



Claudio Giuliano

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BIOGRAPHY

Claudio Giuliano is a player in the venture capital industry since the year 2000. He is the co-founder of Innogest Capital, a venture capital firm with about €200 mln under management and is a partner in the Healthcare and Cardiovascular practice at Innogest in 2007. He served as Chairman of the VC committee at the Italian VC and PE Association (AIFI) and is part of several private and public bodies involved in start-up and entrepreneurship development. Prior to Innogest, he was an Associate Director at The Carlyle Group, London; Strategy consultant at Bain & Co, Italy and Supply chain manager at Hewlett-Packard California and France. He holds a Summa cum Laude Master of Science in Electronic Engineering from Politecnico di Torino, Italy, a Summa cum Laude Diplôme d'études approfondies in Microelectronics from l'Institute Nationale Polytechnique in Grenoble, France and an MBA from INSEAD (Dean's List), in Fontainebleau, France.

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CELL AND GENE THERAPY: NOW IS THE BEST TIME TO INVEST

In the recent years author have seen the re-born of cell and gene therapy approaches; the field has made very important steps toward a concrete clinical application and this has translated in a gained interest from investors and big corporate. 2017 FDA approval of YESCARTA, the CART technology form Kite Pharma, is only one of the successful stories, accounting 72% of positive responders after one single administration. This also translated in \$11.9B acquisition from Gilead. Unfortunately, the successful clinical translation of cell and gene therapy is linked to a number of challenges they just now started to see (i.e. clinical validation, scalability and pricing); to face these challenges they need great science to meet the mind-full entrepreneurs. This is exactly what they do as venture capitalists: they help to create value from ideas. They support the team towards the important milestones of their product's validation and they guide them to the market. They do not provide financial support only but also they provide a team of experts and KOLs that can support the company in the identification of the best and shortest strategy to reach the patients.



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