

## ISCT's "i to i" Program (Investigators to Investors) has been launched!

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Investor capital is a critical enabler of CGT research, development and commercialization. In the emerging field of cell and gene therapy, recent market approvals of new products (e.g. Kymriah, Yescarta, Luxturna, Alofisel) have increased the interest level of investors to deploy more capital in this emerging space. However, CGT development pathways and challenges are different than the small molecules, peptides and antibody technologies that investors have become familiar with. Therefore, the ISCT Commercialization Committee has launched the "i to i" Program (investigators to investors) through the ISCT Business Models and Investment Subcommittee.

The main goal of the new "i to i" Program is to gain a better understanding of the diligence focus for investors when they consider investment into CGT opportunities and to educate investigators on what they must focus on in order to attract investor attention. To this end, ISCT entered into a collaboration with Bloomberg to work together in surveying investors and hosting an ISCT KOL Webinar to gain a better understanding of investors' current perception of the challenges and opportunities in the CGT field.



Bloomberg and the ISCT BM & I SC co-developed a survey which was disseminated to thousands of investors in the Bloomberg database in late August and over 150 responses had been received by the time the ISCT KOL Webinar was conducted on September 27th. Survey respondents gained the opportunity to participate in this live webinar and pose their questions to our ISCT KOL panel; Catherine Bollard, Bruce Levine, Ohad Karnieli and Dawn Driscoll. Patrick Rivers, Partner at Aquilo Capital and Co-Chair of the ISCT BM & I SC moderated this webinar with Bloomberg and the event was very well-attended by a diverse range of members of the investment community. This is the first of many webinars on various “i to i” topics to come.

The results of the survey will be analyzed and used to report back to investigators (on the ISCT side) and investors (on the Bloomberg side). Within ISCT BM & I SC we will use this information to create educational programs for members (e.g. webinars, white papers, blogs, and sessions at our ISCT Annual and Regional Meetings) to help educate members on how to gain a better understanding of investor needs to make investment decisions on their CGT R&D programs.

Keep an eye out for additional “i to i” Program initiatives in the near future.