



ISCT Business Models & Investment (BM&I) Commercialization Subcommittee

ESP Leadership Development Program – Role Description

BM&I Subcommittee Scope:

[The BM&I Subcommittee](#) aims to develop and deliver educational programming for CGT investigators and investors to better understand how the CGT business model can be better presented and interrogated, respectively, for financing the translation of innovative CGT technology through product / clinical development to commercialization.

Develop a Roadmap for Investigators:

- IP and market value of development candidate(s)
- SME design; Management & Advisors for leading CGT development
- product process development requirements; costs and timelines
- clinical development requirements; costs and timelines
- “build or buy” in achieving milestones, role of enablers and partners
- determining and raising sufficient capital to achieve milestones
- “under-promise and over-deliver”

Develop a Roadmap for Investors:

- Clarity on the CGT Business Model
- How to better interrogate CGT opportunities
- Manufacturing considerations for the CGT business model
- Nuances of Clinical Development for CGT
- Use of funds in CGT Product Development
- CGT exit strategies; IPO, M&A, Partnering

CGT Industry Enablers and Build or Buy

- Early development decisions and ultimate commercial success
- Understanding multiple technical approaches and evolution over time

Current and 2021 Committee Initiatives:

As a member of the ISCT BM&I Subcommittee, the ESP member will be acutely involved in the Committee’s initiatives. The following are the Committees current identified plans for 2021:

- **2021 Investor Survey** – In 2018 the Committee conducted the first Investor Survey in partnership with Bloomberg Intelligence with aim to understand investor perceptions of key opportunities and challenges in the CGT field at the time. In 2020, following the (pending)

publication of the 2018 Investor Survey White paper, the Committee will conduct a second survey to understand the current investor landscape and perspectives since the last survey.

- **Investigator to Investor (I to I) Program 2021 Annual Meeting Workshop** – The I to I Program was created in 2018 in support of the BM&I Committee with a goal to bridge the knowledge gap between the investigators and investors within the CGT sector. The program plans to host a roundtable workshop at the ISCT 2021 Virtual Annual Meeting with ISCT key opinion leaders.
- **Webinars** – The BM&I Committee plans to host up to three webinars in 2021. Possible focus topics include auto and allogeneic business model and I to I Roadmap.
- **BM& I Educational Suite Oversight** – In light of the ISCT website revamp in early 2021, the BM&I Subcommittee will be responsible for compiling and monitoring resources to be housed in the ISCT Educational suite.

ESP Member Responsibilities and Opportunities:

The BM&I Subcommittee is looking for ESPs who are driven, enthusiastic and adaptable. We ask that applicants are available for up to 3 hours monthly to assist the Committee in executing its objectives.

The ESP member of the BM&I Committee will assist in the execution the Committee's identified initiatives. Support may include, but not limited to:

- **Speaker outreach** – I to I Workshop organization and Webinar panelist confirmation.
- **Resource outsourcing** – Spearhead the curation of the BM&I resources for the ISCT Educational Suite on the ISCT webpage.
- **Writing and Editing support** – Provide writing assistance for the Committees publication initiatives.
- **Data analysis** – support with analysis of investor survey results in preparation for white paper development

Attendance to monthly Committee teleconferences is mandatory. The ESP will work closely with the Committee's Co-Chairs, Sven Kili (Sven Kili Consulting) and Patrick Rivers (Aquila Capital) and the ISCT Head Office liaison, Simone Stickland.

The term of the BM&I Subcommittee ESP seat is 1 year, with the option to renew.