



JAMES L BERGEY, PH.D.

SUMMARY

Consultant and former corporate officer in business development, licensing and research for major U.S. pharmaceutical companies and biotechnology enterprises. Extensive deal history including identification and licensing of Glucophage, BMS's \$2+ billion product. Broad experience in Asia and Europe. Research management. Small biotech corporate management. 12 patents, 35 publications, 150 research reports.

SCIENTIFIC BACKGROUND

Primary training and research in cardiovascular pharmacology. Focus on role of abnormal calcium handling by biological membranes in the etiology of disease processes including hypertension, myocardial infarction, cardiac arrhythmias, angina pectoris and various vasospastic disorders. Experience with wide range of experimental techniques including isolated cardiac and vascular preparations, *in vivo* cardiac arrhythmia model, *in vivo* hemodynamic assessment techniques, *in vitro* and *in vivo* autonomic methodologies, *in vivo* electrophysiologic techniques including His bundle recording, and *in vitro* microelectrode methodologies.

SCIENTIFIC ACCOMPLISHMENTS

- Management of antiarrhythmic program at Wyeth Laboratories resulting in development of novel Class I antiarrhythmic agent, Recainam.
- Established program at Wyeth from which several novel antihypertensive calcium-entry blockers were discovered and patented.
- Established calcium-entry blocker and antiarrhythmic programs at Ciba-Geigy; discovered interesting leads in both therapeutic areas in less than 18 months.
- Established pharmacological testing programs for calcium-entry blockers at Squibb, which yielded a number of novel and interesting compounds, several of which reached the level of clinical testing.
- Established technology at Squibb to measure K⁺ flux in the ischemic myocardium to evaluate the effect of K⁺ channel modulators for therapeutic utility.
- Demonstrated for the first time *in vitro* that chemical inhibition of neutral endopeptidase could prolong the biological half-life of ANF, thus supporting the concept that such inhibitors have potential for therapeutic use. Preliminary work for Vanlev, Bristol-Myers Squibb NED/ACE inhibitor with blockbuster potential

PROFESSIONAL EXPERIENCE

WYETH PHARMACEUTICALS, Collegeville, PA

- Asst. Vice President, Alliance Management (2008 -09) Responsible for management of key alliances such as Elan (Alzheimer's Franchise), Nycomed (Protonix), and others. Identify opportunities to add value and extend relationships with respect to partnered products.
- Asst. Vice President, Licensing (2005-08) Inlicensing late-stage opportunities and technology collaborations. Identify "white space" opportunities and develop internal strategies for inlicensing and development.



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LOCUS PHARMACEUTICALS, Blue Bell, PA

- Vice President, Business Development (2003-04) Outlicensing technology collaborations (MDCs), development programs, and products in oncology, inflammatory disease, and HIV. Corporate officer.

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NEOPHARM, INC. Lake Forest, Ill.

- Vice President, Business Development (2002-03) Outlicensing products in oncology and liposomal drug delivery systems. Corporate officer.

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INKINE PHARMACEUTICAL CO., INC. Blue Bell, PA

- Senior Vice President, Business Development (2000-03) Inlicensing strategic products, partnering Colirest (IBD gastroenterology), Hematrol (ITP hematology) and the thrombospondin/oncology (antiangiogenesis and anti-metastatic) products under development at InKine. Arrange and direct contract research projects in angiogenesis and oncology.
- Corporate officer.

BRISTOL-MYERS SQUIBB, Princeton, NJ

- Vice President, Commercial Development for Japan (1996-2000)
- Senior Director, Licensing (Cardiovasculars and Metabolics) (1995-96)
- Director of Licensing, Business Development and Planning (1991-96)
- Associate Scientific Director, Worldwide Licensing and Business Development (1989-91)

SQUIBB INSTITUTE FOR MEDICAL RESEARCH, Princeton NJ

- Senior Research Fellow, Department of Pharmacology (1982-89)

CIBA-GEIGY CORP., Summit NJ

- Senior Research Scientist and Group Leader, Antiarrhythmics/Calcium Antagonists (1981-82)

WYETH LABORATORIES, Philadelphia PA

- Senior Research Investigator (1976-81)

TEMPLE UNIVERSITY and PHILADELPHIA COLLEGE OF PODIATRIC MEDICINE

- Instructor and lecturer in pharmacology

REPRESENTATIVE DEALS CONCLUDED

- Methylnaltrexone (MNTX): Progenics- Identified “white-space” deal and initiated negotiations leading to closing of a \$400+ deal
- NIH Collaboration: Locus- negotiated CRADA on HSP-90
- P&G Collaboration: Locus Pharmaceuticals- Negotiated terms for million dollar collaboration of a novel diabetes target
- HIV Target: In-license from Cornell University Medical School (Locus Pharmaceuticals)
- Visicol: InKine- License for Canadian Marketing
- Visicol: InKine- License of InKine’s novel, solid dosage form purgative to Zeria Pharmaceutical Company for exclusive marketing and manufacturing rights in Japan. (Additional deals under negotiation in Gastroenterology and Oncology)
- Glucophage (metformin) license from Liplha Pharmaceutical, S.A. (France)
- Fosinopril out-license and supply agreement to Liplha Pharmaceutical, S.A.
- Nefazodone license to Liplha Pharmaceutical, S.A.



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- Zofenopril out-license/sale to Menarini Pharmaceutical Co. (Italy)
- Beraprost Sodium in-license from Toray Pharmaceuticals (Japan)
- Lanoteplase in-license from Genetics Institute (U.S.A.)
- Tipredane development agreement with Fisons (U.K.) for Japan
- Tipredane supply agreement with Hoechst-Roussel (France)
- Taxol total synthesis research agreement with Ohio State
- Zofenopril option/sale agreement with BMRA Corp. (Switzerland)
- Sotalol patent rights agreement with University of Utah
- Mitomycin-C out-license to IOP for post-surgical ophthalmic indications (U.S.A.)
- Bucindolol IND for CHF transfer to CPEC (now Interneuron) (U.S.A.)
- Avapro and Plavix: contributed early input for joint venture with Sanofi (France)
- Cycocotol inlicensing with Chantal Pharmaceutical Corporation (U.S.A.)

EDUCATION

Ph.D., Pharmacology, Temple University School of Medicine
Postdoctoral training in Electrophysiology, Temple University School of Medicine
B.S, Biology and Chemistry, Temple University College of Education

HONORS, AWARDS, and GRANTS

- President's Award for Excellence, Bristol-Myers Squibb (Glucophage deal recognition)
- Training Award, Neuropsychopharmacology, American Society of Pharmacology and Experimental Therapeutics
- Special Research Training Position, Merck Institute
- National Heart Institute Fellowship for Cardiovascular Training, National Institutes of Health

U. S. PATENTS

- J. Bergey et al: Method for treating hypertension employing a cholesterol lowering drug. U.S. Patent No 5,461,039 issued October 24, 1995.
- W.Tchollar, C. Yonce, J.L. Bergey, J. Kawano: Method for preventing onset of hypertension employing a cholesterol lowering drug. U.S. Patent No 5,298,497 issued March 29, 1994.
- Kapcho,J., Bergey, J.L, and Grover, G.J.: Pharmaceutical composition and method for treating cardiovascular diseases using substituted anilides and sulfonamides. U.S. Patent No 5,116,851 issued May 26, 1992.
- Grover, G.J. and Bergey, J.L.: Method of reducing pre- and post-ischemic myocardial arrhythmias and fibrillation. U.S. Patent No 5,008,284 issued April 16, 1991.
- Grover, G.J. and Bergey, J.L.: Method of reducing pre- and post-ischemic myocardial arrhythmias and fibrillation. E.R. Squibb, U.S. Patent No 4,962,095 issued October 9, 1990.
- Grover, G.J. and Bergey, J.L.: Method of reducing pre- and post-ischemic myocardial arrhythmias and fibrillation. E.R. Squibb, U.S. Patent No 4,931,464 issued June 5, 1990.
- Suklowski, T.S., Bergey, J.L. and Mascitti,A.: N-(3-Propyl-amino)-N-phenylurea. U.S. Patent No 4,474,707 issued October 2, 1984.