

Paolo Barbanti

CEO of Pharma & Biotech Advisors srl

Paolo Barbanti began his career in biotechnology as a researcher focusing on experimental cancer therapies and completed his postgraduate studies in the field of immunology and cell biology studying the activity of various monoclonal antibodies in oncology. He also received an MBA from SDA Bocconi School of Management. With his background, in both the scientific and business aspects of life sciences, he served as management consultant for biotech and pharmaceutical companies covering all aspects of their business.

Mr. Barbanti is Founder and Chief Executive Officer of Pharma & Biotech Advisors srl, a management consulting firm focused on life sciences, med tech and high tech. Through his involvement with biotech start-ups, multinational pharmaceutical companies, university labs and merchant bank Mr. Barbanti has accumulated experience in technology assessment transferring discovery into clinic, in product management and launch of new pharmaceutical products on the marketplace, raising venture investment and establishing strategic partnerships between companies. What we do:

- Identification of new business opportunities, new products / technologies / services in the pharmaceutical, biotech and med-tech sector, their evaluation and their transfer > Corporate and growth strategy
- Development of new products, licensing and integration into marketplace
- Technology and commercial transfer from universities and international centres of excellence

For research providers, including universities, government labs, Mr. Barbanti helps build the skills for effective generation, screening, selection and development of new ideas, value projects and technologies, providing guidance and help to develop the necessary culture and competencies within the organisation. The challenge is helping to make companies and research organizations more valuable, looking at a business as an integrated, cohesive whole, helping to make the big decisions: on strategy, organization, operations, technology, alliances and mergers & acquisitions. Mr. Barbanti is an expert consultant for life sciences and biomedical issues for Commercial and Investment Office of Embassy of Israel in Italy.

Moreover, is also Adjunct Professor at:

- Università Vita-Salute San Raffaele Milano:

(course: Translational Research School of Medicine and

course: Innovation: from the bench to the bedside School of Biotechnology)

- Università Carlo Cattaneo (LIUC):

(course: Managing R & D and Innovation School of Economics

course: Innovation and product development School of Economics),

moreover is Mentor for Fulbright Best Program an initiative set up by the U.S. Embassy in Italy aimed at enhancing entrepreneurship, economic dynamism in Italy and stimulating new and innovative business ventures.

Paolo is member of several professional associations: LES (Licensing Executives Society), (ECWIS) European Committee of the Weizmann Institute of Science, BAIA (Business association Italy America) and URANIA-ISSNAF (a no profit organization that has the goal of creating a network of Italians who are studying or working in the Life Science field in the United States and to promote the transfer of know-how between our two countries).