



Developing their own Joint Intellectual Property with a Leading Cancer Research Group at Fox Chas Cancer Center and now testing it into their Trident™ Homing Device, a Bi-Specific Antibody Single-Chain Platform designed for more Specific Delivery of Cancer Medicine to a Tumor, Oncobiologics, Inc. is well positioned for Growth

**Healthcare  
Oncology**

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**Pankaj Mohan  
CEO**

**BIO:**

Dr. Mohan founded Oncobiologics in 2011 after a distinguished 20+year career in the global biopharmaceutical industry. Most recently, Dr. Mohan headed Business Operations and Portfolio Management for a division of Bristol-Myers Squibb, where he was instrumental in expanding the business' biologics pipeline. He also held prior positions at Genentech and Eli Lilly and Company, where he led various bioprocess engineering functions. Dr. Mohan also served as As-

sistant Professor (Lecturer/Fellow) at the Advanced Centre for Biochemical Engineering at University College London.

During his career, Dr. Mohan played an important role in the development and manufacture of multiple blockbuster biopharmaceutical drugs. He planned, initiated and led a state of the art biologics R&D organization, and most recently led the acquisition of small biotech companies and multiple biologics molecule assets.

He earned his Ph.D. in Biochemical Engineering at the School of Chemical Engineering, University of Birmingham, Birmingham, United Kingdom; his MBA specializing in Finance Management from Middlesex University Business School, London, United Kingdom, and his Bachelor of Chemical Engineering at the Indian Institute of Technology in India. Dr. Mohan also participated in the Executive Management program at the Fuqua School of Business, Duke University.

Dr. Mohan has authored a book on Pharmaceutical Manufacturing, published by McGraw Hill, and is the author of more than 30 publications.

**About Oncobiologics, Inc.:**

Oncobiologics is committed to advancing biotherapeutics to treat serious diseases, including cancer and immune disorders through the development of both novel molecules using the TRIDENT™ discovery platform and a portfolio of therapeutically important biosimilar monoclonal antibodies.

**Interview conducted by:  
Lynn Fosse, Senior Editor**

**CEOCFO:** Mr. Mohan, what was your vision when you founded the company?

**Dr. Mohan:** The vision was to be able to develop therapeutic next-generation anti-cancer molecules at a fast pace, and at a lower cost. That is the model that we have been following in terms of integrating a state of the art discovery engine, leveraging leading talents in the country from different cancer research centers, including Fox Chase Cancer Center, UMDNJ and others. Then, integrating that with a molecule development engine that can take the molecule from discovery to proof of concept, which is Phase 2 trials in humans, at a fast pace, and at a lower cost.

**CEOCFO:** What have you figured out to make the process faster and fewer?

**Dr. Mohan:** A couple of things: one is bringing together talents that have done this before in multiple large pharmaceutical and biotechnology companies, putting together the best practices that we have learned; and then doing this in a small company environment that can allow rapid decision making; and also a kind of closed integration between multiple groups working as a team. On top of that, we have specifically selected technology and aligned them in such a way that can allow fast group work.

**CEOCFO:** Oncobiologics has strategically selected technology; can you give me an example of the approach,

and why you deemed this is a good approach?

**Dr. Mohan:** Yes, say for example, in our process development area, which takes a long length of time generally, we have a miniaturized, small-scale high-throughput system that is robotic-driven; that can rapidly screen a large number of clones, each of them a small factory that will produce a protein. Forty-eight of those can be run in one particular campaign, and based on that result, you can select a few that are the best out of that forty-eight. Then you can use the larger-scale equipment to further modify those candidates. What this gives you is the ability to do design of experiments with a much larger number at a much smaller scale, which is cheaper to operate, at the same time is faster, and then you pick the ones that you want to take forward towards your commercial clinical process.

**CEO CFO:** Oncology is a big field, a big problem; what are you working on now, and why have you chosen these particular areas?

**Dr. Mohan:** We have been developing our own joint intellectual property with the leading cancer research group at Fox Chase Cancer Center. Additionally, we have come out with, and are in the process of testing that into Trident™, a new platform that has what is called a bi-specific antibody single-chain platform; that is designed for a more specific delivery of the cancer medicine to the site of the tumors. What that means is it is a homing device, a homing entity that will take that drug and attach it to the actual tumor, thus being highly specific and selective in the tissues that it targets. If you look at cancer treatment today, there are some good selective antibody medicines out there, but generally, it is completed via chemotherapy, which does not differentiate between a cancerous cell and a normal healthy cell; and hence damages the healthy cells too. The future of cancer care is to be able to identify the cancer cells, and then attack them with appropriate molecules that can either eradicate or suppress the tumors.

**CEO CFO:** How are you able to target the specific cells?

**Dr. Mohan:** We have developed a homing device that actually is attracted by a cancer tumor that can over-express a certain protein more than other normal cells. Basically, this is a device that seeks those proteins that are over expressed by the cancer cells.

**CEO CFO:** Is this most appropriate for particular types of cancer?

**Dr. Mohan:** Yes, it is most appropriate for a solid tumor based cancer. Our immediate focus is lung cancer, which as you know is the biggest killer in the cancer space. It kills almost 70% of the patients that die of cancer; this is the most prevalent cancer globally today.

**CEO CFO:** Are you working on some other areas as well?

**Dr. Mohan:** Yes, any kind of tumor-

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- Pankaj Mohan**

based cancer would be the target of this. It could be breast cancer, head and neck cancers, there is a list of cancer protocols that we have that we are able to try this with, but our main focus at this point, and what we specialize in is lung cancer.

**CEO CFO:** Is all of your team in place? I know it has been a year or so since you were founded; are you still looking to add people to the team, either research or administrative?

**Dr. Mohan:** Yes, we are growing and will continue to grow. We have been fortunate that we have been supported heavily by the local community here in terms of investment. Most of the investment has come from friends and family. As you know, it is very difficult to raise money in the current climate. We have been very fortunate there, and our focus is to get to revenue as fast as we can, and have signed our second deal, actually. As we get more and more revenue, we

will continue to expand. We intend to add another 50-100 people in the next year to year and a half.

**CEO CFO:** That is quite ambitious!

**Dr. Mohan:** Thank you.

**CEO CFO:** You recently signed your first deal; would you tell us what you are working on deal wise, partnerships - how you go about the next steps?

**Dr. Mohan:** The way we can rapidly get to revenue is to out-license our molecules to different regions and different companies. We have out-licensed recently to a company called Boston Oncology for taking a product to the Middle East and North Africa region, and this is a company that is introducing biotechnology in that space. We are the development engine for them that will provide them with molecules. The same kind of strategy we are applying to other emerging countries, along with the developed markets in the U.S. and Europe. Basically, you can enter into a development agreement with different partners and they pay you for out-licensing the molecules to them based on milestones on the progress of the molecule.

**CEO CFO:** You have considerable personal history in the industry; what are the one or two most important things you have learned over time that will be helpful as you continue to develop Oncobiologics?

**Dr. Mohan:** I have been very fortunate to be part of three large corporations in this country: Eli Lilly and Company, Genentech, and Bristol-Myers Squibb. I have really, really learned my trade, and my professional experiences, a total of 20-25 years of experience, through these companies. What this has trained me to do is bring innovation, develop molecules and take it forward. We all know that small companies are generally more efficient in generating innovation, because it is a team effort, everybody works together, and everybody knows each other, so the platform that offers innovation provides a rapid commercialization of molecules. By bringing all of the experiences of

large companies, and basically implementing it in a small kind of setting is what I have learned, and what I am executing at this point in time, which is hopefully paying dividends for all of us.

**CEO CFO:** What has surprised you most over this first year of development?

**Dr. Mohan:** What surprised me was in this state, in New Jersey, there is so much talent, and there are many large companies that are shedding talent; so there is no lack of available expertise here. There is no lack of facilities here; there is no lack of technology. What it lacks, and is true for most parts of the country, is the appetite basically to invest in a venture like ours. That is where I found the most difficulty.

**CEO CFO:** Why should investors and people in the business and healthcare communities pay attention to Oncobiologics; what makes you stand out?

**Dr. Mohan:** The first thing is that what makes us stand out is a unique strategy to really build a small biotech company in a very difficult environment. When I say a very difficult envi-

ronment, if you really look around, people are not investing in risky innovation. What I personally believe makes us stand out is that we are executing a strategy such that we can invite in some of the small investors that can see the pedigree of people that we have brought together. The members of our team are all experts from large pharma and biotech, with a state of the art facility, and being able to put the strategy in place that can help investors return their investment in a lower risk setting while they have a huge upside with innovation. If you look at Oncobiologics' strategy today, we have a focus on biosimilars as a front-end low-risk product strategy to generate sustaining revenue as fast as we can, and that serves as a funding strategy for us to fund innovation that is fast following those kind of molecules. If I would have just gone with the innovative molecule strategy, I may have had a lot of difficulty raising money because it is perceived as more risky, as we all know. If I would have just gone with biosimilars, it would have been seen as a very limited strategy, which is just taking advantage of the current window of opportunity, but does not have a long

upside. I have combined the two, having a biosimilar as a front-end molecule that we are currently quickly partnering, followed by a portfolio of innovative molecules that we are developing. To be able to bring together a team with great front-end talent, to be able to bring investment that is specifically targeted so that investors see that biosimilars will return their invested money, while innovation is what everybody is betting for the upside. Pulling all of this together in a difficult environment is probably what I think differentiates us.

**CEO CFO:** What thought would you like to leave with our readers?

**Dr. Mohan:** I would like to thank everyone who has helped get our unique story out there, and all of those who have supported us, financially and otherwise. I would like to thank the state government, and thank the federal government for the help and support. Without that, our story surely would not be out there. The profile we need to attract investment, the profile we need to be successful would not be out there, so I thank all of you.



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