

## **T. FRANK WATANABE**

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Experienced life sciences leader and public company CEO with extensive general management, marketing, sales management and business development experience across US, international and global markets. Track record of building and leading highly effective teams, driving cross-functional development projects, raising public and private financing, and developing and realizing commercialization strategies for pharmaceuticals and medical devices.

### **2016 – Present**

#### **President and Chief Executive Officer**

**Arcutis Biotherapeutics, Inc. (NASDAQ: ARQT), Westlake Village, California**

- Develop and communicate corporate strategy to investors, staff and partners
- Built, lead and motivate high-performing 350 person organization across all functions
- Primary company interface with Board of Directors
- Oversee execution of operational activities of company
- Led development of Zoryve® cream and foam from pre-clinical through approval and launch
- Led development of 2 other late-stage product candidates and built pipeline of 7 programs
- Negotiated licensing deals for topical roflumilast with AstraZeneca plc, for ARQ-250 with Jiangsu Hengrui Medicines Co. Ltd., and regional licensing deals for ZORYVE with Huadong (China) and Sato Pharmaceuticals (Japan)
- Raised over \$1.25 billion in financing, including three private financing rounds, the initial public offering, and six follow-on public financings

### **2021 – Present**

#### **Member, Board of Directors**

**Biotechnology Innovation Organization (BIO), Washington DC**

- Established and co-chair full board Advocacy Working Group
- Serve on Health Section of full Board, Emerging Growth Company Section Board, Capital Formation Committee, and Strategy and Policy Committee

**2021 – 2022**

**Member, Board of Directors  
Amunix Pharmaceuticals, Inc. San Francisco CA**

- Served on Board of pre-clinical company developing T-cell engagers for oncology applications
- Advised company on financing strategy, especially preparations for IPO
- Company acquired by Sanofi,

**2011 – Present**

**Chief Operating Officer  
Watanabe Ventures, LLC, Indianapolis, Indiana**

- Manage \$25 million private investment portfolio on behalf of LLC limited partners
- Select and oversee investments in real estate developments, start up companies, venture capital funds, and private equity investments

**2009 – 2020**

**Member, Board of Directors  
Intelligent Delivery Systems, Inc., Indianapolis, Indiana**

- Served on Board of start-up medical device company developing innovative medical device for percutaneous diagnostic and therapeutic procedures
- Sole representative for all external investors on Board of Directors
- Advised company in identifying additional sources of funding, including angel investors and venture capitalists
- Advised CEO and CSO in the formulation of the company's "go to market" strategy.

**2016 – 2017**

**Vice President, Corporate Development  
ADRx, Inc., Westlake Village, California**

- Developed corporate strategy and company financing plans in conjunction with CEO
- Led business development activities and licensing negotiations

**2015 – 2018**

**Co-founder and Chief Executive Officer  
Kanan Therapeutics, Westlake Village, California**

- Led identification and evaluation of product candidates

- Negotiated licensing deal for KAN-001
- Led negotiations for in-licensing of KAN-002 and KAN-003
- Led fund-raising activities
- Established legal entity and all requisite corporate processes (corporate governance, human resources policies, accounting procedures, information systems)
- Identified, contracted and managed consultants executing preclinical research, pharmacology, toxicology, manufacturing, and intellectual property

## **2013 – 2015**

### **Vice President, Strategy and Corporate Development Kythera Biopharmaceuticals, Westlake Village, California**

- Led corporate development activities, including M&A activities and in- and out-bound licensing
  - Negotiated \$84 million re-purchase of ex-North American rights for Kythera's lead molecule, ATX-101, from former partner Bayer Healthcare
  - Negotiated the acquisition of setipiprant, a novel hair loss treatment, from Actelion, and associated intellectual property from the University of Pennsylvania
  - Led Kythera due diligence on 61 in-licensing opportunities
- Led planning and negotiations for establishing Kythera commercial presence outside of the United States
  - Identified, evaluated and initiated negotiations with partners for distribution of ATX-101 in Europe, Japan, Korea, and Brazil
- With CFO, co-led development of Kythera's international tax planning strategy
- Led development of Kythera corporate strategy
- Led corporate-wide competitive intelligence activities
- Oversaw information systems/information technology and project management functions, and product development process for entire corporation

## **2009 – 2013**

### **Executive Director, Global Marketing Amgen, Inc., Thousand Oaks, California**

- Global Program Co-Leader and Global Marketing Leader for Repatha® (evolocumab), Amgen's novel cholesterol lowering agent
  - Co-led program from preclinical phase through completion of Phase III trials
  - Co-led global Product Strategy Team (PST) responsible for all facets of development, regulatory, manufacturing, reimbursement and commercialization
  - Implemented innovative strategies that reduced time to first filing by 33%
  - Co-led effort to develop novel delivery devices for the drug
  - Led development of global branding, messaging, and "go to market" commercialization strategy
  - Led collaboration with Amgen scientific affairs team
  - Led 50-person Global Marketing Team responsible for all marketing activities

- From 2009 to 2012, also served as Global Marketing Leader for all cardiovascular, metabolic, and neuroscience programs in Amgen's pipeline
  - Led eleven different PSTs in various stages of development from pre-clinical through Phase 3
  - Initiated and led development of neuroscience therapeutic area strategy, which led to Amgen retaining and internally developing its neuroscience programs

## **2007 – 2009**

### **Director of Marketing (Executive Director), Inflammation Business Unit Amgen, Inc., Thousand Oaks, California**

- From April 2008 to June 2009, led all non-personal marketing programs for the entire \$3.5 billion Enbrel franchise, covering both rheumatology and dermatology
  - Led team that developed and executed advisory boards, speaker programs, and key opinion leader relationship management efforts
  - Revamped speaker programs, increasing attendance by more than 20%, and attendance by highest priority physicians by more than 25%
  - Implemented digital marketing strategy that extended reach and frequency of Enbrel marketing programs for 10% to 50% of traditional detail costs
  - 2008 Enbrel brand sales performance exceeded \$3.38 billion, 103% of goal, and maintained 35% rheumatology DDD share of market (versus goal of 36%), and 39% dermatology DDD share of market (versus goal of 36%).
- From July 2007 to March 2008, led Rheumatology Personal Promotions
  - Led team responsible for all marketing materials for 160 person Enbrel sales force
  - Formulated brand strategy and tactical plans for Enbrel in rheumatology
  - Primary marketing interface with Amgen's partner Wyeth
  - Initiated complete revision of process for rolling out new marketing, revamping national sales meetings, and developing new sales training tools
  - Enbrel rheumatology sales in 2007 exceeded \$2.1 billion, and 101% of goal

## **2005 – 2007**

### **Executive Director, International Commercial Development Amgen (Europe) GmbH, Zug, Switzerland**

- Led Amgen's commercial expansion into territories outside of America and Europe
  - Led cross-functional team including five regional business offices, regulatory affairs, manufacturing, legal, and safety
  - Co-Chaired committee that coordinated expansion activities cross-functionally
  - Gained corporate approval for a phased expansion strategy that saw Amgen's footprint grow from thirty countries to in 2007 to fifty-six in 2012
  - Received regulatory approval and launched in eight new countries
  - Opened new Amgen offices in Mexico City, Moscow, and Dubai

- Established business development function within Amgen's international commercial organization
  - Negotiated multi-year strategic alliance with Fresenius Medical Care in Europe
  - Led evaluation of two multi-billion dollar acquisitions
  - Managed Amgen's third party distributors in Greece, Israel, and South Africa
  - Negotiated distribution agreements with new distributors in Brazil and Romania
  - Managed Amgen's international alliance with Roche for filgrastim
  - Held one of two Amgen Director seats on the board of Amgen's joint venture in Italy with Dompe Farmaceutici

## **2003 – 2005**

### **Managing Director**

#### **Eli Lilly Czech Republic / Slovakia, Prague, Czech Republic**

- Led 130 person Lilly organization in Czech Republic and Slovakia
  - Grew sales 13% in 2003 to \$45 million, and 5% in 2004 \$51 million despite a 5 month supply outage of largest product
    - Grew Zyprexa 62% in units and 44% in share of market (units)
    - Grew insulin market share 21% in four quarters (versus 5% in the previous five quarters) until supply outage
  - Improve productivity, growing sales per employee 13% in 2003 and 11% in 2004, making affiliate second most profitable in the region (profit to expense ratio)
  - Employee turnover dropped 23% from rate prior to my taking over affiliate
  - More than 90% of all management vacancies in the last year of my leadership were filled with internal candidates

## **2002 – 2003**

### **Consulting Director for Special Projects (Temporary Assignment)**

#### **LillyUSA, Indianapolis, Indiana**

- Interface between sales management and sales force operations
- Advised leadership on incentive design and communication, sales force structure, and sales force effectiveness
- Co-led restructuring of retail sales organization from functional to geographic alignment

## **2001 – 2002**

### **Chief of Targets (Lieutenant Commander)**

#### **Special Operations Command Central, Tampa, Florida**

## **2001**

### **Managing Director**

T. FRANK WATANABE

**Eli Lilly Hungaria kft., Budapest, Hungary**

**1999 – 2001**

**District Sales Manager  
LillyUSA, Washington DC**

**1999**

**Sales Representative  
LillyUSA, Fort Wayne, Indiana**

**1996 – 1999**

**Associate  
Eli Lilly and Company, Indianapolis, Indiana**

**1996**

**Assistant Director, President's Foreign Intelligence Advisory Board  
The White House, Washington DC**

**1992 – 1996**

**Intelligence Analyst  
Central Intelligence Agency, Washington DC**

**PRIOR**                      Positions with U.S. Department of State and U.S. Department of Army responsible for licensing of high technology exports to Western, Central and Eastern Europe.

**EDUCATION**            Master of Arts, Georgetown University, 1993 (National Security Studies)  
Bachelor of Arts, Georgetown University, 1989 (International Relations)