



Management Team Q&A with Peter Selin - Chief Business Officer

1. Could you tell us a bit about your experience in business development and partnering in the life science sector?

I have been working directly with licensing and acquisitions for the last ten years in Oasmia, Inceptua and Sobi, and partnering and alliance management has been a component in my work throughout my career.

2. What does your role at Oasmia entail?

I spend the majority of my time in the area of licensing and acquisitions. This means screening for opportunities, performing evaluations and due diligences and negotiating contracts. I am also responsible for our commercial operations. When I started at Oasmia we had inhouse marketing and sales, but now we operate solely through partners and I am managing the commercial activities with Elevar, Inceptua and FarmaMondo.

3. What is your favourite part of working at Oasmia?

I love the great diversity of my role and the fact that I get the opportunity to evaluate so many interesting oncology programs in development and meet with the oncology companies. I also appreciate the fact that my area of responsibility plays an instrumental part of the value building of Oasmia.

4. Could you tell us more about the Oasmia 'String of Pearls' strategy?

It means that Oasmia can diversify its pipeline with oncology programs not being based solely on our proprietary technology platform, which reduces risk but also allows us to focus on high unmet medical need and not just the science itself. A 'String of Pearls' strategy also means that we will be doing many "smaller bets" as opposed to going "all in" on one asset. Again, this reduces the risk we are taking.

5. You played a key role in in-licensing Cantrixil from Kazia Therapeutics earlier this year? What were the capabilities within Oasmia that helped secure this deal?

Through the development of Apealea all the way to approval we had demonstrated that we have the expertise and experience to bring a compound through clinical development all the way to the market. Also, Kazia appreciated our thinking around potential life cycle management, meaning that we can create value in new indications.

6. How has joining during COVID-19 changed your way of working?

It has changed my day-to-day work entirely. Working with business development typically means that you travel a lot to meet with existing and new partners, and since COVID this is all gone. So instead, I spend most of my time doing Teams and Zoom meetings. This is, however, not necessarily all bad- it means less travelling around and is an efficient way of working. We are now looking at new opportunities and ways to approach Oasmia's future partnerships, collaborations and more.