

## DR. MANFRED GROEPPEL



While working three years at the Research Center Siemens, Dr. Gröppel received his Doctorate in chemistry from the Institute of Organic Chemistry, University Erlangen-Nürnberg, Germany.

Prior to joining 4SC, Manfred held various positions at Tripos Inc., covering business development activities in Central and South Europe, Scandinavia and Israel.

In his role as Head of Business Development, Manfred managed worldwide business development activities for 4SC since 2001.

Manfred is an experienced business development professional with a track record of successful licensing transactions in the healthcare industry worldwide (EU, USA, Japan). More than 18 years of BD/L leadership experience with a strong scientific background and sound knowledge in drug discovery, product development, manufacturing processes, CMC, patents, clinical trial design, regulatory and project valuation.

Manfred has established a worldwide network including USA, Japan, Korea and China and was involved in several deals worth more than \$500mio including Menarini, Yakult Honsha, Link Health, Nycomed , Serono, Schwarz Pharma, Sanofi-Aventis, Boehringer Ingelheim, Schering, Astra Zeneca, Recordati and Esteve.

Amongst other successful transactions, major achievements include:

- Out-licensing of APAC rights of Resminostat (phase II) to Menarini in a deal worth up to €95m plus double-digit royalties
- Out-licensing of Japanese rights of Resminostat (phase II) to Yakult Honsha in deal worth more than \$192m plus royalties, featured on the front page of Bioworld, April 2011
- Successfully in-licensed 8 projects, clinical and pre-clinical stage, for €14m in a one-time payment without further milestones and royalties
- In charge of finding a new home for an innovative project into a spin-off company in the USA.

Manfred has been Invited speaker at several national and international conferences and is owner of several patents and co-author of scientific publications.

Finally, Manfred has been part of the development team since 2002 and served as project leader for the autoimmune project IMU-838.

### SHORT BIO

#### SKILLS

Drug discovery, product development, patents, etc.

#### EXPERIENCE

Worldwide business development since 2001

#### QUALIFICATION

Doctorate in chemistry

#### MOTIVATION

Pushing business development to a new level.