

Matthew J. Pfeffer

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CEO • CFO • CORPORATE BOARD MEMBER • BIOTECH FINANCE EXPERT

Seasoned biomedical executive with extensive experience navigating a company to FDA approval and product launch via pharma collaborations or by building internal commercial infrastructure. Expert in all matters of public biotech finance, including over \$1B capital raised to date. Known for unquestioned integrity, diligence and creative problem solving. An inspiring leader, calm and thoughtful in times of crisis; a personable and collegial team builder.

KEY STRENGTHS

<i>Financial Management and Fund Raising</i>	<i>Product Development and FDA Approval</i>	<i>Public Company Governance</i>	<i>Strategic Decision Making</i>
<ul style="list-style-type: none">• Large, complex financing• Wall Street relationships• Roadshow execution• Debt restructuring• Tax management strategies• Subsidiary spinouts, IPOs• International subsidiaries• Budgeting and runway extension	<ul style="list-style-type: none">• R&D pipeline strategy• Clinical trial and FDA approval process• FDA compliance – sales, marketing, manufacturing• Building commercial in-house infrastructure• Big Pharma partnering• International drug approval	<ul style="list-style-type: none">• SEC compliance• Sarbanes Oxley compliance• NASDAQ (re)(up)listing• International exchanges• Analyst relationships – buy/sell sides• Internal finance controls and auditing procedures• Eliminating material weaknesses• Cyber-security protocols	<ul style="list-style-type: none">• Board relationships• Executive and C-suite recruitment• Employee morale and retention• Strategic goals• Crisis management• International expansion strategies• ERP system implementation

PROFESSIONAL EXPERIENCE

Corporate Advisor

2017 - Present

Board and C-suite advisor to multiple biotech companies involved in cancer immunotherapy, diabetes care and foreign drug distribution. Advise on financing, corporate strategy, NASDAQ up-listing and partnership tactics and strategy.

MannKind Corporation (NASDAQ: MNKD)

Westlake Village, CA

A commercial stage pharmaceutical company working in diabetes and other diseases with 310 employees.

Chief Executive Officer and Director

2016-2017

- Transformed company from R&D and manufacturing to fully integrated commercial entity and self-launched branded product in six months.
- Led international expansion program, with emphasis on time-to-market and regulatory process.
- Initiated bold R&D pipeline efforts and domestic out-licensing strategy, yielding first license in 60 days.

Chief Financial Officer

2008-2016

- Raised \$350 million capital to fund product approval efforts and launch.
- Reorganized finance function to eliminate redundancy and streamline reporting, reducing costs by 40% while eliminating previous material weaknesses.
- Implemented new international tax strategy including IP migration, allowing near zero tax rate for future foreign operations.
- Launched new investor relations initiatives and improved both sell-side and buy-side coverage.

VaxGen, Inc. (NASDAQ: VXGN)

South San Francisco, CA

*A vaccine developer and manufacturer for biodefense with 420 employees.***Chief Financial Officer, Corporate Secretary, Sr. Vice President, Finance and Administration** 2006-2008

- Completed multiple years of delinquent SEC filings and reversed material weaknesses in internal control, making company eligible for relisting on NASDAQ.
- Implemented new Oracle ERP system on time and under budget.
- Executed novel funding strategy raising \$130 million of critically needed capital.

Cell Genesys (NASDAQ: CEGE)

South San Francisco, CA

*A biotechnology company that pioneered cancer immunotherapy and gene therapy.***Chief Financial Officer, Corporate Secretary, Vice President** 1998-2005**Director of Finance** 1996-1998

- Raised over \$500 million of funding for clinical development and manufacturing.
- Spun out two subsidiaries separate corporate entities, establishing structure and financing for each.
- Led financial analysis and integration of three major acquisitions.
- Developed and implemented new financial reporting system.

Prior Finance Experience at Dasonics Ultrasound (NYSE: DIA), Computerland, and Price Waterhouse.

BOARD OF DIRECTORS EXPERIENCE

Second Sight Medical Products (NASDAQ: EYES)

Saugus, CA

*A visual prosthesis company restoring vision to those without sight.***Chairman, Audit Committee | Member, Compensation committee** 2015-Present**MannKind Corporation (NASDAQ: MNKD)**

Westlake Village, CA

*A commercial stage pharmaceutical company working in diabetes and other diseases with 310 employees.***Director** 2016-2018**Acera Pharmaceutical Corporation (TSE: ASP)**

Toronto, Canada

*A commercial stage pharmaceutical company working in hormonal treatments.***Member, Audit and Compensation Committees** 2011-2018**Genelabs Technology (NASDAQ: GNLB)**

Redwood City, CA

*A biotechnology company developing new treatments for infectious diseases such as hepatitis.***Chairman, Compensation Committee | Member, Audit Committee** 2007-2009**Biotechnology Industry Organization (BIO)**

Washington, DC

*International non-profit organization supporting the biotechnology industry.***Chairman, Business Solutions Advisory Committee** 2007-2015**Chairman, Ad-Hoc Finance Committee** 2002-2007

EDUCATION and CERTIFICATIONS

Certified Public Accountant

1990-Present

AACSB Bridge Program

2020

Training seminar for business professionals who meet AACSB accreditation standards for practitioner faculty preparing for an academic position

University of California, Berkeley

Bachelor of Arts – Economics

1980