Lab2BIOTECH

FREELANCE CONSULTANT PRECLINICAL NEURO ONCOLOGY

Sandrine Courtès, PhD, MBA

+33 (0)6 06 78 73 17 info@lab2BIOTECH.com 13012, Marseille, FRANCE www.lab2BIOTECH.com LinkedIn

PhD in Neuroscience and exec. Master in Innovation management and entrepreneurship (HEC). With 20+ years of experience in R&D as a pharmacologist in neurosciences, stem cells and preclinical Oncology: IND enabling studies for small molecules, peptides & targeting technology. Strategic vision with 10+ years of operational C-level startup experience and strong patient orientation.

SCIENTIFIC MISSIONS

- Preclinical Drug development & <u>non-clinical</u> pharmacology expertise in oncology, cellular and molecular biology, including AI based drug positioning.
- Convincing scientific communication (papers, patents, preclinical reports, BP, websites, pitches)
- <u>In depth</u> scientific audit for investment/acquisition of preclinical drug candidate, raw data verification
- High specification in <u>neuro-oncology</u> with KoL and patient association network

BIOTECH-MEDTECH STARTUP GROWTH Strategy

- Refining product market fit, establishment of Target Product Profile (TPP)
- Early-stage corporate development: competitive intelligence and strategy, building Business Plan, and corporate communication
- IP strategy, portfolio management, privacy policy, know-how securing, contract negotiation

Operational externalized PROJECT MANAGEMENT

- Management of <u>internal and outsourced non-clinical R&D</u> with high <u>Quality</u> standards: dev. Plan, RFP, study design, CRO selection, data interpretation, report archiving
- Managing <u>business development</u> activities (communication strategy, reaching out to partners, contract negotiation)
- Acting transition BD, CSO or preclinical lead

PRECLINICAL DRUG DEVELOPMENT, ONCOLOGY, BRAIN DISEASES

R&D and BD strategy CONSULTANT for biotechs in drug preclinical development

Partner to M.F. KLUCKER [Dec. 2019 – June 2021, then Founder of LAB2BIOTECH [March. 2023 – now]:

Operational manager (R&D & startup BD) and expert consultant in preclinical oncology for startups and biopharma's. Liking Science, Strategy and Patients' needs for breakthrough preclinical innovation in oncology:

- Various audit, Gap analysis, bibliographical and competitive mapping, operational preclinical management in oncology, AI for drug discovery and business development. Mission examples: https://www.lab2biotech.com
- Non-clinical Pharmacology expert at 3Biotech
- Oncology Lead at <u>Tangramed</u> (AI lead Drug combination)

BUSINESS STRATEGY

- Coach for the MATWIN maturation and acceleration program in Oncology.
- Thesis tutor at HEC Paris for the Entrepreneurship and Innovation Management master's degree
- Co-pil member for Incubators and Startups (confidential)
- Partner Consultant for strategic audits at the EuroBioMed competitive Pole

PATIENT ENGAGEMENT

- Scientific commission for patient association in Brain Tumors (<u>DEDLM</u>, <u>Neurovie</u>)
- Member of the patient committee for innovation of Paris-Saclay Cancer Cluster (PSCC)
- Member of the investment committee of the endowment fund "les enfant de Catherine"
- Training and coaching for early-stage R&D patient engagement

R&D AND STRATEGY ONCOLOGY EXPERT, TRANSITION CDO, late co-funder Part time, <u>THERAONCO</u>, MARSEILLE

[Jan 2022 – 2023]: Advising CEO on R&D, for a next generation metabolism-based tumor targeting platform using click-chemistry at lead optimization stage in a startup at inception. Drove technology positioning, build preclinical drug development plan, supported corporate strategy, and found raising.

DIRECTOR of PRECLINICAL DEVELOPMENT AND INTELLECTUAL PROPERTY in neuro-oncology, Part time, <u>GLIOCURE</u>, ANGERS

[July 2021 – Dec 2022]: General management of Pharmacology, Pre-clinical drug development plan of an anticancer-peptide for **Gliomas**, IP strategy and IP revival, new hit selection, setting up R&D quality system, fundraising and general management for a team of 9 people.

CEO & FUNDER, startup project on an AI based brain-cancer diagnostic tool, HEC PARIS

[May 2021 – June 2022]: Lead a team of 5 C level executive at HEC Paris on a venture building project. 12 months of part time technology & IP audit, product-market fit to select the most promising technology and build an operational business plan that successfully convinced VCs.

CHIEF SCIENTIFIC OFFICER and BOARD MEMBER, CORAL BIOME, Biotechnology startup, MARSEILLE

[Jan. 2016 – Oct. 2019]: Drug discovery, pharmacology, and preclinical development (non-regulatory) of small molecules sourced in marine biodiversity (Corals) targeting **brain cancers and Glioblastoma**. Intellectual property management, fundraising and growth strategy as partner and director. *I patent, 3 successful fund-raising campaign,* >20 collaborations (academic and CROs), adaptability, perseverance, lead validation.

10 YEARS OF ACADEMIC RESEARCH AND PROJECT MANAGEMENT

SCIENTIFIC STRATEGY MANAGER, LABEX INFORM, A*MIDEX, research consortium, MARSEILLE

[Sept. 2013 - Jan. 2016]: Coordination of 12 research teams & a semi private platform to set up and follow an innovative and international research consortium of excellence including scientific events, innovative platforms, a PhD program (recruitment campaign & courses) and promotion of interdisciplinary collaborations. Scientific support and animation (training and conferences), web marketing, negotiation, mediation, diplomacy, scientific writing, reporting to official agencies (ANR, AMU).

ACADEMIC RESEARCH from 2005 to 2013 (7 years) on cellular and molecular mechanism of **stem cell proliferation** and differentiation in neuroscience and oncology (*In-vitro assays, molecular& cellular biology, histology and in-vivo mouse surgery*). Including teaching and public outreach activities, grant writing and reporting and setting up labs and mouse surgery facilities. Includes 2,5 years long immersion in the USA at the <u>THE SCRIPPS</u> RESEARCH INSTITUTE, CA

HIGHEST LEVEL DUAL EDUCATION: DR. IN BIOLOGY & MASTER OF BUSINESS

2020-2022 - Executive Master of Science (EMS) in INNOVATION management and ENTREPRENEURSHIP, A grade, HEC Paris

Aix*Marseille université

2006-2010 - PhD IN BIOLOGY, NEUROSCIENCES, highest honors, AMU

2003-2006 - BSc and MSc CELLULAR, MOLECULAR BIOLOGY & ONCOLOGY, honors, ENS Lyon

CONTINUING EDUCATION

Preclinical **drug development**, BPL, ICH guidelines (88h, ALP QS and IMT, 2017-2022)

Patent and Intellectual property management (>100h: INPI Master class PI; Curie Network, 2016-2019)

Management, Mediation, change management, team building (>150h, AMU, CNRS, BPI, HEC Paris, 2014-2022)

Yoga Teaching entrepreneurship and communication

Strengths and know-how

Integrity, rigor, dynamism, commitment Creativity, agility, and passionate trust builder