BRENDAN HANNAH, MBA

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Executive with over 12 years experience in life sciences operations, strategy, licensing, M&A, analytics, financial analysis, company formation and fundraising in private and public, high-growth biotech environments. Proven cross-functional leadership in building and integrating R&D, business and finance teams to execute on key corporate goals. Generated over $1 billion in license value and M&A returns for shareholders. Recognized leader in shaping internal corporate strategy, new company formation, managing teams, IPO execution, pre-commercial planning and business development execution.

EXPERIENCE

Neuroptika San Diego, CA/Cambridge, MA/Osaka, JP

Chief Business Officer 2018 – Current

Oversee all global R&D, business development, legal, finance, strategy and operational activities. Role evolved into building the global R&D team, creating and implementing business strategy and managing operational efforts in both Cambridge, MA and Osaka, Japan.

- Co-led spin out and creation of Neuroptika from Senju Pharmaceuticals, including a $3M seed financing, R&D agreement and worldwide license to a novel nerve regenerative therapy in Phase 1 for ophthalmic disorders
- Managed seed, convertible note and Series A financings, resulting in $10M in funding at high valuations that provides runway through Phase 2 completion
- Built and lead global R&D team including CMO, regulatory, CMC, preclinical, project management and SAB
- Leading U.S. infrastructure build out from scratch, including moving full CMC supply chain to and creating clinical trial and regulatory organization for mid-stage studies starting in 2021
- Successfully led pre-IND meeting with FDA to move into Phase 2 for multiple indications
- Lead business operations including corporate strategy ideation and implementation
- Oversee finance, including all forecasting, budgeting and FP&A
- Lead all commercial strategy including market access, reimbursement, product positioning, trial design and new product planning

Selected Consulting Engagements 2013 – Current

- xCella Biosciences – BD lead for acquisition of xCella's antibody discovery platform by Ligand
- Xyence Therapeutics – Lead out-licensing efforts for a portfolio of immuno-oncology assets. Completed multi-asset deal with publicly traded oncology company (confidential)
- Rakuten Medical – Approved photoimmunotherapy for cancer (large molecule ADC). Led forecasting, valuation and partnering strategy
- Expansion Therapeutics – RNA therapies for CNS diseases. Lead BD advisor for in- and out-licensing
- SIMI Law – provide R&D, operational, business development, valuation, strategy, legal and operational services for a range of Japanese, Chinese and Korean biotech companies (all therapeutic areas/technologies)
- Supported and negotiated $7M financing in Snapdragon Chemistry by Asymchem
- SMOC Therapeutics – Inflammasome focused start up (Hao Wu technology). Provided strategy, commercial feasibility, operational and business development expertise
- Abide Therapeutics – Serine hydrolases for CNS diseases. Led forecasting and valuation in addition to market landscape and commercial opportunity
- aTyr Pharma – Physiocrine proteins for rare disease. Led forecasting, valuation and commercial evaluation
- Tetraphase Pharmaceuticals – Tetracyclines for bacterial infections. Forecasting and commercial opportunity

Geom Therapeutics San Diego, CA

Co-Founder & Vice President, Operations and Strategy 2016 – 2020

Most senior operational executive. Responsible for generating and implementing corporate strategy and managing operational efforts, including legal, finance, development and government affairs. Currently oversee a worldwide team of 20+ highly diverse interdisciplinary individuals.

- Co-founded Geom, which included: creating the business vision to set up a joint venture with a capital efficient model. Negotiated and closed a JV with a public Korean biotech, including a global license for a novel antibiotic (GT-1) and BLI (GT-055), $3M+ in non-dilutive development costs and $1M in seed funding
- Lead core business functions (nonclinical, clinical, CMC, regulatory, finance, BD and corporate) to ensure execution of corporate objectives
- Managed seed and Series A financings, resulting in >$5M in funding at high valuations
- Created and established Geom's virtual structure that has led to high operational efficiency: Geom progressed from preclinical to Phase 1 with <$4M
- Established non-dilutive funding strategy and government affairs organization, which resulted in ~$15M in non-dilutive awards, including CARB-X and a Phase 1 SAD/MAD at Duke University paid for by the NIH
- Serve as primary liaison for the Board of Directors and investors
- Manage global intellectual property portfolio and strategy
- Oversee investor relations, public relations and corporate communications

Agenovir (Acquired by Vir Bio, January 2018) South San Francisco, CA
Head of Corporate Development 2017 – 2018

Consulting role at ≥50% time to oversee corporate development, new product planning, FP&A and portfolio management. Reported directly to CEO. Led the acquisition of Agenovir by Vir Bio for $20M+ upfront and up to $290M.

- Co-led M&A process with CEO that resulted in the acquisition of Agenovir by Vir Bio ($20M+ upfront, $290M+ total deal size)
- Managed all diligence, legal, financial and intellectual property related to Vir Bio deal process and acquisition
- Led all business development operations including leading a potential strategic merger that would have resulted in foundational intellectual property in the CRISPR space and an IPO-ready organization with a billion-dollar market cap
- Oversaw finance, including generating all valuation analysis, forecasting, budgeting and FP&A, which drove financial decision-making and operational and portfolio strategy
- Developed analysis of Agenovir's R&D pipeline, market opportunities, new product planning and corporate strategy to establish a foundational plan for short and long-term investor and BD efforts
- Negotiated and signed term sheet for novel lipid nanoparticle delivery system for Agenovir's lead product (binding term sheet signed; deal not finalized by time of Vir Bio acquisition)

Cidara Therapeutics (Nasdaq: CDTX) San Diego, CA
Director, Business Development 2015 – 2016

Oversaw all business development activities including generating partnering strategy, executing on out-licensing goals and managing in-licensing opportunities.

- Led out-licensing process for Cidara's therapeutic candidates including identification, outreach, diligence and deal negotiations with potential partners
- Managed broad in-licensing/acquisition/forward integration strategy including generating strategy, sourcing assets, triaging, diligence, valuation and discussion with external partners. Evaluated 20+ opportunities from early stage research to global commercial portfolios
- Led efforts to understand viability of new markets and indications across a broad range of technologies
- Align and focus core disciplines (nonclinical, clinical, CMC, intellectual property and commercial) to generate maximal value creation for CD101 programs and Cloudbreak platform
- Led epidemiological research which resulted in successful FDA Orphan Drug designation for CD101 IV
- Guided internal research strategy through comprehensive market analysis and feasibility of development and commercial pathways and strategies
- Generated commercial strategy for Cidara's therapeutic candidates through designing, conducting and executing primary market research
- Enhanced commercial market understanding through comprehensive analysis of broad commercial data
- Supported development and regulatory strategy for Cidara's lead program, including potential accelerated approval and viability of new indications

Cidara Therapeutics (Nasdaq: CDTX) San Diego, CA
Associate Director, Business Development 2014 – 2015

- Provided business development and strategic consulting for Cidara pre-Series A, during which Cidara had one full-time employee. Immediately transitioned to Associate Director of Business Development following closure of Series A
- Oversaw due diligence efforts for Series B and IPO, resulting in a $42M crossover financing into a successful $77M IPO
- Managed the process for generating, editing and finalizing scientific, business and commercial content with Executive Team and external organizations for Cidara's S-1 filing and subsequent amendments
- Generated in-depth market understanding and forecasts for Cidara's key programs which provided the foundation for significant investor and analyst valuations that allowed for a successful crossover financing and IPO
- Generated the commercial and market segments of the Road Show and Analyst Day presentations
- Oversaw cross-functional diligence efforts of senior management team and external advisors to understand the viability of a new technology for treating and preventing a broad range of infections
- Led strategic analyses efforts for Cidara including market understanding, valuation and forecasting
- Successfully led terms and contract negotiations through to execution for short and long term leases for Cidara

Trius Therapeutics, a Subsidiary of Cubist Pharmaceuticals (Nasdaq: CBST) San Diego, CA
Senior Corporate Development Analyst 2013 – 2014

- Supported Cubist integration with Trius and Bayer Healthcare, maintain information flows and current alliances to keep tedizolid approval on track and execute on Cubist's business strategy
- Supported Cubist's international strategy by overseeing the financial valuation, commercial forecasting, market understanding, operational risk, commercial infrastructure requirement and epidemiology of Asia-Pacific and emerging markets
- Generated operational analysis regarding declining volume of Cubist's blockbuster drug Cubicin; developed an analytical approach to understand current market dynamics and trends resulting in actionable strategies to increase overall Cubicin sales and provide a better understanding of the market that can be utilized in the near-term commercialization of additional products
- Integrated clinical, development and regulatory information to optimally position Trius' lead drug for completion of the FDA approval process and launch into the U.S. and global markets

Trius Therapeutics (Nasdaq: TSRX) San Diego, CA
Senior Corporate Development Analyst 2011 – 2013

Lead analyst position initially engaged in modeling and valuations to support business development initiatives. Role evolved rapidly to cover all strategic, financial, competitor and portfolio management modeling needs for decision-making. Report directly to West Coast Site Head and Senior Vice President of Corporate Development.

- Managed valuation, financial modeling and due diligence efforts for US and EU partnering and strategic discussions; *resulted in a $700M+ acquisition by Cubist Pharmaceuticals*
- Managed key areas in the identification, evaluation and negotiation of collaborative opportunities with foreign corporations to develop and introduce new therapeutics to markets with high medical need
- Support development for a global plan for commercialization, promotion and marketing in over 100 countries for a potential blockbuster drug
- Responsible for 5+ global Clinical Advisory Boards meetings including content generation, development and KOL selection
- Oversaw creation and development of Medical Science Liaison training materials for entire tedizolid brand
- Developed global commercial forecasts for tedizolid and pipeline products
- Generated analytics, valuations used to generate and refine Trius' 5-year strategic plans that were presented to the Board of Directors semi-annually
- Collaborated with multiple investment banking organizations to refine forecasts, analytics and valuations
- Generated background materials, valuations and forecasts for HSR Antitrust and SEC filings in relation to Cubist acquisition
- Oversaw analytics, strategic planning and due diligence for $94M in follow-on public financings
- Member of the Commercial Joint Project Team in the Bayer collaboration
- Trius Achievement Award: unanimously chosen by Executive Review Committee as 2011 recipient for achieving significant company goals

Corporate Development Analyst 2010 – 2011

- Managed analytics and valuation of multiple fluctuating proposals from large pharmaceutical organizations regarding an Asia-Pacific and emerging markets partnership, culminating in a $125M+ collaboration with Bayer HealthCare
- Compiled and managed ongoing competitive intelligence and market research on competitors, and changing antibacterial development and medical landscape
- Generated internal and external support for a strategic collaboration to expand into key underserved Asian markets through understanding of market research, commercial projections and regulatory environments
- Oversaw contingency analysis and future financing strategies, resulting in a $30M follow-on financing above IPO pricing and shortening FDA approval by 1 year
- Coordinated Trius' competitive tax credit application by integrating multi-disciplinary teams, public policy measures and grant writing to receive $244K

Business Development Associate 2009 – 2010

- Provided support selecting and assessing potential collaborative partners; assisted the progression of deals to fund $50M Phase III clinical trials
- Collaborated with CEO to create several portions of IPO road show presentation utilizing market research, competitive intelligence and current antimicrobial research; resulting in a $50M IPO
- As the only non-executive in the IPO process, integrated workflow from legal teams and providing all background information to produce S-1 Filing necessary for Nasdaq registration
- Coordinated background research to develop a novel drug trial design approved by FDA for Trius' crucial Phase III trials

Business Development Intern 2008 – 2009

- Provided costs analyses for accounting and company-wide document control
- Built databases for due diligences for potential corporate partners

EDUCATION

UCLA ANDERSON SCHOOL OF MANAGEMENT Los Angeles, CA
M.B.A., Fully Employed Program, Emphasis in Finance and Health Care *2015*

- *GPA: 3.8; GMAT*: 750. GRE: 800 on quantitative portion
- UCLA Anderson Honor Society

The Colorado College Colorado Springs, CO
B.A., Economics 2008

- Extensive course work in economics, finance, statistics and Latin; overall GPA of 3.6
- Senior thesis in quantitative marketing and econometrics later published in *International Business Research*
- Competitive freestyle skier before and during undergraduate studies

Patents, Publications & Awards

- S Zumbrun, L Miller, S Halasohoris, P Desai, S Int Veldt, M Lemmon, B Hannah, D Biek, and R Panchal. GT-1, a Novel Siderophore Cephalosporin, with Potent Activity against Select Biothreat Pathogens Either Alone or in Combination with a β-lactamase Inhibitor (GT-055). Poster 573. ASM Microbe. June 2018. Atlanta, GA.
- H Kwon, Y Cho and B Hannah. In Vitro ADME and In Vivo Pharmacokinetic Profiles of GT-1, a Novel Siderophore Cephalosporin, in the Mouse, Rat, and Dog. Poster 552. ASM Microbe. June 2018. Atlanta, GA.
- S Azri-Meehan and B Hannah. Nonclinical Safety and Toxicology Profile of GT-1, a Novel Siderophore Cephalosporin. Poster 572. ASM Microbe. June 2018. Atlanta, GA.
- S Zumbrun, L Miller, S Halasohoris, P Desai, S Int Veldt, M Lemmon, B Hannah, D Biek, and R Panchal. GT-1, a Novel Siderophore Cephalosporin, with Potent Activity against Select Biothreat Pathogens Either Alone or in

Combination with a β-lactamase Inhibitor (GT-055). Poster 121. ASM Biothreats. Februrary 2018. Baltimore, MD.

- K Bartizal, P Daruwala, K Forrest, B Hannah, V Ong, M Roden, T Sandison. 2017. Methods for Preventing Fungal Infections. US 62/578,877. October 30, 2017.
- P Daruwala, M Roden, B Hannah and L Truscott. Characterizing Women in the U.S. with Acute and Recurrent Vulvovaginal Candidiasis and their Unmet Needs; IDSOG. August 2016. Annapolis, MD
- B Hannah and K Lybecker. 'Determinants of Recent Online Purchasing and the Percentage of Income Spent Online' *International Business Research*. October 2010, Vol. 3 (4): 60-71
- Jerome V. Bruni Research Award, 2009. From Colorado College for publication of senior thesis

Interests

- Freestyle skier and avid surfer throughout the world