



# Corporate presentation

2017

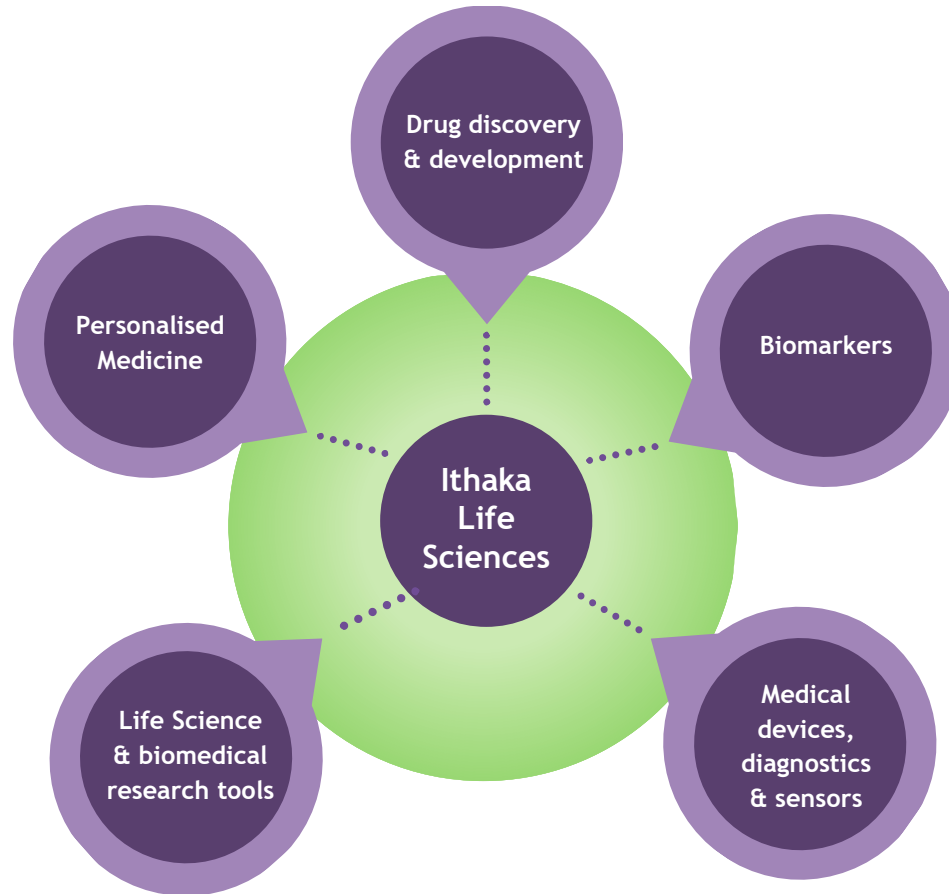
# What we do

---



# In depth technical expertise

---



# Ithaka Track Record

---

- Founded in 2000
- c. 250 assignments completed for c. 100 clients
- Worked with >25 UK universities on technology commercialisation as well as Wellcome Trust, BBSRC, MRC & Scottish Enterprise
- 10 university spin-outs created and financed (mainly in drug discovery and diagnostics)
- c. £50 million funding for clients raised from investors, corporate deals & grants
- Technical, commercial & IP evaluations undertaken for >30 organisations
- Due diligence conducted for 9 investment funds

# Ithaka Team

---

- **Paul Rodgers** Founder & MD, experienced biotech entrepreneur, biomarkers & personalised medicine
- **Bill Primrose** Drug discovery & development (Ripptide, PanTherix, SioKem etc.)
- **Richard Cumming** Life science/diagnostics product development & marketing (Amersham, GE Healthcare)
- **Paula Wittels** Medical devices & diagnostics (Pfizer, Quintiles etc.)
- **Mark Treherne** Drug discovery & development (Senexis, Cyclofluidic, BioFocus, Pfizer etc.)

# Ithaka: University Clients

---



UNIVERSITY OF  
BIRMINGHAM



# Ithaka: Corporate Clients



Scottish Enterprise



# Relevant Assignments

---

- **Wellcome Genome Campus**
  - Landscaping review of opportunity to develop Hinxton campus
- **Aberdeen University**
  - Support translation of work in the MRC Medical Mycology Centre
- **Scottish Enterprise**
  - Commercial adviser support to High Growth Start Up Unit
- **Kings College London**
  - Assess proposals for financial support of healthcare translation projects
- **Queens University Belfast**
  - Commercial mentors to Invest Northern Ireland Proof of Concept projects
- **ThermoFisher, Myriad RBM, UCB Celltech**
  - Strategic advice: R&D & new products
- **University spin-outs**
  - Mironid (Strathclyde/Heriot-Watt), Ripptide (Aberdeen/St Andrews), ProteinLogic (Cambridge/LMB), Ziva (Imperial College)
- **Early stage investors**
  - Cambridge Enterprise, Imperial Innovations, UMIP, Epidarex, Mercia, Seventure, Novo Seeds, Syncona



# Why Work with Ithaka?

---

- Hands-on experience
  - Translation of drug discovery & diagnostics
  - New ventures
  - Fund raising
  - Growth through strategic partnerships
  - Across the life science spectrum
- Multi-disciplinary team approach
- Extensive network of contacts
- Support tailored to meet the client's needs