

# Ernst Geutjes, PhD

## PERSONAL INFO

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The Netherlands

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## DATE OF BIRTH

31 July 1982

## NATIONALITY

Dutch

## MARITAL STATUS

Engaged

## LANGUAGES

Dutch: Native language  
English: Excellent

## COMPANIES

Dutch DNA Biotech  
Edgeleap  
Inthera Bioscience  
Cristal Therapeutics  
Modra Pharmaceuticals  
InteRNA Technologies  
Sapreme Technologies  
Macrophage Pharma  
Mimetas

## EDUCATION

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- 2006 - 2011**      **Ph.D in Cancer Research at the Netherlands Cancer Institute, Amsterdam**  
Promotor: Prof. René Bernards
- 2000 - 2006**      **University of Amsterdam & Harvard University (Boston, USA)**  
MSc. cum laude Biomedical Sciences  
BSc. Biomedical Sciences
- 1994 - 2000**      **Gymnasium at Mendel College, Haarlem, the Netherlands (NL)**  
Type of school with a strong emphasis on academic learning that prepares students for higher education at a university, comparable to British grammar schools and US preparatory high schools.

## PROFESSIONAL EXPERIENCE

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- 2014-present**      **Aglaia Oncology Funds, Bilthoven (NL)**  
*Partner (present) / Associate (2015-2019) / Business Analyst (2014-2015)*
- Aglaia is a small boutique VC firm that is specialized in early-stage oncology therapeutics investments and venture creation
  - Investments: pro-active deal sourcing in academia, evaluation of oncology investment opportunities, due diligence, competitive analysis, Term Sheets and Cap Tables
  - Venture strategic support: drafting and editing of business plans, R&D plans, budgets, target product profiles, support with building pitch decks and fundraising strategies, acting in science advisory boards
  - Venture operational support: see Sapreme Technologies, part of task forces to develop personalized medicine strategy for Mimetas, new drug development program for Inthera Bioscience and R&D plan for Macrophage Pharma (MPL)
  - Sell side: portfolio discussions with pharma oncology BD teams for partnering, licensing and M&A, discussions with VCs for venture financings
  - Interim-CEO Sapreme, observer board seat MPL, Sapreme, Inthera
  - Lead development of Aglaia's new corporate strategy and modus operandi
  - Lead development of first social impact measurement software for the life sciences industry
  - Lead development of oncology deal database to underpin Aglaia's new portfolio model strategy and support portfolio companies in deal discussions
- 2018-2019**      **Sapreme Technologies, Utrecht (NL)**  
*Interim Managing Director*
- Development and execution of business plan, R&D plan, budget and IP strategy: identification of killer applications of technology platform leading to attractive animal PoC and foundation of Sapreme's IP estate
  - Business development: negotiating licensing and partnership agreement with academia, MSAs with CROs, MTAs with biotech and academia. Development of pitch deck, starting pharma BD campaign
  - Leading small team of 4 scientists, responsible for HR, recruited current CEO
- 2012-2014**      **TNO, Zeist (NL)**  
*Business developer*
- Netherlands Organisation for Applied Scientific Research is an independent research organisation in the Netherlands that focuses on applied science.
  - Main objective was to investigate the potential to spin-out technology propositions. Lead idea to business concept for Dutch DNA biotech leading to its spin-out. Dutch DNA was acquired by Gingo Bioworks in 2021. Was part of

## PUBLICATIONS

Nature Biotechnology  
Journal of the American  
Chemical Society  
Oncogene  
Breast Cancer Research  
and Treatment  
PLOS Pathogens  
PLOS One

## LECTURES/PANELS

Biobusiness  
Summerschool  
Keystone  
Netherlands Genomics  
Institute  
RESI Oncology Panel  
Deep Pharma  
Intelligence

## AWARDS

GRE presentation award  
Unilever Research Price

## SCHOLARSHIPS

7 scholarships

the founding team of big data analytics proposition Edgeleap that participated at the NGI Venture Challenge. Edgeleap is now a successful service company.

- Strategic business consulting: development of business plans, marketing & PR strategies, and sales pitches, competitive analysis, stakeholder analysis, techno-economical evaluation and business case analysis.
- Program management: leading multi-disciplinary team of 8 scientists in bringing TNO invention in biobased economy from idea to concept stage, development of strategic roadmap and pitching to industry.
- Lead contract research deal with major Chinese food industry player

2010-2011

### Postdoc Career Development Initiative (PCDI), Utrecht (NL)

*Co-organizer PCDI retreat and columnist*

- Creating and setting up a program for the PCDI retreat.
- Inviting, interviewing and hosting speakers.
- Writing columns on issues in science, how to be successful in science.

2006-2011

### Netherlands Cancer Institute, Amsterdam (NL)

*Ph.D and Post-doc in Cancer Research*

- Prof. René Bernards is a leading translational cancer scientist and co-founder of several biotech start-ups (Agendia, Topotarget, i.e.).
- Research areas covered in thesis: epigenetics, tumor suppressor genes, apoptosis, ubiquitination, drug resistance
- Independently initiating projects to discover cancer-associated genes, aiming for publications in top journals.
- Setting up collaborations with leading scientists, training students, hosting seminars by internationally acclaimed scientists.
- Selected for presentations at leading international symposia (e.g. Keystone), received award for best pitch for a general audience (NGI GRE Award 2007).
- Selected for the Life Sciences Talent program, in which candidates considered to be top talents are invited to explore their career possibilities.

2003 – 2005

### University of Amsterdam (NL)

*Assistant-teacher Statistics*

- Helping students understand the concepts of statistics.
- Guiding students in statistical analysis of scientific data.

2004 – 2005

### Harvard University, Boston (USA)

*Research Internship*

- Implemented and optimized a novel chemical tool to visualize protein lipidation, which was awarded with the Unilever Research Price 2006.
- Co-authorship in the Journal of American Chemical Society, the leading journal in Chemistry, cited 161x
- Acquired funding for costs of stay from all private foundations subscribed.

2003 – 2004

### Academic Medical Center, Amsterdam (NL)

*Research Internship*

- Identified a novel surprising function of the Ebola virus protein VP35.
- Co-authorship in PLOS pathogens, a high impact journal, cited 358x

## PROFESSIONAL COURSES

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2018

### The Drug Development Process: An Intensive Seminar, UC Berkeley (USA)

-Course covering topics include industry environment, discovery and pharmacology, chemistry manufacturing and controls (CMC), toxicology, pharmacokinetics, program management, Food and Drug Administration (FDA) inspections, biologics, assays and devices, clinical trial design and conduct, clinical trial statistics, pharmacogenomics, FDA compliance regulations, patents and intellectual property, and commercial development..

## INTERESTS

Science Valorisation  
Fanatic sportsman  
Biohacking/Self  
Improvement  
Travelling  
Art  
Cooking  
Electronic music

- 2014**                    **Oncology Drug Development in Practice, Amsterdam, the Netherlands**
- Course covering the complete oncology drug development process, from preclinical development, through early-phase and late-phase clinical development, to post-registration clinical studies.
- 2013**                    **Mercuri international school of business, Zeist, the Netherlands**
- Sales training: preparation of sales pitches, identifying customer needs, customer dialogues, sales strategies, sales negotiations and argumentation.
- 2013**                    **RoutsLaeven, Zeist**
- Strategies in commercial negotiations, solving conflicts.
- 2013**                    **NGI Venture challenge**
- Identification of customer value proposition, vision and evolution pathways, competitive landscape and partners, financial model, risks, testing and validating assumptions. Preparation of venture plan and venture pitches.
- 2010**                    **BioBusiness Summerschool, Amsterdam**
- Product development, patents & licenses, from start-up to IPO, biopharma business models, new market opportunities, pharmacopolicy, pharmacoeconomics, business ethics and entrepreneurship.
- 2007**                    **BioBusiness and Entrepreneurial Skills, TI Pharma, Zeist**
- Basic tools and concepts required to write business plans and investment proposals.
- Pharmaceutical marketplace, finance, legal and regulatory affairs