



## **Antony John Watson**

### **KEY SKILLS**

#### **Business**

An accomplished board director with a broad portfolio of the following competences. Flexible across business sectors, but particular experience in the Financial Services, Health/Life Sciences and Renewables sectors;

- Marketing/Communications, Commercial, Media and Relationship Management;\*
- Governance, Operational and Risk Management;\*
- Intellectual Property Management.\*

\* all to main board level

#### **Personal**

- An accomplished and highly presentable communicator in any media;
- Proven leadership skills;
- Results orientated with a track record of success;

### **EMPLOYMENT RECORD**

(0307 – Current)

**IP Horizons - Portfolio of Business Interests** - Managing Partner



**Corporate Portfolio:- CRAB Clinical Informatics Ltd** - Chairman

CRAB is an innovative new clinical performance management and risk audit tool for primary and secondary care.

#### ***Responsibilities***

- Negotiate and complete strategic partnerships;
- Oversee a fund-raising exercise for the Company's next development phase;
- Design of exit strategy;
- Board mentoring, governance and management.

## **Advisory Portfolio**

On a global basis, I advise both governments and companies (multinational to start-up) in the Health and Renewables domains. Assignments are diverse including:-

- Operation of healthcare provider systems;
- Application of health informatics solutions;
- Design of marketing strategies;
- Negotiation of core agreements;
- Corporate finance including design of exit strategies;
- IP optimisation.

## **Non Executive Portfolio**

I regularly serve as a non-executive director on behalf of investors – mainly on the boards of start-up and developing companies in the Health Domain.



(0101 to 0207)

**SCHIN Ltd/i4u Ltd** - Deputy Chairman/Managing Director

A health content/technology spin-out from the University of Newcastle upon Tyne.

## ***Responsibilities***

- Establish SCHIN Ltd and its Sister Company, i4u Ltd, as core partners in clinical knowledge/engineering products with select members of the multinational publishing community;
- Raise all necessary start-up financing, including the necessity to revamp all business planning and complete a Group reorganisation;
- Lead all commercial negotiations, with private/public companies, UK Government agencies and the Regional Development Agency, 'OneNorthEast';
- Steer the Group's first proprietary products to market, including a new drug file;
- Steer the Group to the stage where the Board could make reasoned decisions around potential exit strategies for shareholders;
- Design, negotiate and complete the spin-out exercise from the University.

(0398 to 1200)

**Self employed** - Management Consultant

- Corporate finance assignments for multinational clients specialising in cross-border M&A, IP commercialisation, fund raising and corporate restructuring.



KAUPTHING SINGER & FRIEDLANDER

(0397 to 0398)

**Singer & Friedlander Ltd** - Director

Singer and Friedlander was an independent U.K. Merchant bank established at the turn of the twentieth century. It employed circa 900 staff worldwide, and is perhaps best known for its positioning with U.K. Middle-Market corporates.

**Responsibilities:** In charge of a division specialising in the origination, execution and closure of investment banking transactions for global emerging markets.

(1195 to 0297)

**Leave of Absence**

To nurse an ailing member of my close family and honour military reserve obligations abroad.



(0194 to 1095)

**Standard Bank London Limited** - Assistant General Manager

Standard Bank London is the principal offshore merchant banking subsidiary of Standard Bank of South Africa, one of the Republic's largest financial institutions with assets exceeding US\$24bn and employing over 20,000 persons worldwide.

**Responsibilities:** Deputy Head of the London-based emerging markets division, specialising in the origination, execution and closure of investment banking transactions.



(0190 to 1293)

**Bankers Trust Company** - Vice President

Bankers Trust Company (acquired by Deutsche Bank) was a U.S. 'Money Centre' Bank alongside Citibank and Chase Manhattan. It was particularly well known for its work in derivatives and structured finance.

**Responsibilities:** executive member of the London based emerging markets division with responsibility for origination, execution and closing of investment banking transactions. Also acting head of the Bank's subsidiaries in Italy and France overseeing completion of MBO and asset-backed Eurobond transactions.



(0988 to 1289)

### **The Union Bank of Switzerland - Associate**

Following its merger with Swiss Bank Corporation, now the United Bank of Switzerland – one of the largest financial corporations in existence.

**Responsibilities:** I joined the Firm's Graduate Trainee Course and served my apprenticeship in the execution and closure of investment banking transactions in Europe.

(0683 to 0788)

### **The British Army**

Commissioned at University, I ended my regular commission as a Captain in 29 (Commando), Royal Artillery. I travelled widely, and apart from the U.K., served in Northern Ireland, Belize, and as a U.N. Military Observer in Cyprus and Lebanon. My reserve service obligations ended in 1998 when I finally retired from active duty as a Lieutenant Colonel, having seen further extensive service abroad.

Courses attended included:

- Initial Leadership Course - Royal Military Staff College;
- All Arms Commando Course – Royal Marines Depot;
- Basic Parachute Course and Pre-Parachute Selection Course – RAF Brize Norton and Parachute Regiment Depot respectively;
- US Army Military Freefall School – Arizona, USA.

### **PROFESSIONAL TRAINING and RELATED SKILLS**

- Six month U.S. style **Management and Credit** training with UBS in New York;
- BCo **Corporate Finance** courses in London and New York;
- BCo **Derivatives (treasury instruments)** courses in London and New York;
- BCo **Asset-Backed Finance** courses in New York;
- Fully IT literate.

### **PRIVATE INTERESTS and SKILLS**

- Flying (U.K./U.S. commercial fixed wing licences and U.K./US private rotary wing licences);
- Ocean Exploration (Diving and Submersibles – various ratings);
- Select Literature and History;
- Fitness.