



geller**biopharm**

A healthcare investment banking
division of Financial West Group,
member FINRA/SIPC.

Office (212) 315-0600

Web gellerbp.com

Summary

Personal

Diverse, world-class team of top biotech bankers, business & research development, industry and international healthcare consultants. Senior bankers execute all aspects of the engagement, from initial pitch to closing dinner, without handoff or bureaucracy

Financing

Vast experience in stock placement, with long term personal relationships with venture capital and key crossover funds in the US and Europe

LM&A

Employ multiple track global and regional strategies, enhanced by outstanding capabilities in positioning and presenting companies to increase receptiveness by target audience, to encourage competitive bidding for our clients

Network

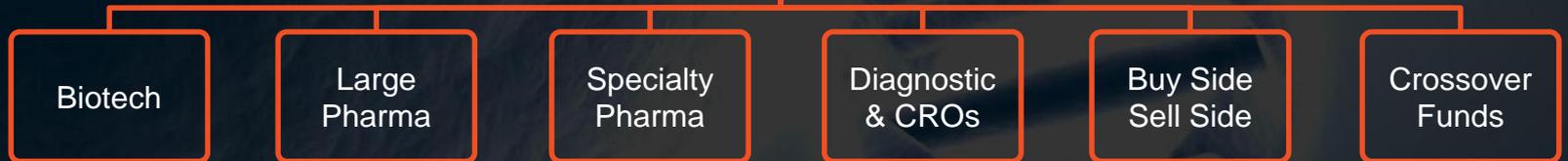
True access to global leaders in pharma, biotech, specialty pharma, diagnostics, devices and CRO companies. Culled through years of collaborative work and personal relationships, network includes CEO's, CFO's, CSO's and Heads of Business & Research Development, in addition to top-tier buy side firms

Core Services

Broad Scope



Strong Relationships



Team



Matthew Geller, PhD Managing Director

Matthew Geller is the founder of Geller Biopharm. Founded in 2008, Geller Biopharm has performed numerous M&A and advisory transactions as a consultant and is a registered representative with the Financial West Group

Dr. Geller was previously head of healthcare banking at Rodman and Renshaw from 2006-2008. Throughout this period, the group was consistently ranked #1 on the Street for PIPES and registered directs, according to Sagient Research Systems. Dr. Geller was also responsible for M&A and advisory assignments for both public and private biotech companies.

From 1994-2005, Dr. Geller was Managing Director and Senior Biotechnology Analyst at Oppenheimer and CIBC World Markets. Dr. Geller was named one of the best stock-pickers in biotechnology in the Wall Street Journal's Best on the Street Analysts Survey, was selected by Institutional Investor magazine as a member of its All-Star Home-Run Hitters research team and has been a member of the publication's All-America Research team. He consistently had the #1 rating for client service

Dr. Geller was also a television writer for a number of well-known shows: The Cosby Show, Married with Children, and The Facts of Life. Earlier in his career, Dr. Geller was a professor at University of California Berkeley, the University of Michigan, Ann Arbor and Duke University. He was published extensively.

Dr. Geller earned a BA in mathematics from Yale, a Master's in mathematics from U.C. San Diego, and a Ph.D. in computer science from the U.C. Berkeley. Further, he is fluent in French and German. Dr. Geller is a registered representative with the Financial West Group.

Contact Me

 matt@gellerbp.com

 o (212) 315-0600

Team



Avi Holchender, MD Executive Director

Avi Holchender leverages his experience and education to provide clients with an unparalleled level of industry-specific financial leadership. Dr. Holchender has managed multiple biotech LM&A and advisory and financing engagements since joining Geller Biopharm. He has also formalized strategic partnerships with members of the Paris-based Publicis Healthcare Consulting group, and NYC-based The Frankel Group, two life science consulting firms with expertise in due diligence and global partnerships, to broaden the expertise available to our clients.

Prior to joining Geller Biopharm, was an Associate at the Frankel Group, a boutique management consulting firm in New York City and Cambridge, Massachusetts that has served the life science industry and related segments since 1993.

Dr. Holchender graduated summa cum laude from Yeshiva University with a BA degree in psychology. He earned his MD with distinction from the Albert Einstein College of Medicine.

Dr. Holchender is a registered representative with the Financial West Group.

Contact Me

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Team



Jessica Sigall Director, Institutional Sales

Jessica Sigall is the Director of Institutional Sales and Operations at Geller Biopharm, where she manages marketing, investor relations, and day-to-day operations. Geller Biopharm is an investment bank that serves biotechnology (biotech) and pharmaceutical (pharma) clients with licensing, M&A, financial restructuring, and advisory services.

Prior to joining Geller, Ms. Sigall ran operations at a prominent women's swimwear line. She is a summa cum laude graduate of Barnard College, where she majored in Economics and was elected to the Phi Beta Kappa honor society. Ms. Sigall obtained her MBA in Entrepreneurship from the Zicklin School of Business, Baruch College.

She is involved in numerous young leadership charitable events in New York City. She is also a registered representative with the Financial West Group.

Contact Me

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Licensing, Mergers & Acquisitions

Summary

The senior members of Geller Biopharm are personally involved in every stage of the engagement, from the initial meeting to closing dinner.

Based on many years of experience, Geller Biopharm has outstanding capabilities in positioning and presenting companies to increase the receptiveness by the appropriate target audience.

Our team has enormous breadth and depth in its industry contacts with senior executives, heads of business and research development.

Geller Biopharm's objective is to reach out to a broad array of targets in seeking multiple term sheets to encourage competitive bidding for our clients.

We employ both global and regional LM&A strategies, with strong relationships with European and Asian companies.

Our advisors increase our reach into the global market and add strategic due diligence and market analysis capabilities.

Licensing, Mergers & Acquisitions

Process



Licensing, Mergers & Acquisitions

Additional Strategies

Regional Licenses

Successful strategy that allow companies to retain certain territorial rights to their compounds while providing capital to fund development of lead assets. Asian carve out strategies are popular; Geller Biopharm has strong relationships with both Japanese and Korean companies seeking licenses.

Reverse Mergers

Combine a private company with an exciting product and/or platform with a public company with cash or trading near or below cash. Geller Biopharm has successfully executed reverse merger transactions for its clients and is a viable strategy when the IPO window is closed.

Proprietary In-Licensing

Geller Biopharm, in conjunction with the Frankel Group, offers a proprietary product for systematically identifying and acquiring novel compounds or companies utilizing a comprehensive array of resources.

Senior members of our team work in close conjunction with our clients, to conduct an initial broad scientific and commercial review of targeted therapeutic area(s), and build a list of appropriate companies and products for acquisition.

Leveraging our global relationships, Geller Biopharm helps guide internal due diligence, deal structure and execution with targeted compounds/companies.

Licensing, Mergers & Acquisitions

Case Study: Bellus Health

Overview

Geller Biopharm was retained to outlicense KIIACTA, a Ph III asset for an orphan renal disorder

Initial work entailed

Positioning: focusing on orphan disease and creation of new markets

Presentation: building investor appropriate materials, and supporting marketing studies

Execution

Arranged introductions with 80+ US, EU and Asian pharmaceutical and biotech companies in the orphan, renal, and autoimmune space and brought management team to major US and EU conferences

Secured over 25 CDA's and led potential partners through online data rooms, onsite due diligence sessions and eventual term sheet negotiations with several companies

Brokered unique transaction in which Celtic Therapeutics paid an upfront fee to Bellus, covered all trial and filing costs to bring KIIACTA to the market, with Bellus retaining 50% rights to the product

Financing

Summary

Vast experience in private and public financing, including venture and crossover financings, PIPES, Registered Directs, Secondaries and IPO's.

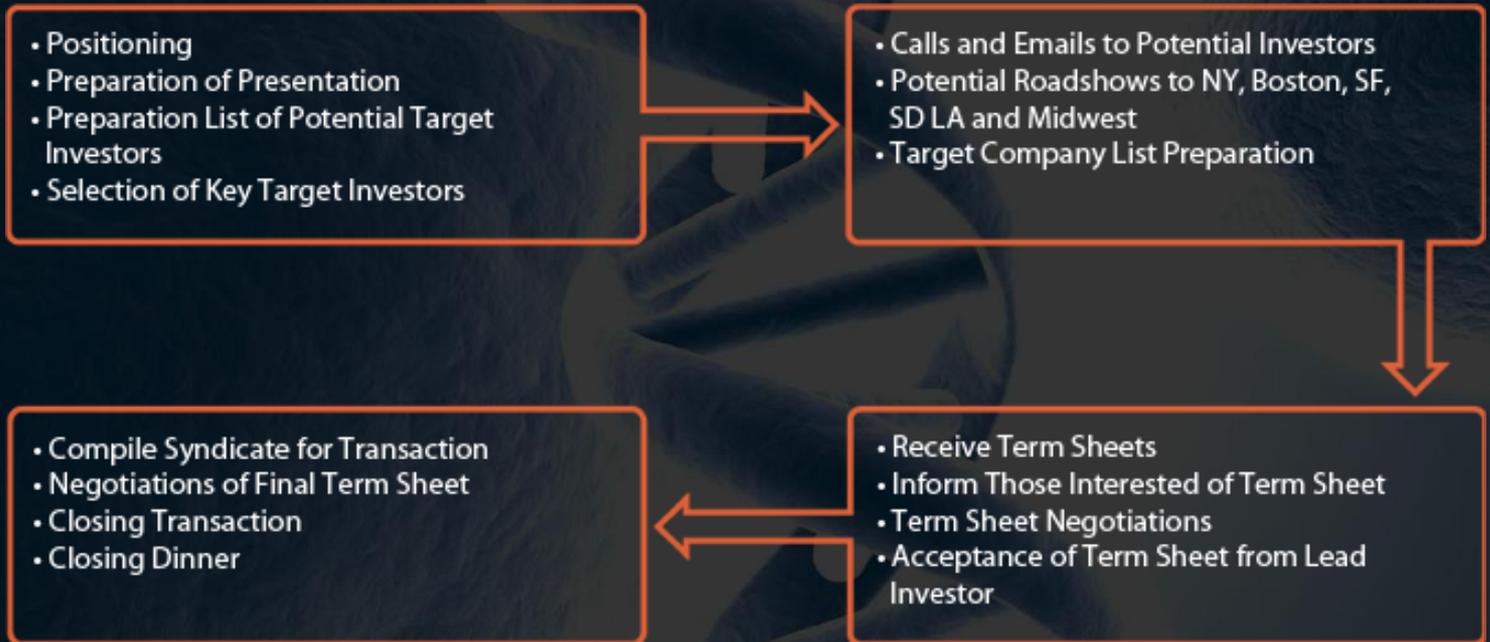
Long-term personal relationships with a broad array of US and European public and private investors.

Based on many years of experience, Geller Biopharm has outstanding capabilities in positioning and presenting companies to the investor audience for financing.

The senior members of Geller Biopharm are personally involved in every stage of the engagement, from the initial meeting to closing dinner.

Financing

Process



Financing

Case Study: Threshold Pharmaceuticals

Overview

Geller Biopharm was retained to work with Threshold as its advisor in October of 2008, THLD ~ \$0.38/Share

Initial work entailed

Positioning: focusing on breakthrough technology

Presentation: building investor appropriate materials

Execution

Set up non-deal road shows to introduce the story to venture capital groups, buy side and crossover funds, and arranged investor presentations at medical conferences with key opinion leaders and analysts

Acquired multiple term sheets for lead investor and arrived at optimal term sheet

Finalized book of over \$35M in orders, management authorized raise increase to \$35M

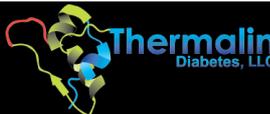
Lead investors - Federated Kaufmann, Frazier and Great Point

Closed transaction at \$1.91/Share, a 5X increase in price from initiation of the engagement a year earlier

Past performance is not a guarantee of future results

Transactions

Current



Thermalin
Diabetes, LLC

Advisor
2016



FF Pharma

Advisor
2016



Bellus
HEALTH

Advisor
2016



GALAXY BIOTECH

Advisor
2016



Theron Pharmaceuticals

Advisor
2016



CerRx

Advisor
2016



NAIA Rare Diseases

Advisor
2016



TransTarget

Advisor
2016



Wntgen

Advisor
2016

Transactions

Completed Deals - Financing



\$50,000,000
Initial Public Offering
Co-Manager
June
2014

agenus

\$52,000,000
Public Offering
Advisor
February
2014

OXIGENE

\$5,800,000 PIPE
Advisor

September
2013

OXIGENE

\$5,000,000 PIPE
Co-Placement Agent

April
2013

THRESHOLD
PHARMACEUTICALS

\$35 Million PIPE
Lead Placement Agent

October
2009

Transactions

Completed Deals – Licensing and Advisory



Ovid
THERAPEUTICS INC.
Global license
Gaboxadol from
Lundbeck 

March 2015



Mersana
THERAPEUTICS

Advisor
2012 - 2013



Theron Pharmaceuticals

Global license
to



GALAXY BIOTECH

Advisor
2012 - 2013



GALAXY BIOTECH

Global license
to

UNDISCLOSED

January 2013



IGAN
Biosciences

Global Licensing of
IgA Protease to



Shire

October 2012



GALAXY BIOTECH

Global license
HuGAL-F2
to



Roche

September 2012



GALAXY BIOTECH

Global license
HuGAL-FR21
to



FivePrime

2011



ALTEA
THERAPEUTICS

Advisor
2010 - 2011



Bellus
HEALTH

Global license KIIACTA
to



CELTIC
PHARMA.

May 2010



inhibitex

Advisor
2010



emergent
biosolutions™

Advisor
2010



Facet Biotech

Advisor
2009



ADVENTRX
PHARMACEUTICALS

Advisor
2009

Navitas Pharma

Sale to



GILEAD

May
2008

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