

# Bio: Sylvie Tendler 2021

# Career Highlights

- Entrepreneur, founded and sold a leading medical market research agency
- Strategic advisor to leading Pharmaceutical Companies
- Personally interviewed >10,000 physicians
- All phases of the drug development from Phase I to post Launch including numerous blockbusters
- Board of Director Knight Therapeutics (TSX: GUD) 2014-2002
- Highly experienced in complex pharma areas
- Regarded as an Oncology Subject Matter Expert having worked on 30 Oncology brands in 18 tumor types

2001 founded The Tendler Group, a custom medical marketing research agency. In 2007 company acquired by IntrinsiQ LLC (owned at the time by Accel-KKR). Remained through 2010 to oversee the managerial transition following the acquisition

Prior to The Tendler Group, held senior positions at 2 leading global medical market research firms in Canada and the US, conducting global market research in the top 5 EU markets, as well as Brazil and Mexico.

To date, strategic advisor in the development and launch of numerous pharmaceutical blockbuster products in a wide variety of therapeutic categories across modalities. Consistently recognized as a subject matter expert in Oncology

From 2014-2020, Independent Board of Director at Knight Therapeutics (TSX: GUD) and chairing the Compensation, Corporate Governance and Nominating Committee, in addition to the board of several privately held firms

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Recipient of the 2016 Business Development of Canada (BDC) Mentorship award for the region of Quebec

Master's degree in International Management from the University of Maryland, and a Financial Management Certificate from Cornell University.

# Independent member of the Board of Directors at Knight Therapeutics (TSX:GUD) 2014-2020

- Joined Board 6 months post IPO. During my tenure, Knight generated \$219 million of net income, raised \$685 million at increasing valuations, and in-licensed 20 pipeline products from over a dozen companies. Furthermore, the company lent over \$170 million to 15 strategic loan partners, generating double digit returns and rolled out a Rest of World strategy that culminated in the purchase of Grupo BioToscana in LATAM for \$369 million establishing Knight as pan-American (ex-US) specialty pharmaceutical company
- May 2019: 2nd highest Director shareholder vote at the Annual Meeting of Shareholders following a dissident proxy contest
- Positive Total Shareholder Return (TSR) during Directorship at Knight (9.25%)
- 100% attendance all calls all meetings for 6 years

**Director Roles:** 

- 2019-2020: Chair of the Compensation, Corporate Governance, and Nominating Committee
- 2017-2019: Member of the Audit Committee
- 2015: Appointed to the Compensation, Corporate Governance, and Nominating Committee

Expertise in Major Therapeutic Areas

- Cardiology/Vascular Diseases
- Central Nervous System
- Gynecology
- Dermatology
- Oncology
- Ophthalmology
- Gastroenterology
- Immunology/Infectious Diseases
- Psychiatry
- Pulmonology/Respiratory Diseases
- Nephrology
- Urology
- Neurology



#### Lutathera (Lu177): PRRT-

Neuroendocrine tumours

## **Client Repertoire: Oncology**



MERCK

Schering-Plough

Somatuline Autogel: Neuroendocrine tumours Cabometyx : Renal Cell Carcinoma

Temodar: Glioblastoma

Gleevec: Hematological cancers, GIST Femara: Breast cancer Sandostain LAR: NETs, hepatocellular tumors (+ acromegaly) Tyverb: Breast cancer Zometa: Bone mets



NOVARTIS

Sutent: Renal cell, + multiple cancers Xalkori: Lung cancer



teva

Wyeth®

Avastin: Brain, colorectal, lung, renal cance Rituxan: Hematological cancers Herceptin: HER2+ breast cancer Tarceva: Lung cancer, pancreatic

Treanda: Follicular NHL Trisenox: APL Biosimilars

Torisel: Mantle Cell Lymphoma Rapamune

**X**astellas



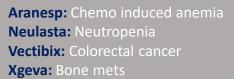


Arimidex: Breast Cancer Iressa: NSCLC



Abraxane: Breast cancer

**AMGEN** 



Bristol-Myers Squibb

Erbitux: Colorectal cancer

Boehringer Ingelheim

Giotrif, Vargatef: Lung Cancer

### **Experience across various therapeutic categories**



Overactive bladder, Neurogenic bladders



Hyponatremia



Entire HIV portfolio, Cystic fibrosis



Alzheimer's disease, Schizophrenia, entire cardiology portfolio, assessment of generic and Nutraceutical market, erectile dysfunction



ViiV/ HIV



Kidney disease, HIV, Ulcerative Colitis



Hepatic Encephalopathy

Other disease areas include: ✓ Severe Asthma ✓ Immunoglobulin therapy ✓ Multiple Sclerosis ✓ Fabry Disease

# Sample of Mandates

- Market Entry Strategies new class of drugs
- Treatment Algorithms/Patient Flow Mapping
- Growth Strategy Development for novel agent
- Assessment of new indications for existing brands
- Pre-Launch and Post launch Tracking studies
- Landscape Studies in breast cancer
- Opportunity Assessments in numerous tumour types
- Line Extension Opportunities
- Patent Expiration Management
- Exploratory market research in support of Peptide Receptor Radionuclide Therapy
- Go-to market strategies for an Acute Myeloid Leukemia drug