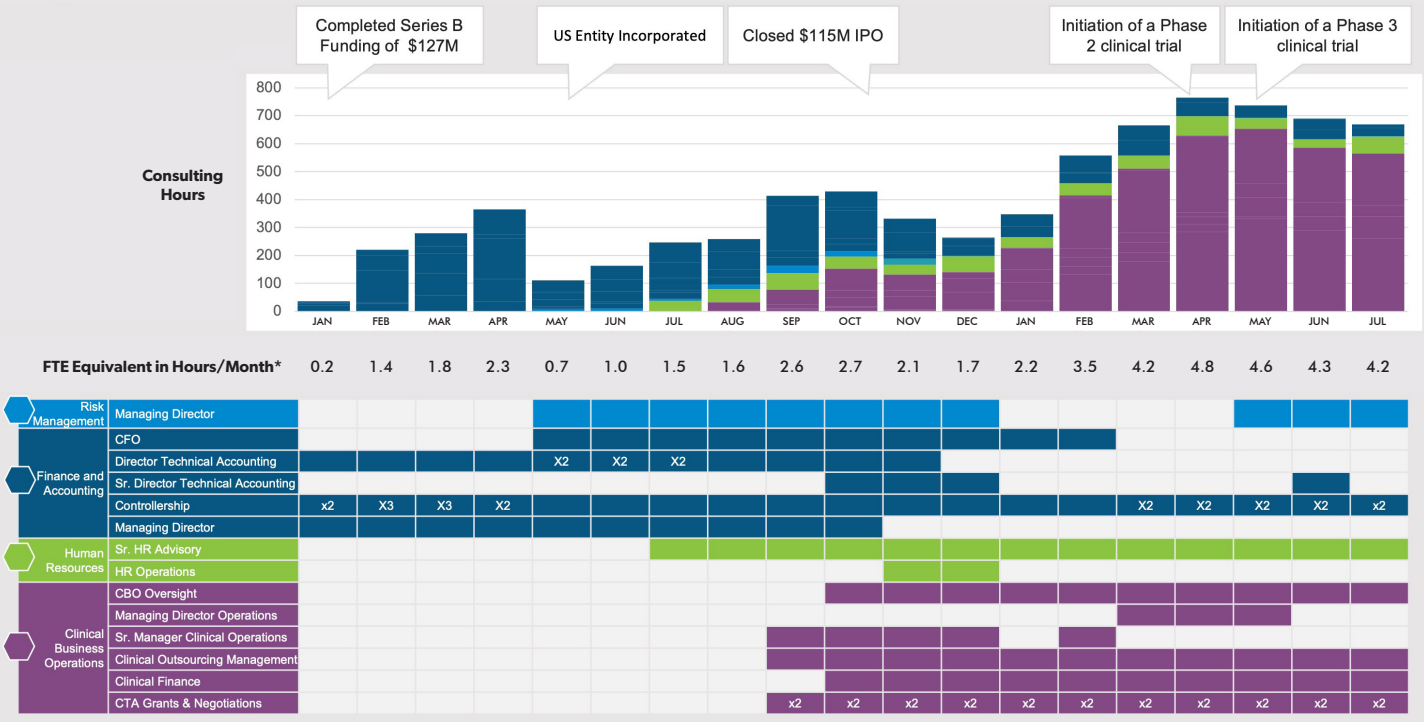
Danforth Advisors

Life Sciences, Well Run.

Case Study: European Clinical-Stage Biopharma Prepares for a Nasdaq IPO

A clinical-stage biopharmaceutical company headquartered in Europe engaged Danforth Advisors to prepare for its Nasdaq IPO and the launch of US operations. Danforth provided strategic C-level advisory, built and managed the company's US business functions – scaling resources in line with several key events, including the eventual IPO, rapid period of hiring, and initiation of multiple global clinical studies. By partnering with Danforth, the company was able to outsource and integrate multiple functions under one roof – gaining the breadth of our institutional knowledge and capabilities in an efficient, variable way.

Variable Capabilities Evolve with Company Needs



Resources were dialed up and down as needed, avoiding high fixed head count

Precise skill sets supported corporate milestones, including IPO preparation and initiation of clinical trials

*Client was able to leverage more resources for the cost as compared to FTE equivalent in hours/month

Danforth Roles

Finance & Accounting

- Served as CFO and strategic advisor to the CEO in preparation for an IPO
- Negotiated investment banking syndicate and participated in "bake off" and Form S-1 drafting
- Established and managed the US finance function, including policies and procedures, bank accounts, accounting system, payroll, and accounts payable
- Created US internal monthly financial package for management review and inclusion with global consolidation
- Created all US audit support workpapers
- Supported eventual migration to in-house finance department when formed, providing on-going support as needed

Technical Accounting / IPO Preparation

- Supported the PCAOB audit process
- Conducted technical accounting and preparation of US GAAP financial statements
- Prepared all financial elements of the Form S-1; MDA, valuation disclosures, reverse stock-split, cap table, dilution
- Oversaw public company readiness
- Post-IPO: continued assistance with the consolidation, stock compensation, and drafting of Form 10-Q

Human Resources

- Provided senior-level guidance on HR requirements for US-based corporation
- Established the HR function, policies and procedures – supporting scale-up of head count
- Provided on-going advisory and execution of HR operations as needed

Clinical Business Operations

- Provided senior-level guidance on clinical outsourcing
- Structured RFPs to optimize vendor selection; managed MSA negotiation
- Managed clinical trial accruals and forecasting
- Conducted clinical vendor oversight
- Managed structure and negotiation of multiple global investigator site contracts and budgets

Risk Management

- Conducted assessment of insurance coverages and needs
- Facilitated evaluation and selection of broker; negotiated costs
- Provided detailed summaries of insurance coverage by line of business
- Prepared insurance summary to help as a quick reference guide
- Conducted risk assessment in preparation for IPO
- Established a timeline for additional insurance as company grows and adds more staff and locations

Other Applicable Capabilities

- Investor relations to inform messaging, leverage connections and raise visibility with US investors
- Strategic communications for pre- and post-IPO phases
- Fractional or interim Chief Medical Officer advisory to oversee clinical trial design and implementation
- Support for clinical development operations including trial management, clinical monitoring, medical writing and regulatory affairs