

Personal Data

Subhasis Roy

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Date of Birth: September 6, 1968
Nationality/Permanent Residency: Switzerland/USA
Languages: English (*fluent*), German (*conversational*)
Status: Married

Professional Summary

I am a seasoned finance executive with a combined healthcare investment banking/advisory and biopharmaceutical industry experience. I spent over two decades advising healthcare companies and executing numerous financing and M&A transactions. I successfully transitioned my career from healthcare investment banking/advisory to the entrepreneurial environment of biopharmaceutical companies. I currently have over seven years of biopharmaceutical leadership experience in company financings, strategic transactions and business development, and managing teams of R&D scientists and finance professionals.

Demonstrated Achievements

- Proven expertise in **delivering** strategic advice to large and small healthcare companies' management and board and healthcare investors.
 - Extensive experience of **originating** and **executing** numerous financing (equity, debt, private placements) and M&A (buy- and sell-side) transactions globally worth over \$11 bn.
 - **Led** change management in an emerging clinical-stage biopharmaceutical company with multi-functional teams across countries which led to improved operational efficiency and transformation into an institutional investor- and pharma-friendly entity.
 - Entrepreneur self-starter with proven track record of **creating** investment banking/advisory businesses and driving revenue growth.
 - **Forging** long-standing relationships with healthcare investors, healthcare IBs and boutiques and Pharma BDs.
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Professional Experience

Managing Director **04/2021 – date** **Roy Consulting, Europe & North America**

- **Rejuvenate Biomed, Diepenbeek, Belgium**
 - Responsible for assessing the company's clinical development strategy, support raising Series C financing, support preparation of the company's IPO and future exit transactions.
 - **Orion Biotechnology, Montreal, Canada**
 - Responsible for assessing the company's drug pipeline, access to public markets and future financing strategy; led discussions with bankers and research analysts at leading US-based biotech investment banks.
 - **Vaderis Therapeutics, Basel, Switzerland**
 - Responsible for search and in-licensing of a clinical stage asset for development in an orphan indication; led discussions with US, EU, and Chinese pharma and biopharma companies.
 - **Saiba, Pfäffikon, Switzerland**
 - Responsible for partner search for the company's Covid-19 and Alzheimer Disease vaccine programs; led discussions with pharma companies worldwide.
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CFO **11/2021 – 06/2023** **Kinarus Therapeutics, Basel, Switzerland**

- Led and executed a reverse takeover transaction and listing on SIX Swiss Exchange (SIX: KNRS) of a clinical-stage biopharma company developing treatments for viral, respiratory and ophthalmic diseases.
 - Executed a CHF20 mn financing transaction with a US-based investor post-listing.
 - Led financial planning, budgeting, risk management, capital allocation, regulatory reporting functions; managed internal finance team and relationships with external auditors.
 - Led Investor Relations activities and supported out-licensing BD projects.
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CFO**03/2021 – 06/2022****NLS Pharmaceuticals, Zurich, Switzerland**

- Joined a clinical-stage rare CNS biopharma company immediately post-listing on Nasdaq (Nasdaq: NLSP).
- Executed \$27 mn of Standby Equity Line & ATM financing transactions with US-based investors.
- Led financial planning, budgeting, risk management, regulatory reporting functions, ESOP administration, incorporation of US subsidiary; managed internal and externally outsourced finance teams.

**CEO/COO
COO****09/2019 – 01/2021
04/2018 – 08/2019****Novaremed, Basel, Switzerland**

- Led and managed implementation of corporate strategy, operational budget and risk control procedures to support the R&D team in the development of a novel drug for the treatment of painful diabetic peripheral neuropathy leading to:
 - FDA's approval of an IND application to initiate a Phase 2b clinical study;
 - FDA's granting of Fast Track designation to the company's lead drug;
 - Initiation of a NIH-sponsored Phase 2b clinical study as part of NIH HEAL initiative.
- Led corporate financing and business development activities:
 - raised CHF12.5 mn from private investors;
 - held financing discussions with over 200 healthcare institutional investors globally; executed a \$50 mn Share Subscription Facility with Global Emerging Markets, a US-based alternative asset manager;
 - held partnering discussions with over 100 global and regional pharma companies; negotiated six term sheets.
- Managed finance activities, including overseeing the work of finance professionals for preparation of quarterly and annual financial statements, liaising with auditors for annual audit and authoring reports for the board and shareholders.
- Provided advice to the board of directors on strategic, financial, HR and corporate governance issues.
- Administered company ESOP plans; maintained a positive and ethical work climate conducive to attracting and retaining a diverse employee base through employees' annual performance evaluation and periodic feedbacks.
- Managed relationships with shareholders, external consultants and third-party advisors (banks, lawyers, PR/IR firms).
- Represented the company and presented at numerous industry and banking conferences globally.

Managing Partner & Co-Founder**05/2009 – 03/2018****Sirius Healthcare Partners, Zurich, Switzerland**

- Co-founded and led a healthcare advisory boutique advising emerging healthcare companies based in Europe and USA on their strategic financing, partnering and M&A transactions.
- Instrumental in developing a business plan, analysed healthcare advisory market needs, selected and recruited fellow partners and leading industry consultants and raised start-up capital prior to firm incorporation.
- Advised on financing and acquisition strategies, identified and evaluated M&A candidates, sourced venture financings, led transaction execution for biopharma, medical devices, specialty pharma and diagnostic companies.
- Originated and led execution on several financing, M&A and strategic advisory transactions worth over \$220 mn.
- Built and managed relationships with numerous healthcare institutional and private investors and advised them on investment targets, portfolio growth and exit strategies.
- Lead responsibility for firm management, third-party relations & marketing activities.

Head, Corporate Finance Switzerland**03/2007 – 01/2009****Kepler Capital Markets, Zurich, Switzerland**

- Initiated and led the Swiss Corporate Finance team of a pan-European brokerage firm owned by Landsbanki, a mid-market focused European Bank.
- Developed a client coverage model and led the coverage of mid-size Swiss healthcare, financial services and technology companies as well as selected financial sponsors.
- Recruited and led a team of four professionals and support staff.
- Led origination and execution of several IPOs, equity private placements, share buyback and strategic advisory transactions worth \$170 mn.
- Appointed to the pan-European Corporate Finance Management Committee to develop firm-wide strategy for internal collaboration and cross-selling opportunities.
- Partnered with the Swiss brokerage team to design and market bespoke brokerage offerings (investor roadshows, conferences) to companies thereby increasing the firm's brokerage market share to Top 3 among Swiss brokerage firms.

Director, Investment Banking**01/2006 – 02/2007****equinet Bank, Zurich, Switzerland**

- Led the coverage of mid-size Swiss healthcare companies for a mid-market focused German Investment Bank.
- Significantly expanded the bank's healthcare client and institutional investor coverage in Switzerland.
- Originated and led execution of equity private placements and M&A transactions worth \$50 mn.

**Director, Investment Banking
Associate Director, Inv. Banking****03/2001 – 11/2005
05/2000 – 02/2001****UBS Investment Bank, Zurich, Switzerland**

- Led and significantly expanded coverage of mid-size Swiss healthcare companies. Acted as "Sector Partner" for the bank's healthcare sector teams based in London & New York.

- Played a key role in origination and led execution of numerous IPOs, follow-on equity and debt offerings and M&A transactions for companies in healthcare, insurance and media sectors worth \$8 bn.
- Assumed client servicing responsibility and led cross-functional teams across country, sector and products during execution of several strategic transactions for the bank's key clients.
- Promoted to Director from Associate Director within 9 months of joining the bank.
- Recipient of Cross-Product Award for actively cross-selling the bank's products and services to the bank's clients.
- Actively involved in recruitment and mentoring of junior team members.
- Generated several business leads for the bank's wealth management business.

Senior Manager, Equity Capital Markets 03/1998 – 12/1999 HSBC Investment Banking, Delhi, India

- Led coverage of leading Indian companies, along with the bank's country and industry teams and pitched for various IPOs, follow-on equity and equity-linked financing transactions.
- Advised Indian government on its divestment strategy in state-owned telecoms, energy and transportation companies.
- Led origination and execution of several financing transactions for state-owned and public companies worth \$250 mn.
- Played a key role in securing acquisition financings for several Indian companies to finance their cross-border acquisitions from the bank's credit syndication teams based across Asia.
- Instrumental in increasing the bank's ranking to Top 3 for leading international financing deals for Indian companies.
- Generated several business leads for the bank's corporate banking business.

Manager, Investment Banking 11/1996 – 02/1998 NatWest Markets, Mumbai, India

- As a senior team member, initiated the bank's Investment Banking activities in India.
- Led coverage of state-owned and public companies in energy, telecoms and utilities sectors.
- Prepared pitches and RFPs, developed financial models, conducted merger negotiations and secured acquisition financings from banks.
- Played a key role in origination and execution of M&A and strategic advisory transactions worth \$100 mn.

Executive, Corporate Finance 11/1994 – 10/1996 Dresdner Kleinwort Benson, London, UK

- Provided support to the bank's Asia-based country bankers for their coverage of corporate clients.
- Prepared pitch presentations, developed financial models, drafted listing prospectuses and roadshow documents and supported pricing of equity and equity-linked products.
- Played a key role in origination (including pitching) and execution of financing transactions worth \$2.4 bn.

Education

MBA	Fuqua School of Business, Duke University	Durham, NC, USA	May 1994	Finance & Gen. Management
Master of Commerce	Sydenham College, University of Mumbai	Mumbai, India	May 1992	Accounting & Finance
Bachelor of Commerce	H.R. College, University of Mumbai	Mumbai, India	April 1990	Accounting & Auditing

Other Qualifications

- Completed individual modules in Public Health at London School of Hygiene & Tropical Medicine, UK, 2016 – 2021
- Level B2 German language proficiency certification from Goethe Institut, Germany, January 2010
- Securities Representative certification from FSA, UK, January 1995
- Diploma in Public Speaking from Nazareth Speakers Academy, India, April 1991

Board & Mentor Roles

- **Vaccentis, Zurich, Switzerland, 05/2022 - date**
 - Board member of a private Swiss clinical-stage biopharma developing an autologous cancer vaccine as an adjuvant treatment post-nephrectomy for Renal Cell Carcinoma.
- **Swissnex, San Francisco, USA, 07/2024 – date**
 - Start-up mentor to emerging Swiss life sciences companies.