Confidential Position Specification

An US Leading Pharmaceutical Company

Head of Immunology, Scientific Innovation, Innovation Center Asia Pacific

December 2014
CONFIDENTIAL POSITION SPECIFICATION

<table>
<thead>
<tr>
<th>Position</th>
<th>Head of Immunology Scientific Innovation</th>
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<tr>
<td>Company</td>
<td>An US leading Pharmaceutical Company</td>
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<tr>
<td>Location</td>
<td>Shanghai, China</td>
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<td>Reporting Relationship</td>
<td>Immunology Head Scientific Partnership Strategy; and in dotted line to Head of the Innovation Center</td>
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COMPANY BACKGROUND/CULTURE

We develop treatments that improve the health and lifestyles of people worldwide, and the company prides itself on its progressive R&D initiatives. The company conducts research and development from novel targets in nine therapeutic areas including, neurologic disorders, gastroenterology, oncology, infectious diseases, diabetes, haematology, metabolic disorders, immunologic disorders and reproductive medicine.

These innovation centers, which are in the process of being opened in San Francisco, Boston and in the London area, have the goal of creating a critical platform to compete for the top medical innovations at universities and biotech companies, allowing the company to build the best pipeline in the industry. Located close to where the greatest innovation occurs the Innovation Centers will enable us to have early access and better insights to make investment selections, and of course increase the probability of success in on-boarding new products.

KEY RESPONSIBILITIES

The successful candidate will co-create and implement the external innovation plan to deliver the Therapeutic Area (TA) strategy, and demonstrate superior scientific credibility, influencing skills and organization savvy that will solidify our place as the partner of choice in a highly competitive landscape of external collaborations and partnerships. They will apply highest level scientific expertise and insights to identify best opportunities for value-generating collaborations, develop an industry-leading portfolio of investment opportunities, and cultivate a strong scientific reputation and a network of experts in the global innovation community.

The company is seeking to appoint an expert who will boost our network across the Immunology space and garner more momentum in/around disease areas such as Rheumatoid Arthritis, Psoriasis, IBD (Crohn’s Disease/Ulcerative Colitis) and Respiratory (Asthma/COPD) for instance.

Additionally, they will lead collaborations and asset development to produce win-win value-creation and maintain close connections to the TA Discovery and Research functions, and leverage internal capabilities as required to advance programs through the pipeline. They will liaise with other TA Scientific Innovation Leaders, providing guidance and support on an as needed basis with highest level of expertise, mature judgment and experience.

She/he will develop effective relationships with the Immunology TA, TA Development Head, TA External Innovation Leader, IC Leaders & members of the TA Senior Leadership team. Additionally, this role will interact with colleagues and leaders across functional areas.
and may include members of the R&D SLT and GOC as appropriate, including Head of Pharma R&D.

The successful candidate will act as a company spokesperson, representing us in major innovation cities and satellites in the world. They will also facilitate connections between internal and external scientists and build collaborative and interactive relationships with universities, academic medical centers, small biotech companies (pre-POC) and venture capital.

PROFESSIONAL EXPERIENCE/QUALIFICATIONS

This is a role where the appointed candidate will be able to bring together and utilize a broad array of their skills and experiences. They will be afforded freedom to develop innovative and creative solutions to establish their own network of key contacts, develop what may be novel solutions to negotiate partnerships, and forge other business development deals.

Therefore the ideal candidate will possess:

- A minimum of 15 years’ experience gained in the pharmaceutical industry/biotech/academia. A combination of successfully working in two of these sectors would be ideal.
- A record of accomplishment in drug discovery in a field relevant to autoimmune and pulmonary diseases, have a good understanding of trends in technologies and the latest scientific thinking.
- A comprehensive network of key academics and biotech executives in immunology research
- A thorough understanding and experience of the drug development process.
- Have strong presentation skills and be able to adjust their style as to the requirements of the audience. This may include investors, the executive team etc.
- Have demonstrated experience of working to create collaborations and partnerships, from either an operating standpoint or to create a deal agreement between two entities.
- Should have operated at a senior leadership level and have not only scientific credibility, but business acumen and gravitas to be successful in a role where he/she will be afforded considerable autonomy to operate.
- Be organizationally savvy - know how to navigate a large organization to produce results, yet is also a hands-on self-starter who can work in an entrepreneurial environment

EDUCATION

A PhD or MD/PhD coupled with 15 years of industry/academia/biotech experience is desired.

COMPENSATION

An attractive package including base salary, performance bonus, and equity participation will be designed to fit the ideal candidate.
## KORN FERRY CONTACTS

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<tr>
<th>Name</th>
<th>Title</th>
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