



ISCT Business Development & Finance (BD&F) Committee ESP Leadership Development Program

BD&F Subcommittee Scope:

The BD&F Subcommittee aims to develop and deliver educational programming for CGT investigators and investors to better understand how the CGT business model can be better presented and interrogated, respectively, for financing the translation of innovative CGT technology through product / clinical development to commercialization.

Develop a Roadmap for Investigators:

- IP and market value of development candidate(s)
- SME design; Management & Advisors for leading CGT development
- product process development requirements; costs and timelines
- clinical development requirements; costs and timelines
- “build or buy” in achieving milestones, role of enablers and partners
- determining and raising sufficient capital to achieve milestones
- “under-promise and over-deliver”

Develop a Roadmap for Investors:

- Clarity on the CGT Business Model
- How to better interrogate CGT opportunities
- Manufacturing considerations for the CGT business model
- Nuances of Clinical Development for CGT
- Use of funds in CGT Product Development
- CGT exit strategies; IPO, M&A, Partnering

CGT Industry Enablers and Build or Buy

- Early development decisions and ultimate commercial success
- Understanding multiple technical approaches and evolution over time

Current and 2022 Committee Initiatives:

As a member of the ISCT BD&F Subcommittee, the ESP member will be acutely involved in the Committee’s initiatives. The following are the Committees current identified plans for 2022:

- **Investor Survey Analysis**– In 2021 the Committee conducted the second iteration of its CGT Sector Investor Survey with aim to understand investor perceptions of key opportunities and challenges in the CGT field. The Committee will curate several outputs based on the response profile of its 2021 survey analysis.

- **Investigator to Investor (I to I) Program 2022 Annual Meeting Workshop** – The I to I Program was created in 2018 in support of the BD&F Committee with a goal to bridge the knowledge gap between the investigators and investors within the CGT sector. The program plans to host a in-person roundtable workshop at the ISCT 2022 San Francisco Annual Meeting with ISCT key opinion leaders.
- **Webinars** – The BD&F Committee plans to host up to four webinars in 2022 including Manufacturing Due-Diligence Webinar series on Autologous, Allogeneic and Viral Vector Therapies.
- **BD& F Educational Suite Oversight** – In light of the ISCT website revamp in mid-2021, the BD&F Subcommittee will be responsible for compiling and monitoring resources to be housed in the ISCT Educational suite.

ESP Member Responsibilities and Opportunities:

The BD&F Subcommittee is looking for ESPs who are driven, enthusiastic and adaptable. We ask that applicants are available for up to 3 hours monthly to assist the Committee in executing its objectives.

The ESP member of the BD&F Committee will assist in the execution the Committee’s identified initiatives. Support may include, but not limited to:

- **Speaker outreach** – I to I Workshop organization and Webinar panelist confirmation.
- **Resource outsourcing** – Spearhead the curation of the BD&F resources for the ISCT Educational Suite on the ISCT webpage.
- **Writing and Editing support** – Provide writing assistance for the Committees publication initiatives.
- **Data analysis** – support with analysis of investor survey results in preparation for white paper development

Attendance to monthly Committee teleconferences is mandatory. The ESP will work closely with the Committee’s Co-Chairs, Sven Kili (Sven Kili Consulting) and Patrick Rivers (Aquila Capital) and the ISCT Head Office liaison, Simone Stickland.

The term of the BD&F Subcommittee ESP seat is 2 years.