

# GEORGES RAWADI, Ph.D., M.Sc.

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## Biotech C-level and board member

Growth and development Leader – Innovative, team & business development vision  
Setting and optimizing market strategy – Leading and closing negotiation of commercialization agreement – M&A, fundraising and growth management - Executive responsibilities

Results driven executive professional with over twenty-year experience in pharma/biotech, as research director, as business developer, and an executive role. Built a strong background in leadership, drug development, transversal management, licensing-out, licensing-in, deal making, IP and M&A. Employ industry awareness to build strategy to preserve competitive positioning, ensure growth and sustainability and support fund raising.

### LEADERSHIP & EXPERTISE

- Leadership, Management and Executive
  - Defining strategy and approval by board of directors
  - Problem solving
  - Ensuring objective achievements on time
  - Working in multidisciplinary team and in matrix-type setting
  - Implementation of strategy and complex industrial alliances
  - Leading and animation of executive and expert team
  - Business Development and commercial
  - Pitching to investors, fund raising and communication to media
  - Board position
  - Oral communication skills
- Business Development
  - In and out-licensing, M&A
  - Term sheet, deal proposals and agreement drafting
  - Leading negotiation and deal closing
  - Project valuation and financial
  - Solve contractual and financial issues with partners/customers
  - Market opportunities, strategies financial analysis
  - Excellent understanding of IP, IP litigation and legal
  - Investor relation and contributing to fund raising
  - Excellent Network and relation building
  - Work in an international and multicultural environment
- Drug discovery and development expertise
  - Numerous scientific publications in peer reviewed journals (over 35 publications)
  - Strong expertise of the drug discovery value chain (preclinical and clinical)
  - Up to date with pharma and biotech sector: strategy, challenges, technologies, assets, deals, etc.
  - Good knowledge of several disease areas: bone and joint diseases, oncology, immunotherapies, microbiome, anti-infective, regenerative medicine and cell therapy

## PROFESSIONAL HISTORY

Since October 2021: Supporting eureKARE (investment company in the synthetic biology field) to i) audit and/or restructure portfolio company and ii) build new biotech ventures across Europe

Since December 2021: Independent Member Board of Directors of Alia Therapeutics (Italy) & consultant supporting fund raise and Bus Dev activities

Since December 2020: Chairman of Strategic Board of Apmonia Therapeutics (France)

March 2018 – October 2021: YSOPIA Bioscience (France)

Chief Executive Officer and Board Member

- Repositioning, defining and executing drug development strategy in the microbiome field
- Leading YSOPIA transformation and to a leader biotech position in the microbiome industry
- Building from scratch a pipeline with multiple programs addressing multibillion market
- Achievements:
  - In-licensing multiple key technologies (US, Spain, France)
  - 7 new patent applications filed
  - Raising dilutive and non-dilutive funds
  - Building the team from 7 to 20 employees, and adding experts to the Board of Directors
  - IND approved by FDA (August 2020) and second IND filed (May 2021) for first in class microbiome drug candidate
  - Phase I completed (May 2021) in US, manuscript for publication under drafting

June 2014 – February 2018: Celyad, Mont Saint-Guibert (Belgium, NASDAQ Listed)

VP Business Development & IP

- Member of the management team; Coordinator of the strategic committee; Responsible for worldwide corporate BD activities, international expansion and managing business partner relationships; Responsible of IP.
- Achievements:
  - Redefining the Company 5 years business strategy
  - Deployment of the new strategy through two transforming M&A
  - Support fund raising activity in EU and US (roadshow)
  - Strategic partnership in US, Japan, Taiwan and Korea
  - Support external and internal growth
  - Generate non-dilutive revenues

March 2012 – May 2014: Cellectis, Paris (France, NASDAQ Listed)

VP Business Development

- Manage corporate BD activities; Oversee deal negotiation and closing for Cellectis and its therapeutic and plant subsidiaries; Develop and manage distributors in far-east; Market planning; Scout for new technology; Recommend to board of directors novel technology acquisition.
- Achievements:
  - Restructuring of BD and sale policies
  - Restructuring the company business model to focus on high value creating assets
  - Generate significant revenues through licensing-out and partnership (Novo Nordisk, NIH, Wako Chemical, Janssen, Bayer, Stemgent, Genoway, Servier, ...)
  - In-licensing new strategic technologies (mainly in stem cell field)

2010 – 2012 : Self Employed, Paris (France)

Business Development Consultant

- Strategic consulting, including business & sales strategy development; Partnership; Technology transfer & license agreement; Intellectual property management; Training.

2006 – 2010 : Galapagos, Romainville (France, NASDAQ Listed))

Business Development & Alliance Manager

- Manage existing commercial contracts; Identify, present and negotiate on new business opportunities; Prepare and run due diligence; Follow-up and support of internal R&D to maximize value creation; Represent company at Bus Dev & science meetings; Portfolio of preclinical and clinical programs; IP committee management.
- Achievements in BD role:
  - Directly responsible of several out-licensing and alliance deals (Servier, Sanofi, Bausch & Lomb, MorphoSys, Merck, Charly Foundation, Novartis and others)
  - Generate significant revenues in cumulative upfront and milestone payments
  - In-licensing of two new targets from academic institutes

2002 – 2006 : Prostrakan, Romainville (France)

2005-2006: Business Development Manager

- Identify, negotiate, and close new business opportunities
- Achievements:
  - Out-licensing of two preclinical programs (Amgen, Novartis)
  - Generate €8M in cumulative upfront revenues

2002-2005: R&D Director

- Head of cell biology team; Preclinical project and technology platforms leadership
- Achievements:
  - Driving several projects from target identification up to drug candidate identification
  - Patent filling

1998 – 2002 : Aventis, Every (France)

Laboratory head – Infectious disease group then Bone disease group

1994 – 1998 : Successively drug discovery scientist at Hoechst Roussel (Sumerville NJ, USA) and Pasteur Institute (Paris, France)

## EDUCATION & LANGUAGES

- Executive Master in Management and Strategy in Health Industry – ESSEC business school (2006)
- Ph.D. Microbiologie – University of Paris VII (1995)
- Master degree in Microanalysis – University of Paris XII (1991)
- Master degree in Biochemistry – University of Rouen (1990)
- English: Fluent
- Arabic: Mother tongue (Born in Lebanon)

## HOBBIES

- Sports
  - Karate (black belt Shotokan)
  - Tennis
  - Badminton
- Photo and paint framing