

Partnering with

SERVIER



2024



Business Development is a **key enabler** of our 2030 ambition



Acquire/license late-stage assets (post PoC) in hemato-oncology and solid tumors targeting high medical needs and well-defined patient populations to reinforce our commercial leadership



Expand our pipeline in oncology and selected neuroscience or immuno-inflammatory diseases with externally sourced research programs and early-stage clinical assets



Unlock the value of our assets through deals such as combination trials, co-development, out-licensing, co-financing, spin-offs...



Enrich our R&D capabilities with innovative technologies through flexible deal structures



Oncology

In Licensing

Deal types

Global rights as a priority or Regional (EU or USA followed by China or Japan)

Discovery & Early-Stage Clinical Focus

Cancer cell targeting

- Synthetic lethality
- Apoptosis
- Precision oncology
 - Biomarker-defined populations

Immuno-oncology

- Tumor immune micro-environment
 - T-cell targeting

Late-stage Clinical Focus

- Hematologic tumors (**ALL, AML, MDS**)
- Solid tumors (**GI & CNS** as a priority)

Modalities

- Small molecules and biologics (mAbs, bispecifics, ADCs)

Out Licensing

- Global or Regional
- Co-Development, Research Collaborations

Global BD



Anne Dagallier
Global Head of Licensing -
Oncology
anne.dagallier@servier.com



Valérie Agrapart, PharmD
Director, Business Development
Oncology
valerie.agrapart@servier.com



Alix Scholer-Dahirel, PharmD
Director, Business Development -
Oncology
alix.scholer-dahirel@servier.com



Jérôme Roussel, PharmD
Director, Business Development Oncology &
Diagnostics
jerome.roussel@servier.com

R&D Search & Evaluation



Irene Blat, PharmD
Senior Director, Search & Evaluation,
Oncology
irene.blat@servier.com



Tian Li, PhD
Associate Director, Search & Evaluation,
Asia-Pacific
tian.li@servier.com

Local BD



USA
Pat Fetaya, MBA, MSc
Head, US Business Development
pat.fetaya@servier.com



Asia
Cynthia Wang, MBA, MSc
Director, Business Development Asia-Pacific
cynthia.wang@servier.com

Global BD Coordination



Valérie Coudane
GBD Coordination Officer, Oncology
valerie.coudane@servier.com

Neuroscience

Pre-clinical & early-clinical stage

Biological mechanisms

Normalizing disease-disrupted mechanisms through modulating the expression and/or activity of targets through direct (increased/reduced protein translation) and indirect (increased/reduced clearance) means

Target class

Targeting RNA, proteins and/or pathways causally linked to disease

Indications: Rare neurological disorders or well defined sub-populations

Neurodevelopmental, neurodegenerative & neuromuscular disorders:

- Genetically-driven pediatric epilepsies e.g., Rett syndrome, Fragile X syndrome, Angelman syndrome, DEEs...
- Neurodegenerative movement disorders e.g., amyotrophic lateral sclerosis, ataxias, dystrophies...
- Neuroimmunological diseases e.g., myasthenia gravis, inflammatory myopathies...

Modalities and drug delivery

- Small molecules, incl. RNA and ion channel targeting
- Oligonucleotides, incl. ASO
- Monoclonal antibodies, including bi-specifics
- Technologies improving delivery and biodistribution to the peripheral and central nervous system

Global BD



Jørund Sollid, PhD
Global Lead, Neuroscience & Immuno-Inflammation BD
jorund.sollid@servier.com



David Theron, PharmD
Business Development Project Director
david.theron@servier.com

R&D Search & Evaluation



Camille Nicoleau, PhD
Director, Search & Evaluation, Neuroscience
camille.nicoleau@servier.com



Tian Li, PhD
Associate Director, Search & Evaluation, Asia-Pacific
tian.li@servier.com

Local BD



USA
Pat Fetaya, MBA, MSc
Head, US Business Development
pat.fetaya@servier.com



Asia
Cynthia Wang, MBA, MSc
Director, Business Development Asia-Pacific
cynthia.wang@servier.com

Global BD Coordination



Lara-Maria Matar
GBD Coordination Officer, Neuroscience & Immuno-Inflammation
laramaria.matar@servier.com

Cardio-Metabolism & Veinous Diseases

Indications

- Hypertension
- Heart Failure
- Coronary Artery Diseases
- Dyslipidemia
- Diabetes
- Chronic Venous Insufficiency

Development Stage

- From ongoing phase 3 to Commercial

Deal Type

- Licensing
- Asset Purchase

Geographic Scope

- Europe & Row (excl. USA & Japan)

Global BD



Patrick Lenoir

Global Head of BD - CMVD

patrick.lenoir@servier.com



Flore Dutreil

Director, BD CMVD

flore.dutreil@servier.com

Local BD

Asia



Cynthia Wang, MBA, MSc

Director, Business Development Asia-Pacific

cynthia.wang@servier.com

Global BD Coordination



Delphine Duong

GBD Coordination Officer, Research Transactions & CMVD

delphine.duong@servier.com

Therapeutic modalities & technologies

Modality development strategies

Small Molecules

- Kinase, PPI, Receptor modulators; Molecular Glues, Bifunctional molecules, Small molecule targeting RNA for targeted protein degradation/upregulation
- Targeted delivery: prodrugs/polymer drug conjugates/targeted Lipid Nano Particles, Exosomes, Extracellular Vesicles
- Compound Library

Oligonucleotides

- Novel Monomers, Antisense Oligonucleotide (ASO) design technologies, ASO-conjugates and drug delivery systems, targeted saRNA, selective cell ligand targeting for neuronal cell delivery
- Oligo-Manufacturing

Antibodies

- Novel Formats: Ab Fragments, Single Domain Antibodies, Bi-/ Multi-specifics, optimized Fc domains
- Novel technology platform for Antibody Hard-to-Drug targets
- Synthetic antibody libraries
- ADCs linkage Chemistry/ Conditionally active antibody format

AI driven strategy

- AI/ML Data-Driven Platform to support Target ID, Lead Generation & Drug Design Prediction methods for Antibody optimization
- AI/ML for drug repositioning, indication expansion, clinical combinations

R&D Search & Evaluation



Georges Da Violante

Director, Search & Evaluation, Enabling Technologies

georges.da-violante@servier.com



Tian Li, PhD

Associate Director, Search & Evaluation, Asia-Pacific

tian.li@servier.com

Global BD Coordination



Delphine Duong

GBD Coordination Officer, Research Transactions & CMVD

delphine.duong@servier.com

Drug discoveries & development technologies

Phenotypic cell platforms & 3D models

- iPSCs, patient derived models
- Co-culture models
- Organoids, tumoroids (PDAC, CRC, other solid tumors)
- Organ on a Chip (liver, brain, kidney)

Protein Sciences

- High throughput functional & stability antibody screening
- Antigen specific Immuno-Oncology assays
- Microfluidic or micro array technology B-cell workflow
- Multi-protein production
- High throughput Mass Spectrometry-based proteomic analysis approach
- Mass Spectrometry target

Imaging

- High content imaging (tissues/cells) and analysis
- Multimodal platforms - Multiplexing, Spatial multiOmics Strategy, Spatial Phenotypic quantification
- In vivo visualization of antisense oligonucleotides (ASO) biodistribution
- ASO tolerability assays

Sample Optimization

- Universal sample preparation
- Laser Capture Microdissection
- Single cell analysis ATAC (Assay for Transposase Accessible Chromatin)
- High throughput Mass Spectrometry-based proteomic analysis approach

Liquid Biopsies

- Circulating tumor DNA (ctDNA) and Methylation assay development
- Circulating Tumor Cells (CTC)
- Exosomes or Extracellular Vesicle extraction from Blood for Biomarker Identification.
- Technology to improve sensitivity
- Computational methods for Next-Generation Sequencing

Flow Chemistry

- Multistep synthesis
- Photochemistry, Electrochemistry
- Automation of downstream process (quenching, phase separation, distillation)
- Continuous crystallisation/drying/milling
- In line analysis.
- Continuous manufacturing in Pharma



Georges Da Violante

Director, Search & Evaluation, Enabling Technologies

georges.da-violante@servier.com



Tian Li, PhD

Associate Director, Search & Evaluation, Asia-Pacific

tian.li@servier.com

Assets available for partnering or sale

The following assets have been de-prioritized in our portfolio, and we would welcome a discussion with interested parties:

Asset	Target	Modality	Stage	Therapeutic area
SYM015/S95027	MET receptor	Monoclonal antibody	Phase 2	Oncology
SYM029/ONC0084	CD40 agonist	Monoclonal antibody	Lead optimisation	Oncology
S095043	LILRB1/2	Monoclonal antibody	PCC	Oncology
RHU030	Galectin-3	Monoclonal antibody	Lead optimisation	Immuno-Inflammatory



If interested, please fill in the [on-line form](#) and a member of Global Business Development will respond.

Partnering with

SERVIER



2024