


Acquisition / Sale

Company	OncoVista Innovative Therapies, Inc. (OTCBB; OVIT.ob)
Industry/Sector	Biotechnology / Oncology Diagnostics
Business Description	<p>A high-growth global biopharmaceutical company commercializing diagnostic tests for metastatic tumors, as well as developing targeted, personal anticancer therapies by utilizing tumor-associated biomarkers.</p> 
Geography	Germany to US
Transaction	HealthPro BioVentures LLC acted as investment banker to execute the sale of OncoVista's majority-held subsidiary, AdnaGen AG, to a multi-billion dollar, public US diagnostic company.
Notable Aspects	"The proceeds will allow the Company to not only develop the current anticancer drugs in our portfolio more quickly, but to continue to build and enhance our drug portfolio to the benefit of shareholders and more importantly, patients." – Dr. Alexander L. Weis, President and CEO of OncoVista
HealthPro Value Add	<p>The funds that OncoVista is receiving, potentially as much as \$65 million in cash for the Company's share of AdnaGen, will enable it to develop proprietary, leading-edge, early detection technologies to enable safe, targeted personal cancer treatments.</p> <p>"I would also like to acknowledge HealthPro Bioventures LLC, which was instrumental in working with OncoVista to structure and negotiate this meaningful transaction for our company." – Dr. Weis</p>
Payments/Milestones	<ul style="list-style-type: none">• A \$10,000,000 up-front payment• \$10,000,000 in potential milestone payments contingent upon the achievement of various balance sheet objectives within 24 months• Up to \$63,000,000 in potential milestone payments contingent upon the achievement of various clinical, regulatory and sales objectives within 36 months

Strategic Financing & Licensing Transaction

Company	ProMetic Lifesciences (TSX: PLI)		
Industry/Sector	Healthcare/Biotechnology		
Business Description	ProMetic’s technologies are used to remove pathogens from blood and extract and recover valuable proteins from plasma. ProMetic develops therapeutics to treat blood-related disorders and is a world-leading technology provider and drug developer in the fields of hematology, oncology and nephrology.		
Geography	Canada to the United States		
Transaction	HealthPro BioVentures LLC acted as strategic advisor to ProMetic LifeSciences to structure and negotiate the licensing of four orphan therapeutic assets to Abraxis BioScience Inc.		
Notable Aspects	HealthPro assisted ProMetic in the selection and identification of the four orphan therapeutics. In addition, HealthPro was instrumental in selecting Abraxis as an ideal strategic partner to enable ProMetic to maximize the value of its broad and diverse pipeline. As stated by Patrick Soon-Shiong, M.D., Chairman and CEO of Abraxis: “The strategic fit between our two companies has resulted in an agreement that makes key resources available to ProMetic while providing Abraxis with access to leading protein technologies and products with excellent market potential. ProMetic is providing us with proven technologies enabling the development and manufacturing of four valuable therapeutics, while Abraxis’ corporate and financial resources will significantly accelerate their commercialization.”		
HealthPro Value Add	HealthPro was instrumental in identifying both parties, in introducing the concept to the buyer, and in creating and structuring the transaction. HealthPro was successful in uncovering the long-term value of the assets and structuring a transaction that was mutually beneficial to both parties which included a significant upfront payment to ProMetic. In addition, the entire transaction from introduction to close was executed in under four months, including bringing the parties together, negotiating and structuring the deal.		
Payments/Milestones	<ul style="list-style-type: none">• US \$7 M Upfront strategic financing/investment by Abraxis in ProMetic, at CDN \$0.47 per share• US \$13 M Follow-on financing/investments• US \$295 M Potential sales milestones and royalty payments		

Capital Raise


Company	US Public Immunotherapy Company	
Industry/Sector	Healthcare/Immunotherapy	
Business Description	Company develops innovative therapeutics for the treatment of infectious diseases and cancer with a focus on human papillomavirus (HPV).	
Geography	Domestic	
Transaction:	HealthPro BioVentures LLC was engaged by Company to find a lead investor in a capital raise.	
Notable Aspects	HealthPro was successful in sourcing a lead investor for the company after a major investment bank unsuccessfully worked on this project for 6 months.	
HealthPro Value Add	HealthPro brought Company to 25 top tier US VC firms and Institutional Investors. HealthPro executed novel and creative solutions to investors needs.	
Payments/Milestones	Lead Investor committed a \$5M investment with a warrant purchase schedule.	

Corporate Restructuring and Recapitalization


Company	Private Immunotherapy Company
Industry/Sector	Healthcare/Cell Therapy & Immunotherapy
Business Description	<p>Company is an innovative life sciences company that is developing and commercializing a robust product pipeline for the treatment of cancers and viral infections. The products are based on a proprietary cancer-killing cell line – the only cell line that can be commercialized as a direct, scalable, off-the-shelf cancer-killing product. Cell line directly attacks and kills abnormal cells on contact. Unlike other immunotherapies, cell line does not require an intact immune system to effect killing of diseased cells in the body.</p>
Geography	Domestic
Transaction	HealthPro BioVentures LLC acted as the exclusive strategic advisor to the Company in restructuring the company, bringing in senior management (including a new CEO) and successfully bringing in an investor group to recapitalize the Company.
Notable Aspects	HealthPro specializes in raising strategic capital for growing healthcare companies. Our team works closely with healthcare companies to raise, structure and execute debt, equity and hybrid capital financings in order to optimize the capital structure for growth, acquisitions, and future recapitalizations. HealthPro was instrumental in securing the appropriate financial group to help the company raise private equity capital for the restructuring of the company.
HealthPro Value Add	HealthPro was instrumental in recognizing the value of the cell line and assisted the company in finding the right leadership and capital to enable it to realize the value of its pipeline. More significantly, HealthPro recognized the importance of the therapeutic potential to the market as a novel approach to cancer treatment. The Company's rapidly growing business required flexible financing options to enable the Company's growth while providing necessary liquidity with terms & conditions complimenting its business model.
Payments/Milestones	Undisclosed



In-Licensing

Company	Biocon Limited (BSE: BBB)	
Industry/Sector	Healthcare/Immunotherapy	
Business Description	Biocon is a research-driven, global healthcare company with a strong matrix of capabilities along the biopharmaceutical value chain. Focusing on unmet medical needs in cancer, diabetes and inflammatory diseases, Biocon offers novel therapies on a platform of affordable innovation	
Geography	US to India	
Transaction:	Biocon Ltd and US company, Abraxis BioScience Inc., announced a licensing agreement for marketing breast cancer drug Abraxane in India. Biocon will also have the right to market the chemotherapy drug in Pakistan, Bangladesh, Sri Lanka, the UAE, Saudi Arabia, Kuwait and other West Asian countries. Biocon will pay royalties to Abraxis based on net sales of the drug.	
Notable Aspects	As stated by Bruce Wendel, executive vice president, Corporate Development for Abraxis BioScience “This agreement is an important step in the development of a global commercialization framework that incorporates unique country-by-country needs.”	
HealthPro Value Add	HealthPro was approached by the CEO of Biocon based on HealthPro’s experience and ability to handle a wide range of investment banking mandates for clients in niche industries or with complex business models. HealthPro’s personal relationship with CEO’s of multibillion dollar companies enabled HealthPro to facilitate the meeting of both parties to structure the deal at the executive level resulting in optimizing the value for both companies.	
Payments/Milestones	Undisclosed	

In-Licensing

Company	Marillion Pharmaceuticals	
Industry/Sector	Healthcare/Oncology therapeutics and supportive care	
Business Description	Marillion Pharmaceuticals is a clinical-stage Pharmaceuticals Company focused on the development and commercialization of novel therapeutics for the treatment of cancers and for supportive care in oncology. Marillion's product pipeline includes Lu-AMBA, Pilobuc™ and MN-201	
Geography	Domestic	
Transaction	HealthPro BioVentures LLC acted as strategic advisor to Marillion to structure and negotiate the in-licensing of two novel oncology therapeutics for supportive care in oncology, Pilobuc (CPSI) and Vitamin D5 analogue (OncQuest).	
Notable Aspects	Marillion received the exclusive worldwide rights to develop and commercialize Cytokine PharmaSciences, Inc Pilobuc. The licensing agreement added accretive value to Marillion's clinical and preclinical stage portfolio.	
HealthPro Value Add	HealthPro's deal team negotiated and structured the licensing deals on our client's behalf. Marillion's Pilobuc buccal insert is indicated for the treatment of Xerostomia and the Vitamin D5 analogue is indicated for treatment of cancer. Pilobuc has the potential to be a significant product in the Xerostomia market, currently estimated to be worth more than \$350 million worldwide.	
Payments/Milestones	Undisclosed	

Joint Venture / Strategic Financing


Company	Cenomed BioSciences, LLC
Industry/Sector	Healthcare / Pharmaceuticals – CNS
Business Description	<p>Cenomed BioSciences, LLC. (a joint venture between Abraxis BioScience, Inc. (NASDAQ:ABBI) and Cenomed, Inc.) is a pharmaceutical company focused on the development of innovative new drug therapies for chemical defense and for the treatment of nervous system disorders such as schizophrenia, mild cognitive impairment and memory/attention impairments associated with aging, attention deficit hyperactivity disorder and pain.</p>
Geography	Domestic
Transaction:	HealthPro BioVentures LLC acted as strategic advisor to Cenomed to structure and negotiate the joint venture between Abraxis Biosciences and Cenomed to create Cenomed BioSciences, LLC.
Notable Aspects	The joint venture was designed to further the research and development of novel drugs that interact with central nervous system focused on psychiatric and neurological diseases.
HealthPro Value Add	HealthPro was involved in all aspects of structuring, negotiation and valuation of the joint venture. “Through this relationship, we are gaining access to important research that may have the potential to change the way neurological diseases are treated,” said Patrick Soon-Shiong, MD, Chairman and CEO of Abraxis BioSciences.
Payments/Milestones	Abraxis made an upfront payment and helped to fund the further development of the CNS product portfolio. All of the assets of Cenomed were transferred into the joint venture.




Out-Licensing & Merger Options

Company:	US Public Company		
Industry/Sector:	Healthcare/Drug Delivery		
Business Description:	The Company uses its proprietary Drug Delivery platform to develop extended release solid oral pharmaceutical medications and nutritional supplements. The Company markets dietary supplement products through private label retailers in the U.S. and partners with industry leaders for the marketing and business development of pharmaceutical and OTC products and services internationally.		
Geography:	International/United States to Global		
Transaction:	HealthPro BioVentures was engaged to pursue strategic opportunities for the company ranging from strategic partnerships, merger or sale of the company.		
Notable Aspects:	Within three months, HealthPro was successful in negotiating three term sheets including two from Asia and one from Europe.		
HealthPro Value Add:	HealthPro worked closely with the company to create all necessary marketing and financial documents, including a detailed executive summary and corporate presentation, long-term financial projections and merged corporate entity projections.		
Payments/Milestones:	Not applicable		

Out-Licensing

Company	Biocon Limited (BSE: BBB)	
Industry/Sector	Healthcare/Immunotherapy	
Business Description	Biocon is a research-driven, global healthcare company with a strong matrix of capabilities along the biopharmaceutical value chain. Focusing on unmet medical needs in cancer, diabetes and inflammatory diseases, Biocon offers novel therapies on a platform of affordable innovation	
Geography	India to US & EU	
Transaction:	Biocon signed an agreement with biopharmaceutical company Abraxis BioScience, wherein Abraxis will license the right to develop a biosimilar version of G-CSF (granulocyte colony stimulating factor) in North America and the European Union. Under the terms of the agreement, Biocon will receive an upfront licensing fee and following approval in the licensed territories, royalties from Abraxis BioScience.	
Notable Aspects	As stated by Patrick Soon-Shiong, M.D., chairman and chief executive officer of Abraxis BioScience, “We are very excited to enter into this collaboration with Biocon. We believe this partnership allows us to participate in the emerging biosimilars market and build a new platform for growth.”	
HealthPro Value Add	HealthPro was approached by the CEO of Biocon based on HealthPro’s experience and ability to handle a wide range of investment banking mandates for clients in niche industries or with complex business models. HealthPro’s personal relationship with CEO’s of multibillion dollar companies enabled HealthPro to facilitate the meeting of both parties to structure the deal at the executive level resulting in optimizing the value for both companies.	
Payments/Milestones	Undisclosed	

Strategic Advisory, Market Research & Global Product Partnering

Company:	European Specialty Pharma Company with revenues of over US\$500M	
Industry/Sector:	Healthcare/Specialty Pharma: Oncology/Autoimmune	
Business Description:	The Company is a pharmaceutical company which has specialized in the treatment of malignant diseases since it was founded 40 years ago. The Company is one of the leading manufacturers of oncology products in Europe and in international markets. The Company also offers new and well proven therapeutic options in the fields of urology, autoimmune diseases and fibrinolysis. The Company is one of the few companies engaged in special diagnostics for the detection of infectious diseases.	
Geography:	International/Europe to Global	
Transaction:	HealthPro BioVentures LLC acts as strategic advisor to evaluate possible commercial and regulatory partnerships for the US and other select markets.	
Notable Aspects:	HealthPro was engaged as a result of their experience to leverage the client's strong European position but minimal US presence. HealthPro was selected because of its specialized knowledge and relationships in the US to enable our client to get a fair assessment of the regulatory pathway and market potential of its late stage therapeutic products.	
HealthPro Value Add:	HealthPro presented client's asset to over 30 potential partners, resulting in numerous discussions and a term sheet. As a result of HealthPro's efforts, HealthPro has been engaged to evaluate other opportunities for alliances and licensing within the company's pipeline.	
Payments/Milestones:	Not applicable	

Strategic Consulting & Advisory

Company	US Public Company
Industry/Sector	Healthcare/Therapeutic Proteins & Manufacturing and Women's Health
Business Description	<p>Company is a leader in the design, delivery, manufacture and development of peptide-based therapeutics. Peptides are a rapidly growing therapeutic class with more than 130 programs in active development. More than 50 peptide-based therapeutics have reached the market.</p>
Geography	Domestic
Transaction	HealthPro BioVentures LLC, along with Getzler Henrich LLC, acted as strategic consultant with the mandate to evaluate and review the Company's assets, cash flows and product pipeline in an effort to conserve cash, maximize asset value and enhance shareholder value.
Notable Aspects	HealthPro and Getzler Henrich competed with four other consulting groups in a "beauty contest" and was selected for this task.
HealthPro Value Add	<p>Based on HealthPro's expertise and knowledgebase in this particular sector, HealthPro was able to analyze, review and value the company's asset portfolio and make specific recommendations as to how to maximize the value of its pipeline and enhance cash flow. HealthPro collaborated on this project with Getzler Henrich, a pioneer in the turnaround and restructuring space. Getzler Henrich provides a full array of turnaround workout corporate restructuring and financial advisory services. Company fully executed on plan devised by HealthPro and Getzler Henrich.</p>
Payments/Milestones	Not applicable

