



**ThermoFisher**  
SCIENTIFIC

## Patheon Biologics Division Overview

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Director Business Management

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**Patheon**  
part of Thermo Fisher Scientific

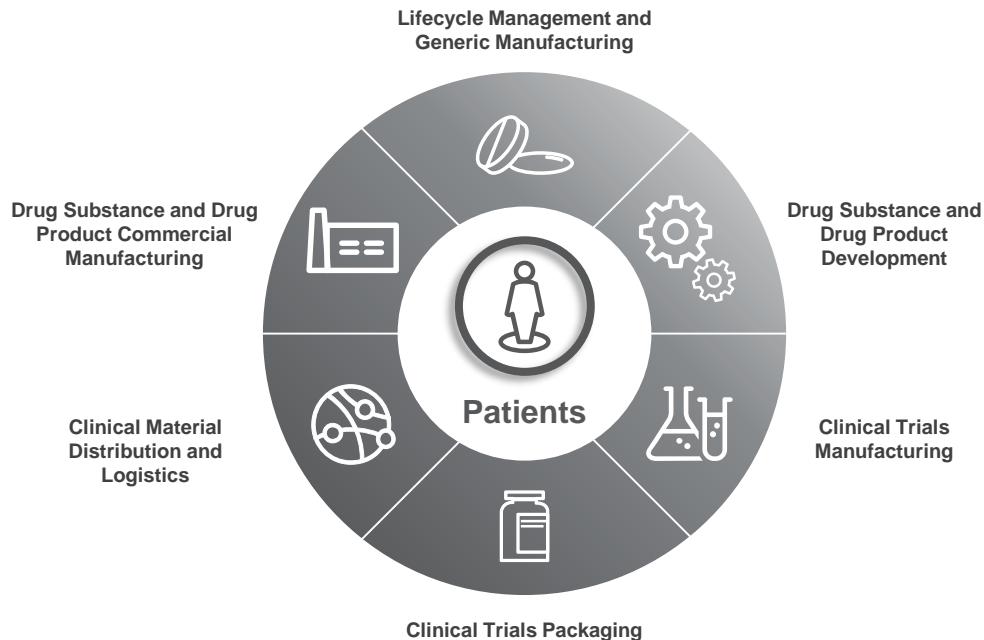
The world leader in serving science

# Pharma Services: Leader in Drug Development, Trial Logistics, and Manufacturing

Patheon

ThermoFisher  
SCIENTIFIC

Fisher Clinical  
Services



**20 billion** solid doses & **156 million** sterile doses

*representing 75% of all dosage forms*

**1000+**  
molecules  
developed

**4,000+**  
clinical trials  
supported

**50+**  
large molecule  
drug substance

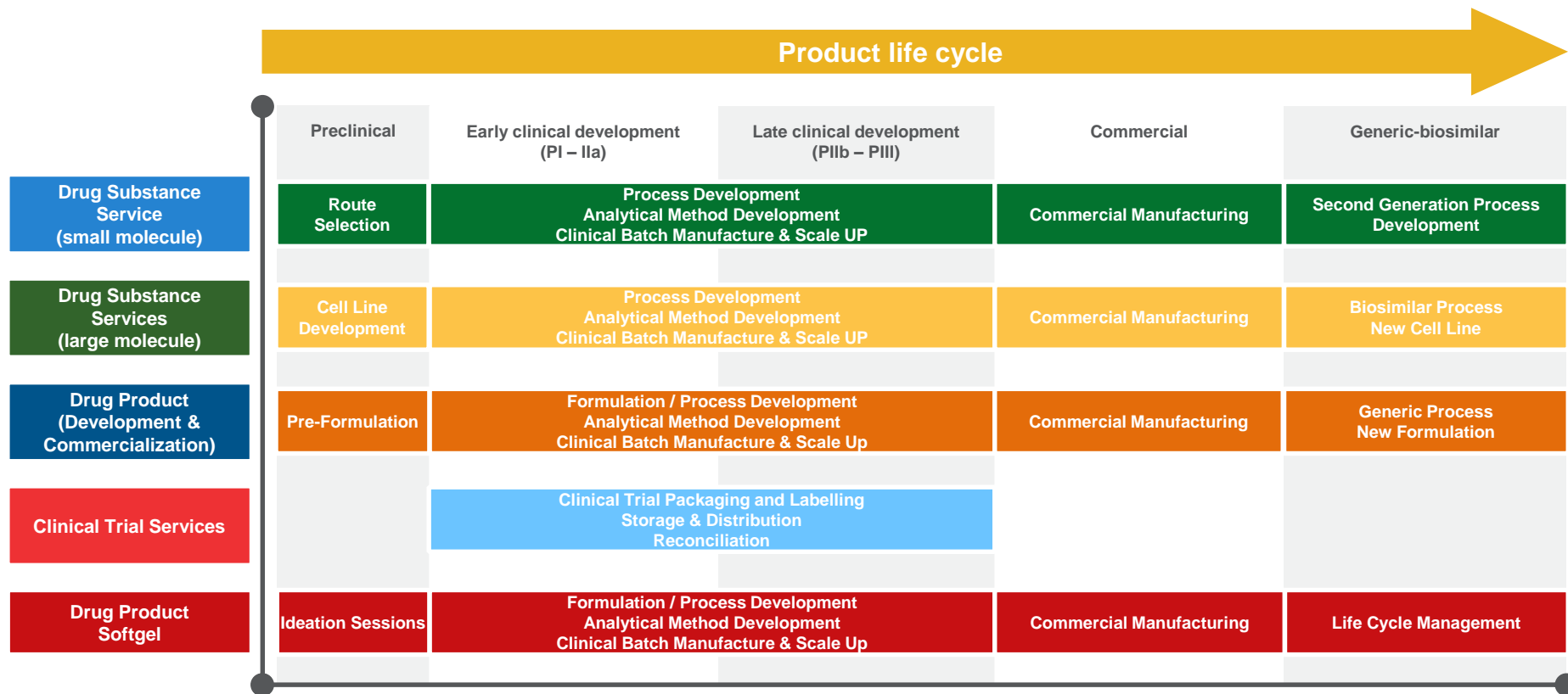
**200+**  
small molecule  
drug substance

**800+**  
clients

**12,000**  
employees

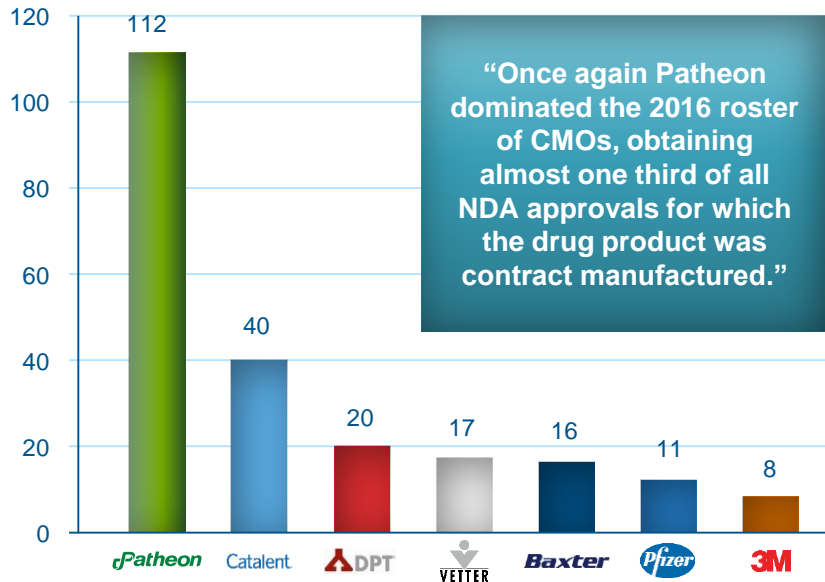
**Flexible business models**  
Customized to meet your unique needs

# From Substance to Clinical Trial to Commercial Product, A Partner for Every Step



# Patheon – the Trusted Partner for Commercializing New Products

Outsourced NME approved products 2007 - 2016



\*Source : PharmBourse, A Global Data Company  
Trend Report – CMO scorecard: Outsourcing of  
NDA approvals and CMO performance – 2017 Edition

Who would you rather trust with your molecule?

112

Awards in the last decade, equal to the combined awards of the next 6 closest competitors

17

17 out of 55 approvals awarded to Patheon in 2016 – Patheon dominate with nearly one third of awards

33%

Patheon received 14 out of 42 NME approvals for sterile injectable dose. More than any other CMO. More than 60% next nearest CMO

Only Patheon was recognized in the CMO Scorecard (2017 Edition) as having successfully manufactured both the DS & DP for outsourced NME approved products

# Global Network to Support Biologic Clients

## Princeton, NJ, USA

Center of Excellence:  
Process Development  
Over 20 years experience

## St Louis, MO, USA

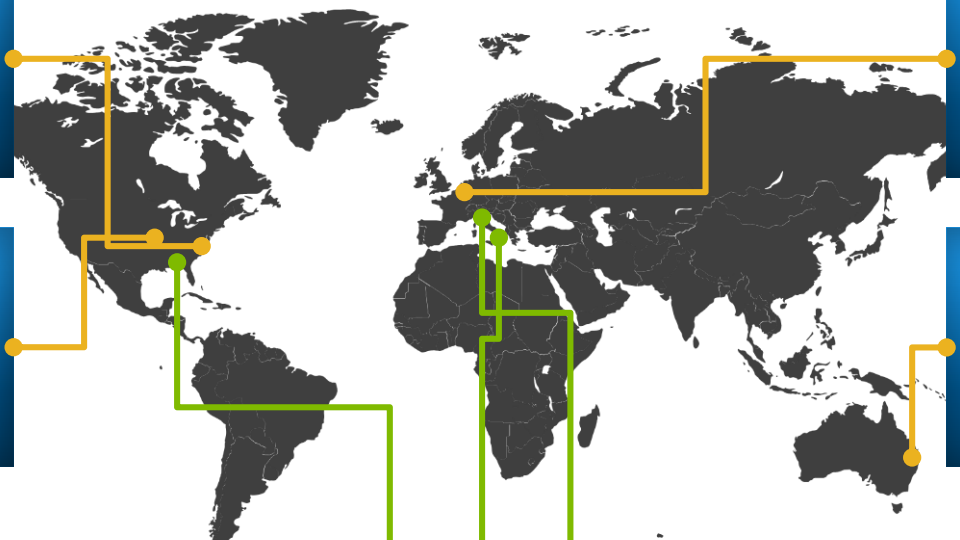
Center of Excellence: Process  
Development and manufacture  
Significant track record commercial  
manufacturing

## Groningen, The Netherlands

Over 28 years of experience in  
clinical & commercial  
manufacturing

## Brisbane, Australia

New state of the art facility,  
single-use technology



## Biologics drug product sites

Greenville, US

Monza, Italy

Ferentino, Italy

# A Proven Track Record for Our Clients

## Leadership in mammalian cell culture development and manufacturing

### 2014 - present



\* At least 3 separate sites or more

### 2014 - present

Technology transfer of

>180

Biologics programs globally

# Australian R&D Tax Incentive



Administered by the Australian Taxation Office (ATO) and Innovation and Science Australia (which is assisted by AusIndustry).

Globally, the Australian R&D Tax Incentive offers the greatest cash benefit to companies with an aggregated turnover of less than AU\$20 million and are in a tax loss position (Deloitte 2016).

Turnover/income	R&D tax offset rate available
Aggregate world-wide turnover less than AU\$20 million	43.5%
Aggregate world-wide turnover of AU\$20 million or more	38.5%



For companies eligible for the 43.5% refundable tax offset, this translates to a cash refund of 43.5 cents for every dollar spent on R&D activities for companies that have sufficient tax losses.

Majority of early and mid stage biotech companies are in a tax loss position and can take advantage of the cash back opportunity under the R&D Tax Incentive.



Need to consider cross-border and international tax issues

Non-dilutive nature of the refund is highly valued by investors to offset the equity burn rate.

# Australian R&D Tax Incentive

## Two types of eligible R&D activities:

### 1. Core activities

Outcome cannot be known or determined in advance

Need to undertake an experiment to resolve knowledge gap

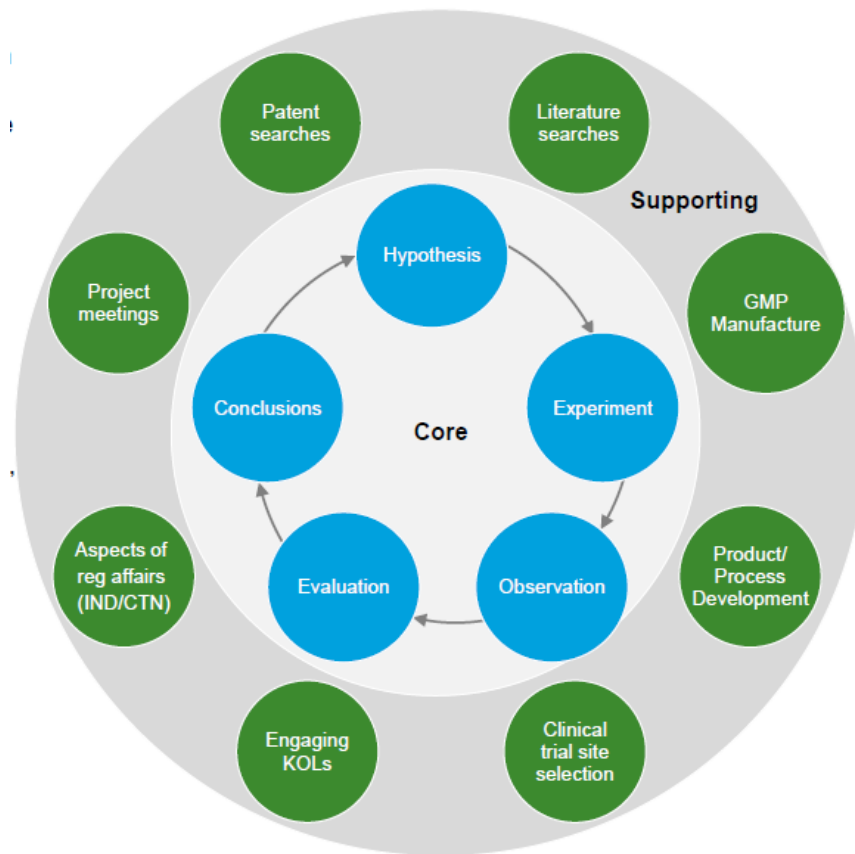
### 2. Supporting activities

Directly related to core activities

## What costs are eligible:

Eligible R&D expenditure includes salary costs, contract costs (e.g. CDMO/CRO costs), overheads, trial and other direct costs, depreciation on assets, re-charges from overseas Parent company to assist in undertaking R&D etc.

Costs incurred on activities conducted outside of Australia can also qualify under an approved Overseas Finding





# Thank you

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