and on calls, there is something strangely satisfying about splitting logs and building up a pile at the end of the day... and it gets rid of all the pent-up aggression. Eurostar – this one's for you!

Night at the Cinema or Netflix?

A touch of Netflix and I'm currently on the third series of Game of Thrones. Quite a long way to go.

What was the last book you read?

Bad Blood by John Carreyrou. Read it. Not only is it a great thriller but also a wonderful reminder of how not to build a start-up company.



MONTHLY INTELLIGENCE

SPECIALIST SALES MOVES

- **Erland Sternby** has started at Stifel

MEDIA MOVES

- **Jonathan Block** has started at BioCentury as a New York-based news editor
- **Chitra Somayaji** has joined The Wall Street Journal as Europe markets editor



THIS MONTH'S MOVERS AND SHAKERS

- Ergomed appointed **Richard Barfield** as CFO
- Sanofi appointed **Paul Hudson** as CEO
- F-star appointed **Dr Louis Kayitalire** as CMO
- Atara Biotherapeutics appointed **Pascal Touchon** as CEO and President
- Gilead Sciences appointed **Johanna Mercier** as CCO
- Audentes Therapeutics announced that **Ed Conner** will replace **Suyash Prasad** as CMO and **John Gray** will also step down as CTO
- Dynavax announced that **Eddie Gray** has stepped down as CEO, with **David Novack** and **Ryan Spencer** appointed as interim Co-Presidents
- Cereval Therapeutics appointed **John Renger** as CSO and **Kathy Yi** as CFO
- Seattle Genetics appointed **Robin Taylro** as CCO
- RedHill Biopharma appointed **June Almenoff** as CSO
- Akreva Therapeutics appointed **René Russo** as CEO
- Glympse Bio appointed **Wendy Winckler** as CSO
- Affirmed announced that **Martin Treder** will step down as CSO
- CDxDiagnostics appointed **Bill Huffnagle** as CEO and **Mark Rutenberg** as CSO
- Certera appointed **William Feehery** as CEO
- Novigenix appointed **Jan Groen** as CEO
- SK Life Science promoted **Jiyoung Jung** as CFO
- FogPharma appointed **Howard Stern** as CSO
- Rani Therapeutics appointed **Svai Sanford** as CFO
- Kyn Therapeutics promoted **Jeffrey Ecsedy** as CSO and named **Jason Sager** as CMO
- Immunomedics announced that **Robert Lannone** has stepped down as CMO
- uBiome appointed **John Rakow** as interim CEO
- Gilead Sciences announced that **Robin Washington** will step down as CFO in March 2020
- Arcus Biosciences appointed **William Grossman** as CMO
- Enzyre appointed **Dirk Pollet** as CEO



London
Stock Exchange

5th Annual Future of Healthcare Investment Forum

Wednesday 10 July 2019

London Stock Exchange

Co-host: **MEDCITY** Sponsor: **J.P.Morgan** **CONSILIUM** Industry Partner: **Numis** **BIA**

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If you would like to receive our Monday Healthcare Bulletin, which summarises all healthcare business news from the weekend, please contact: admin@consilium-comms.com



HIGHLIGHTED FUNDRAISING ACTIVITY FROM MAY TO JUNE 2019

COMPANY NAME	AMOUNT	TYPE OF	COUNTRY	DATE
PUBLIC COMPANY FINANCINGS				
Trevi Therapeutics Inc.	\$55 million	IPO	US	07-May-19
Intercept Pharmaceuticals Inc.	\$200.4 million	Follow-on	US	08-May-19
Cortexyme Inc.	\$442.2 million	IPO	US	08-May-19
NextCure Inc.	\$75 million	IPO	US	08-May-19
Milestone Pharmaceuticals Inc.	\$82.5 million	IPO	US	08-May-19
Axcella Health Inc.	\$71.4 million	IPO	US	08-May-19
Viva Biotech Holdings	HK\$1.5 billion	IPO	Hong Kong	08-May-19
Applied Therapeutics Inc.	\$40 million	IPO	US	13-May-19
ADMA Biologics Inc.	\$45 million	Follow-on	US	17-May-19
Insmed Inc.	\$250 million	Follow-on	US	21-May-19
Bicycle Therapeutics plc	\$60.7 million	IPO	US	22-May-19
IDEAYA Biosciences Inc.	\$50 million	IPO	US	22-May-19
Frontage Holdings Corp.	HK\$1.6 billion	IPO	Hong Kong	23-May-19
Guardant Health Inc.	\$319.5 million	Follow-on	US	23-May-19
Oxford BioMedica plc	£45.3 million	Investment from Novo Holdings	UK	28-May-19
Galectin Therapeutics Inc.	\$44.5 million	Rights offering	US	28-May-19
Mabpharm Ltd.	\$149.7 million	IPO	Hong Kong	30-May-19
Amicus Therapeutics Inc.	\$175 million	Follow-on	US	30-May-19
Myovant Sciences Ltd.	\$125 million	Follow-on	US	30-May-19
PRIVATE COMPANY FINANCINGS				
GeneQuantum Healthcare Co. Ltd.	RMB 100 million	Series B	China	07-May-19
LunaPBC	\$4.6 million	Undisclosed	US	08-May-19
MGI Tech Co. Ltd.	\$200 million	Undisclosed	China	11-May-19
ElevateBio LLC	\$150 million	Series A	US	13-May-19
Philogen S.p.A.	€62 million	Series A	Italy	13-May-19
Vedanta Biosciences Inc.	\$18.5 million	Series C	US	13-May-19
TreeFrog Therapeutics	€7 million	Series A	France	13-May-19
IsoPlexis Corp.	\$25 million	Series C	US	14-May-19
CinCor Pharma	\$50 million	Series A	US	14-May-19
ArcherDx Inc.	\$60 million	Series B	US	15-May-19
Actuate Therapeutics Inc.	\$21.7 million	Series B	US	17-May-19
DNA Script	\$38.5 million	Series B	France	19-May-19
Quell Therapeutics	£35 million	Series A	UK	20-May-19
Reneo Pharmaceuticals	\$50 million	Series A	US	20-May-19
Storm Therapeutics Ltd.	£14 million	Series A	UK	20-May-19
Cala Health Inc.	\$50 million	Series C	US	21-May-19
Biofourmis Inc.	\$35 million	Series B	US	21-May-19
Locana Inc.	\$55 million	Series A	US	22-May-19
China Ophthalmology Focus Ltd.	\$50 million	Series A	Hong Kong	23-May-19
Allovir	\$120 million	Series B	US	23-May-19
New Horizon Health Technology	\$66 million	Series C	China	24-May-19
Alphamab Oncology	\$60 million	Series B	Cayman Islands	28-May-19
Kytopen Corp.	\$3.6 million	Seed financing	US	28-May-19
Ayala Pharmaceuticals Inc.	\$30 million	Series B	Israel	28-May-19
Tempus Labs Inc.	\$200 million	Series F	US	30-May-19
TTF Pharmaceuticals Inc.	\$8.2 million	Series A	US	30-May-19
Lung Therapeutics Inc.	\$36 million	Series C	US	4-June-19
Strand Therapeutics Inc.	\$6 million	Seed financing	US	4-June-19
EpimAb Biotherapeutics Inc.	\$74 million	Series B	Shanghai	5-June-19
OncoMyx Therapeutics Inc.	\$25 million	Series A	US	5-June-19
Oncologie Inc.	\$80 million	Series B	US/China	10-June-19

2019

JUNE

Bryan Garnier 4th Annual Oncology Day, Paris (17 June)
Biotech CEO Summit Europe, Enniskerry (17-19 June)
Citi 8th Annual European Healthcare Conference, London (18-19 June)
Next Generation CAR & T Cell Therapies, San Francisco (18-20 June)
JMP Securities Life Sciences Conference, New York (19-20 June)
JP Morgan European Healthcare Conference, London (20 June)
Piper Jaffray Heartland Summit, Minneapolis (20 June)

JULY

Biotech CEO Summit, Napa (8-10 July)
LSE Future of Healthcare Investment Forum, London (10 July)

AUGUST

Canaccord Genuity Annual Growth Conference, Boston (7-8 August)

SEPTEMBER

Citibank Annual Biotech Conference, Boston (4-5 September)
RW Baird Healthcare Conference, New York (4-5 September)
Wells Fargo Securities Healthcare Conference, Boston (4-5 September)
Goldman Sachs Annual Biotech Symposium, London (7 September)
Cell & Gene Therapy Manufacturing and Commercialization, Boston (9-12 September)
Boston Biotech Week, Boston (9-12 September)
Boston BioTech BD Conference, Boston (10 September)
CAR-TCR Summit Boston 2019, Boston (10-13 September)
BAML Global Healthcare Conference, London (10-13 September)
Morgan Stanley Global Healthcare Unplugged Conference, Boston (10-13 September)
7th Annual HealthTech Investment Forum, Basel (24 September)
Sachs 19th Annual Biotech in Europe Forum, Basel (25-25 September)
Cantor Global Healthcare Conference, New York (23-25 September)
Rodman & Renshaw Annual Global Investment Conference, New York (TBD)
BioCentury Annual Newsmakers in the Biotech Industry, New York (TBD)

OCTOBER

ARM Cell & Gene meeting on the Mesa, Carlsbad (2-4 October)
LSX World Congress USA, Boston (8-9 October)
BIA UK Bioscience Forum, London (12 October)
Sachs Annual Medtech & Digital Health Forum, Basel (16 October)
BIO Investor Forum 2019, San Francisco (22-23 October)
10th Galien Forum, New York (24 October)
Cowen & Co. Annual Therapeutics Conference, New York (25-26 October)
Ladenburg Thalman Healthcare Conference, New York (TBD)

NOVEMBER

FT Global Pharmaceutical and Biotechnology Conference 2019, London (11-12 November)
Credit Suisse Annual Healthcare Conference, Scottsdale (11-13 November)
BIO-Europe 2019, Hamburg (11-13 November)
Bryan Garnier 2019 Healthcare Conference, Paris (12-13 November)
Stifel Nicolaus Weisel Healthcare Conference 2019, New York (13-14 November)
Consilium Strategic Communications Annual Healthcare Conference, London (19 November)
Inv€stival Showcase, London (19 November)
Jefferies Healthcare Conference, London (20-21 November)
Canaccord Genuity Medical Technology and Diagnostics Forum, New York (21 November)
Piper Jaffray Annual Healthcare Conference, New York (27-29 November)

DECEMBER

Berenberg Bank Annual European Conference, Surrey (2-5 December)
Forbes Healthcare Summit, New York (4-5 December)
Citibank Global Healthcare Conference, New York (5-6 December)

2020

JANUARY

3rd Annual Neuroscience Innovation Forum, San Francisco (12 January)
BioTech Showcase 2020, San Francisco (13-15 January)
JP Morgan Annual Healthcare Conference, San Francisco (13-16 January)
Annual Needham Growth Conference, New York (TBD)