

John L. Cantello, PhD



United States

SUMMARY

- 20 years of business development experience in the biotech/pharma industry (including the building, strategy development and execution of the BD function) and 10 years of R&D experience in the life sciences.
- Track record of closing deals (transacting >\$30B in deal value) across all major disease areas including primary care, specialty care and rare diseases.

PERSONAL CHARACTERISTICS & SKILLS

- Deep understanding of drug development and associated technologies and approaches
- Ability to drive decisions based on the integration of technical, commercial, finance and business information
- Objective and sound business judgment with an ability to be creative
- Ability to build and maintain credibility with external and internal scientific and business professionals
- Ability to build and execute on a strategy
- Track record of success in VC-backed biotech start-up, mid-size biotech, and major Pharma
- Excellent presentation and communication skills with the ability to influence at all levels
- Passionate and results driven with a gravitation towards entrepreneurial environments

EXPERIENCE

Independent Advisor – provide corporate and business development strategy services to the biotech and pharma industry.

2023 - present

VP and Head of Business Development, Oncology Therapy Area, GlaxoSmithKline, Inc., Collegeville, PA

2016 - 2023

- ‘Chief Business Officer’ for GSK oncology therapy area. Lead a team accountable for the end-to-end BD process (strategy, search and evaluate, transactions) with the primary goal of securing pipeline assets. Lead matrix teams comprised of R&D, finance, commercial and business development professionals.
- Key Contributions: Delivered 14 deals; 13 of which were pipeline related and >\$8Bn in upfront commitment.

VP, Business Development Search & Evaluation, Global Commercial for RIA AstraZeneca, Gaithersburg, MD

2013 - 2016

- Led a team of business development professionals who drove the business development activities for one of AZ’s core therapeutic areas; Respiratory, Inflammation & Autoimmune diseases (RIA). Responsible for building the BD strategy and leading BD deals (M&A, in- and out-licensing) for ≥Ph2 clinical and marketed assets.
- Key Contributions: Co-Led the \$2.2B acquisition of the Almirall Respiratory Franchise including marketed products (Eklira and Duaklir) and sales force, pipeline products and Inhalation Device facility. Co-Led the \$575M acquisition of the Takeda Respiratory Franchise including the core marketed products (Daxas, Alvesco, Omnaris), royalty streams and 200 commercial staff.

Multiple Business Development Roles, GlaxoSmithKline, Inc., King of Prussia, PA

2002 - 2013

- VP, Business Development, Met/CV Therapy Area and Bioelectronics R&D 2011 - 2013
- VP, Global New Deal Strategy, CEEDD 2010 - 2011
- Director, Drug Discovery Transactions, WWBD 2007 - 2010
- Director, Business Development, CEEDD 2005 - 2007

□ Manager, Technology Licensing, WWBD

2002 - 2005

Key Contributions During This Period:

- Led and closed 12 pipeline asset transactions totaling >\$9B in total deal value excluding royalties. Included product candidates covering multiple therapeutic areas, treatment modalities and technical space. The product candidates ranged from 'target' to PhIII.
- Led and closed over 20 enabling technology transactions totaling >\$60M in total deal value. Technologies represented multiple disciplines including biology, chemistry, screening, target identification/validation and biologicals.
- Leading member of an R&D Business Unit Leadership Team (the CEED) who helped to create and execute an approved and funded 3yr business plan (~\$40M annual budget). The Business Unit generates a pipeline of product candidates exclusively through business development activities.
- Leading member of a special project team who built the case for creating a new business unit in GSK. The work resulted in the establishment of a GSK Rare Disease Business Unit which was publicly announced February 4, 2010.
- Leader of the initial business development team for the newly created Rare Disease Business Unit. The team was comprised of commercial, financial, clinical and legal experts and the activities resulted in the first major transaction closed for the new unit (8 months from the creation of the unit).
- Coordinated the review of the Singapore life science industry. Prepared the initial proposal to establish a Neurology R&D satellite facility which became operational in 4Q2004.

**Manager, Tech Transfer & Program Management, Regeneron Pharmaceuticals, Inc.,
Tarrytown, NY**

2000 - 2002

- Led the Research Program Management Team (3 members) responsible for the angiogenesis, neural & endocrine biology, muscle biology, GPCR, and Antibody research programs. Managed the external alliances with Procter & Gamble and Medarex. The team was also accountable for business development related to the sourcing and transacting of deals for enabling technologies and academic collaborations.

**Senior Scientist, Small Molecule Therapeutics, Inc. (merged with Morphochem AG),
Monmouth Junction, NJ**

1997 - 1999

- One of original hires in this VC-backed startup biotechnology company
- Managed and led the Cell Biology Department (2 RA, 1 PhD Scientist)
- Made 'pitch' presentations to relevant potential partners and Venture Capital.
- Sourced novel technologies to enable R&D efforts.

**Technical Sales Representative, Pharmacia LKB Biotechnology (now Amersham), Piscataway,
NJ**

1990 - 1992

- Promoted and sold product lines including protein biochemistry and molecular/cell biology equipment and reagents.
- Directly responsible for equipment demonstration, training and troubleshooting.
- Generated and qualified leads and participated in sales and marketing efforts.

Assistant Scientist, Bristol-Myers Squibb Company, Princeton, NJ

1989 - 1990

- Responsible for the identification of drug targets important for patients suffering from hypercholesterolemia.
- Responsible for expanding the molecular biology technology & efforts in the laboratory and assisting others with such techniques.

ACADEMIC/OTHER EXPERIENCE

Geraldine Brush Cancer Research Institute, CPMC, San Francisco, CA <i>Postdoctoral Scientist, Department of Gene Therapy (focus: vector design for sustained gene expression)</i>	1996 - 1997
University of Delaware, Ph.D. Program, Newark, DE Research Assistant, Department of Molecular Virology (<i>focus: oncogenic herpesvirology</i>)	1992 - 1996
University of Delaware, MS Program, Newark, DE Research Assistant, Department of Molecular Virology (<i>focus: oncogenic herpesvirology</i>)	1987 - 1989

EDUCATION (including Continuing Education)

- **University of Delaware**, Newark, DE - *Ph.D., Molecular Virology*
- **University of Delaware**, Newark, DE - *M.S., Molecular Virology*
- **University of Delaware**, Newark, DE - *B.S., Animal Science*
- **MIT Sloan School of Management**, Cambridge, MA, *Executive Leadership* – continuing education
- **Wharton Business School**, Philadelphia, PA, *Finance & Accounting, Executive Course*, - continuing education
- **GlaxoSmithKline**, *Professional Global Management*, - continuing education
- **George Washington University and ESI International**, *Negotiating Strategies and Techniques*, - continuing education
- **Pharmacia LKB Biotechnology, Inc.**, *Professional Selling Skills*, - continuing education

PEER REVIEWED PUBLICATIONS & ABSTRACTS

- Morgan, R.W., et al. (2000) *Curr. Topics in Microbio and Immun.* eds. Springer-Verlag Berlin Heidelberg New York pp223-244.
- Cantello, J.L., et al (1997) *J. Virol.* 71:1353-1361.
- Parcells, M.S., et al (1994) *J. Virol.* 68:8239-8253.
- Cantello, J.L., et al (1994) *J. Virol.* 68:6280-6290.
- Pratt, W.D., et al (1994) *Virology* 201:132-136.
- Cantello, J.L., et al (1991) *J. Virol.* 65:1584-1588.
- Morgan, R.W., et al (1991) *Avian Diseases* 35:70-81.
- Morgan, R.W., et al (1990) *Avian Diseases* 34:345-351.
- R. Morgan, et al. *Proc of the 5th International Symposium on Marek's Disease.* September 7-11, 1996. Michigan State University, East Lansing, MI.
- Cantello, J.L. et al. *Abstracts of the 20th International Herpesvirus Workshop*, August, 1995, Groningen, The Netherlands.
- Morgan, R.W., et al. *Abstracts of the 131st Annual Meeting of the American Veterinary Medicine Association*, July, 1994, San Francisco, CA.
- Cantello, J.L. et al. *Abstracts of the 15th International Herpesvirus Workshop*, August, 1990, Washington D.C.
- Cantello, J.L. et al. *Abstracts of the 61st Northeast Conference on Avian Diseases*, June 1989, Blacksburg, VA.
- Morgan, R.W., et al. *Abstracts of the 3rd International Symposium on Marek's disease*, September 1988, Osaka, Japan.