

Curriculum Vitae

Name: Patrik Scholler
Title: Chemical Engineer, PhD
Nationality: German
Date of Birth: 11/19/1968
Place of Birth: Bad Vilbel, Germany
Marital Status: married

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Germany

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School: 1974 - 1980 Elementary School (Eppersthausen, Germany)
1980 - 1985 Secondary School to 11th grade (Dieburg, Germany)
1985 - 1986 High School (Castro Valley, CA)
Receipt of High School Diploma
1986 - 1988 Secondary School (Dieburg, Germany)
Receipt of "Abitur"(final examination)

University: 10/88 - 8/93 Technical University of Darmstadt, Germany
Studies of Chemical Engineering
Extra subject: Biochemistry
[1/93 - 6/93] Diploma thesis at the Technical University of Darmstadt
*Expression analysis of the second domain of human mucus
proteinase inhibitor as fusion protein in E. coli*
(Prof. Dr. H.-G. Gassen)

PhD thesis: 10/93 - 07/96 German Cancer Research Center (Heidelberg, Germany)
*High-resolution chromosome mapping for directed ordered
DNA sequencing (Dr. J. Hoheisel, Prof. Dr. R. Knippers)*
Leading and teaching technicians and diploma students

PostDoc: 07/96 - 10/97 German Cancer Research Center (Heidelberg, Germany)
*High-throughput physical mapping and DNA hybridisation
technology development*
Leading a team of technicians and diploma students

Job:

10/97 - 03/98 **LION Bioscience AG** (Heidelberg, Germany)
Director Automation and Mapping

- Member of the management team with direct reporting to the CEO. Co-development of corporate strategy, corporate organisation, annual budgets and business goals.
- Member of the projects steering committee.
- Technical sales of multi-million-euro genomics projects, project responsibility and continuous progress reporting to top executives of customers'.
- Full responsibility for building up and leading two molecular biological laboratories including hiring and training of 20 employees.
- Technical responsibility for automation in all LION laboratories including data management (LIMS) and quality management (continuous improvement process, SOPs etc.)
- Management training and strategy sessions with McKinsey and Ernst&Young.

03/98 - 12/99 *Vice President Technologies*

- ... for a term of 6 months double responsibility for the two molecular biological laboratories and for building up three more departments: a) Technology development; b) LIMS development; c) Process management with a total of 15 employees.
- Full responsibility for laboratory technological development at LION including research and development, patents and licences, technology scouting, technical due diligences, strategic international networking and negotiation with both academic and industrial cooperation partners, presentations to international public audiences.
- Conception and realization of one of the first high-throughput microarray printing robots with superior precision than commercially available robotic systems, development of novel genomics strategies incl. bioinformatics solutions, agent-based data management system, high-throughput pipetting systems and fully automated processes.
- Long-term strategy development with support of McKinsey's. Sales training and project management training with external consultants.

01/00 - 04/01 **Febit GmbH** (Mannheim, Germany)
Vice President Biochip Development

- Member of the management team with direct reporting to the CEO.
- Full technical and organisational responsibility for two departments: a) Organic Surface Chemistry and b) Biochip Development with a total of 10 employees.
- Sole responsibility for all marketing activities with focus on marketing strategy, web page development and PR. Managed to bring Febit into public television.
- Full responsibility to create a company-wide project controlling system, quality management and knowledge management structures including training of employees.

05/01 - 05/02 **Sciconis GmbH – Innovative Biotech Consulting** (Heidelberg, Germany)
Founder and Chief Executive Officer

- Conception, co-foundation and full management responsibility of a novel biotech consulting company offering unique animated process simulation for laboratory process optimization and semantic knowledge management solutions for the analysis of very complex and multi-dimensional data sets (e.g. for market analyses through the internet).
- Managed to legally and operationally set up the company with a total of 5 employees and successfully executed the first customer deal worth EUR 40.000, all within 3 months.

- Development of a 5-year business plan, marketing strategy, marketing material, dynamic webpage with database backbone, qualified customer database, and sales plan.
- Direct marketing activities with all German biotech companies and large academic institutions in Germany, numerous sales presentations, cold acquisitions, conference booth.
- Development of novel software tools with IT partner companies.
- Successful execution of a project for Cap Gemini Ernst & Young where we analyzed the activity of 200 companies in 50 application fields by semantic analysis of the internet. They were impressed how we did this within a few days.
- Liquidation of the company due to the direct economic effects of September 11th.

07/02 - today **SCHOTT Nexterion AG** (Mainz, Germany)
Director Business Development

- Member of the management team; full responsibility for corporate development; direct reporting to the CEO; numerous presentations to the SCHOTT group's board.
- Leading a team of highly qualified business development and marketing experts with the following main responsibilities:
 - execution of the SCHOTT group's vision of building up a 100 million EURO life science business by 2010 starting from 1 million EURO.
 - development of various short- to long-term business strategies including detailed market analyses of various different markets in the life science area (e.g. biochips, diagnostics, drug safety) both for Nexterion and for our investment partners in Israel and the USA.
 - development of a global key account management strategy including an implementation plan based on an existing sales organisation.
 - development and execution of a marketing concept including a webpage, an e-shop, marketing brochures, corporate presentations, PR and communication strategy.
 - analysis, prioritization, interviewing and selection of acquisition candidates including complete due diligences. Upon our recommendation a German biotech company was bought and integrated into SCHOTT Nexterion.
 - making a concept and negotiation of two sales and marketing agreements with US investment and collaboration partners.
 - organisation of expert panels with top level pharma executives.
 - implementation of a knowledge management system including business intelligence.
- Leadership training seminars, team building events etc.

Languages:

- German - native language
- English - fluently, strong negotiation experience
- Latin - A-level
- French - basics

Extra Training:

- Project management (McKinsey, individual, 50 hours)
- General management (McKinsey, individual, 30 hours)
- Communication (various classes, 20 hours)
- Sales training (diverse consultants, 15 hours)
- Leadership training (SCHOTT Glas, 20 hours)

Interest:

- job: life sciences, new business and strategy development
- private: mountain biking/running, guitar/singing

Character:

- dynamic, determined, systematic, responsible, creative

Overview Academic and Professional Experience

<p style="text-align: center;">Basic scientific knowledge</p> <ul style="list-style-type: none"> • Chemistry • Chemical engineering • Biochemistry • Biophysics • Molecular genetics and diagnostics 	5 years	<p style="text-align: center;">University</p> <ul style="list-style-type: none"> • TU Darmstadt
<p style="text-align: center;">Laboratory experience</p> <ul style="list-style-type: none"> • Protein chemistry: purification, folding, characterisation, activity testing • DNA technologies: recombinant cloning techniques, isolation of chromosomes, physical mapping, sequencing, expression profiling + many standard methods • Molec. biolog.: bacterial/yeast cell culture 	4 years	<p style="text-align: center;">University, research centres</p> <ul style="list-style-type: none"> • TU Darmstadt • DKFZ Heidelberg • + Inst. Pasteur/Paris ICRF/London MPI/Berlin
<p style="text-align: center;">Technological experience</p> <ul style="list-style-type: none"> • Lab automation: QM, process analysis, LIMS software development, robotics, ultra-high-throughput scheduling etc. • Biochips: micro-array and -chip development, organic surface chemistry, DNA and gene synthesis, DNA hybridisation, detection methods • Bio-informatics: software development, genome mapping, sequence analysis, expression profiling etc. • Knowledge management: semantic web technologies, data mining, intranet etc. • Animated process simulation: analysis, programming, simulation design, optimisation of lab business processes • Drug development: in-depth understanding of the entire pharmaceutical drug development process chain • Toxicology and drug safety 	7 years	<p style="text-align: center;">Biotech start-up companies</p> <ul style="list-style-type: none"> • LION bioscience AG • Febit AG • Sciconis GmbH • SCHOTT Nexterion AG <p>+ financial investments in: Nimblegen Systems, USA Glycominds, Israel</p> <p>+ acquisition of Quantifoil, Jena, GER</p>
<p style="text-align: center;">Management experience</p> <ul style="list-style-type: none"> • New business development • Business and marketing strategies • Technology scouting, Due diligences • Strategic deal-making, sales process • Negotiations, legal contracts • Team building, leadership • Department responsibility • Financial budgeting, controlling • International project management • Market analyses, marketing • Public relations, presentations to VC, board, public + scientific audiences 	(7 years)	