

## Senior Pharma & Medical Device Industry Leader

***Entrepreneurial senior leader with over 40 years of demonstrated success in profitable medical device and combination drug/device product business creation, general management, sales and marketing, and product development.***

High-integrity, passionate leader known for exceptional abilities in developing strong customer/physician relationships and building top-performing sales and operational teams. *Areas of excellence include:*

- Product Innovation & Development
- Product Launch & Commercialization
- Financial Planning and Performance
- Building Strong Teams
- Operational Performance
- Influencing Government Policy
- Customer Driven Management Style
- Industry Leadership
- Fund Raising
- Strategic Thinking
- Mergers & Acquisitions
- Public Company Leadership

## EXECUTIVE HIGHLIGHTS

- ▶ **Medical Device and Combination Drug/Device Innovations and Commercialization** – Awarded over 30 United States patents for successfully commercialized inventions of novel medical devices, drug delivery systems and drug therapies throughout career. Built strong sales and marketing teams to win leadership market share against much larger and heavily entrenched competitors.
- ▶ **Industry Leadership** – Broadly recognized as a leader in the medical device and combination drug/device product community, providing guidance to customer professional societies such as the Society of Interventional Radiology (SIR) and American College of Phlebology (ACP) in strategic planning and medical practice expansion, as well as industry peer recognition such as being elected the Chairman of the Medical Device Manufacturers Association (MDMA) Board of Directors.
- ▶ **Unparalleled Recognition** – Granted an Honorary Fellowship by the Society of Interventional Radiology (SIR), receiving one of ten Honorary Fellowships granted in the 50-year history of the SIR, and one of only three ever granted to a non-physician.
- ▶ **Business Development** – After founding AngioDynamics as a Division of E-Z-EM, Inc., lead the extremely successful tax-free spin-off and Initial Public Offering (IPO) of the company in 2004, winning multiple awards for top-performing medtech IPO and public company business performance.
- ▶ **Mergers & Acquisitions** – Spearheaded numerous large and small acquisitions; conducted due diligence, led negotiations, integrated operations, and managed strategic relationships through complex transitions.
- ▶ **Board of Directors** – Extensive experience as both public and private company Board Director. Broad experience Chairing Compensation, Audit, and Nominating & Governance Committees.

## PROFESSIONAL EXPERIENCE

HOBBS MEDICAL VENTURES, LLC., Fort Lauderdale, FL  
**Founder & President**

November 2013 – Present

Founded by Eamonn Hobbs, Hobbs Medical Ventures is a healthcare consulting firm specializing in developing, delivering and implementing solutions for the medical device, pharmaceutical and combination drug/device industries.

- The firm provides services such as technology assessment, market assessment, business plan writing, strategic planning, commercialization strategy, investor due diligence, new product design & development, medical writing, training, and financial/IPO advisement.
- Mr. Hobbs often provides interim leadership to client companies as Executive Chairman and/or CEO.
- Clients span from early stage ventures such as Marvao Medical, Harmonic Medical, and Illuminoss Medical to Harvard Medical School and multi-billion-dollar companies such as Kimberly-Clark.

IMMUNSYS, INC., Fort Lauderdale, FL  
**Co-Founder, Chairman & CEO**

January 2018 – August 2020

ImmunSYS is a clinical stage biopharmaceutical company focused on the development of innovative cancer immunotherapy products to improve the lives of patients with metastatic prostate cancer and other metastatic solid tumors.

- Conceptualized and executed a business plan and strategy to form ImmunSYS with existing assets.
- Recruited and built a world-class team of experienced and highly successful biotechnology experts.
- Built a public company ready Board of Directors, attracting renowned leaders within the biotech industry.
- Spearheaded initial funding efforts to begin operations and continue to execute the funding strategy to prepare company for an initial public offering.

### SELECTED ACHIEVEMENTS:

- ✓ Raised over \$7 million in seed capital in a Friends & Family round to start the company.
- ✓ Spearheaded the in-licensing of 3 proprietary molecules in order to formulate a proprietary immunotherapy drug
- ✓ Invented revolutionary proprietary triple-component drug formulation technology (patent pending) intended to optimize antigen transport for T-Cell education in draining lymph nodes.
- ✓ Using extensive combination drug/device product experience, drove the development and alignment of the company's separate drug and medical device quality systems, and regulatory strategy including Orphan Drug Designation, Breakthrough Designation and pursuit of BLA Accelerated Approval.

TRANSLATIONAL ACCELERATOR - BRIGHAM AND WOMEN'S HOSPITAL, Boston, MA  
*The teaching hospital of Harvard Medical School*  
**Visiting Scholar, Lecturer and Expert in Residence**

October 2016 – January 2018

Assisted in the founding of Brigham and Women's Hospital (BWH) first Translational Medicine Accelerator (TMA). The mission of the TMA is to provide faculty physician/scientists the necessary tools, training, and resources to facilitate and accelerate the translation of their inventions with potential commercial value from bench to bedside.

- Worked closely with BWH C-Suite executives to develop plans and mentor TMA leadership and staff.
- Involved in the advising, training and mentoring of physician scientist inventors affiliated with the Brigham and Women's Hospital and Harvard Medical School.
- Assist the scientists in advancing their inventions and efficiently increasing their commercial value.

Antares Pharma is a specialty pharmaceutical company that markets its branded combination drug/device products directly in the United States and develops products for a multitude of pharmaceutical alliance partners. Antares' business is driven by the continued development of three proprietary auto-injector and pen platforms.

- Joined the Antares Pharma, Inc. Board of Directors in 2009, and was subsequently asked by the Board to become interim President & CEO in June 2014.
- Successfully conceptualized a plan to develop the COO into the CEO successor and executed a seamless CEO transition in January 2016.
- During tenure as CEO, Antares Pharma's operational performance improved steadily to record levels, all product litigation was settled, and the CEO transition to the COO was conducted with the company in a very strong financial situation.

SELECTED ACHIEVEMENTS:

- ✓ Received three of the company's four FDA NDA approvals during tenure with company.
- ✓ Raised \$48 million in a follow-on public offering in May of 2015, placing the company in a robust financial position.
- ✓ Using unique combination drug/device product experience, drove the alignment of the company's separate drug and medical device quality systems, resulting in one highly efficient and FDA inspection ready consolidated and fully aligned system.
- ✓ Spearheaded the creation of Antares Pharma's first strategic plan, which added the development and commercialization of proprietary products to the existing business to business model.
- ✓ Invented revolutionary formulation technology (patent pending) intended to optimize previously impractical formulations for auto-injectors.
- ✓ Created "Upstream Marketing" entity to analyze opportunities and identify the most attractive pipeline development programs.
- ✓ Smoothly integrated contract sales organization to create the company's first ever employee sales force.

Delcath's revolutionary combination drug/device technology, known as Chemosaturation (CS), allows physicians to deliver ultra high doses of anti-cancer drugs to the site of disease without exposing the patient's entire body to those same toxic levels of drug. Phase 2 and Phase 3 clinical study results from treating various cancers in the liver have confirmed that delivering more drug to the tumor site, and less to the other regions of the body dramatically improved progression free survival along with providing improved quality of life over systemic cancer therapies.

- Joined the Delcath Board of Directors in 2008 and was asked by the Board to become CEO in July 2009.
- Took the company from a team of seven to a fully commercial and manufacturing operation with over 65 employees.
- Recruited and formed an R & D team that developed proprietary manufacturing processes resulting in crucial product improvements that dramatically improved the safety profile of the new cancer therapy.
- Completed late stage Phase 3 trial under SPA and piloted the filing of the company's first ever NDA.

SELECTED ACHIEVEMENTS:

- ✓ Raised over \$150 million in follow-on offerings for Delcath in an extremely challenging public market environment.
- ✓ Within first 6 months as CEO, launched an operations facility to bring manufacturing in-house, increase quality and reduce COGS.
- ✓ Led regulatory approval of revolutionary new cancer therapy for sale in Europe, with commercialization initiated there in mid-2012.

- ✓ Subsequently achieved compelling reimbursement in Germany and the UK with other countries still pending.
- ✓ Successfully developed COO into CEO successor and conducted smooth CEO transition subsequent to receiving CRL that required company to conduct an additional Phase 3 trial.

ANGIODYNAMICS, INC., (NASDAQ: ANGO), Queensbury, NY  
**Co-Founder, President, CEO, & Co-Chairman of the Board**

1988 – 2009

Co-founded a very successful public medical device/drug delivery company that designs, develops, manufactures and markets minimally invasive devices for the targeted treatment of cancer and vascular disease. Company went from start up to leadership market share in core products against much larger, heavily entrenched competition.

*Entrepreneurial endeavor of growing the business from a wholly-owned, green field start-up division of a pharmaceutical company to an international stand-alone profitable public company, with over 600 employees at 4 facilities and fiscal year 2009 revenues of over \$220 million.*

- Company focuses on serving the needs of Interventional Radiologists, Interventional Neuroradiologists, Cardiologists, Surgeons, Nephrologists, Oncologists, and Dermatologists, with peripheral and neuro vascular, vascular access and cancer therapy medical device, pharmaceuticals, and drug/device combination products.
- Worldwide sales and marketing, with direct sales forces both domestically and outside the USA (OUS), and additional stocking distributors OUS.
- Conducted extremely successful IPO (NASDAQ symbol ANGO) in May 2004 and completed total tax free spin-off from E-Z-EM, Inc. in October of 2004, dramatically increasing parent company shareholder value and liquidity.

SELECTED ACHIEVEMENTS:

- ✓ ANGO was the best performing medical technology IPO of the class of 2004, earning top honors again in 2005 and 2006.
- ✓ Recognized in **Business Week** as a “Hot 100 Top Growth Company” for 2005 and 2006.
- ✓ Received a # 11 ranking in **Forbes** “Best 200 Small Companies” in 2006.
- ✓ “Beat the big guys” - Achieved #1 market share leadership in core products against much larger, heavily entrenched device companies while utilizing a significantly higher average selling price and stressing product performance, service and overall value proposition.
- ✓ During first 4 years as a public company, 4-year revenue growth exceeded 27% per annum, and average annual operating profit growth surpassed 63%.
- ✓ Customer focused, hands on management style, stressing cross functional team alignment and empowerment, plan execution and results achievement.
- ✓ Successfully conducted numerous product and company acquisitions and integrations, including a \$240 million-dollar public company acquisition of RITA Medical Systems (NASDAQ: RITA) in 2007.
- ✓ Frequently recognized as an industry leader through invitations to lecture and faculty membership at numerous international physician meetings, including: Society of Interventional Radiology Annual Meeting (2002, 2005, 2008, 2009), AIM/VEITH Symposium (2000 – 2008), Practical Training in Vascular Interventions – University of Michigan (2004), Dotter Institute Interventional Conference (2005, 2006).
- ✓ **Honorary Fellow - Society of Interventional Radiology**, inducted April of 2005. One of ten Honorary Fellowships granted in the 34-year history of the Society of Interventional Radiology, and one of three ever granted to a non-physician.
- ✓ Sole member from industry on the SIR (Society of Interventional Radiology) Strategic Planning Committee: 2001 - 2008. Helped to create first strategic plan for Society in 2001.

E-Z-EM, INC., (NASDAQ: EZEM), Westbury, NY

1988 – 2004

**Senior Vice President – Business Development, Co-founder & President, AngioDynamics, Inc.**

The worldwide leader in gastrointestinal contrast imaging pharmaceutical agents, combination drug/device systems, and medical devices, focusing on serving the needs of Radiologists, Surgeons and Gastroenterologists.

- Functioned as a senior member of the Leadership Team, advising on business development and strategy.
- Wrote business plan and gained Board support to fund “green field” start up of AngioDynamics, Inc., as a wholly owned subsidiary.
- Conducted IPO (NASDAQ symbol ANGO) in May 2004 and completed total tax free spin-off from E-Z-EM, Inc. (NASDAQ: EZEM) in October of 2004, successfully unlocking tremendous parent company shareholder value.
- E-Z-EM, Inc., subsequently acquired by Bracco Group, a world-wide leader in imaging agents in 2008.

NORTH AMERICAN MEDICAL INSTRUMENTS CORPORATION (NAMIC), Glens Falls, NY

1985 – 1988

**Vice President of Marketing and Product Development**

Medical Device Company focused on serving the needs of Interventional Cardiologists. Attained worldwide market leadership in Angiographic Manifolds and Control Syringes. Sold to Pfizer in 1992, later sold to Boston Scientific in 1997, and ultimately acquired by AngioDynamics in 2012.

SELECTED ACHIEVEMENTS:

- ✓ Under direct report to the CEO, managed the Marketing Department, which consisted of Product Managers, Support Staff, and coordinated customer focused Product Development (team of Engineers and Technicians).
- ✓ Doubled company revenues in 3 years through new product introductions and increased market penetration.
- ✓ Successfully planned the company’s IPO during tenure.

HOBBS MEDICAL, INC., Stafford Springs, CT

1983– 1985

**Founder, Chairman and CEO**

Secured venture capital funding and founded and developed a profitable medical device firm focusing on trans-endoscopic interventional devices for Gastroenterologists. Sold company in 1985; remains in operation today as a private company: [www.hobbsmedical.com](http://www.hobbsmedical.com).

SELECTED ACHIEVEMENTS:

- ✓ Devised an innovative trans-endoscopic interventional product line to address market needs.
- ✓ Achieved substantial revenue growth through the cultivation of marketing programs and the establishment of a direct sales force of top performers.
- ✓ Led by example, often called the company’s best salesperson by members of the sales force.
- ✓ Sold company in 1985 providing investors with solid return.

COOK INCORPORATED, Bloomington, IN

1980– 1983

**Product Development Engineer**

Private medical device company with a concentration in Interventional Radiology, Surgery, and Interventional Cardiology specialties. Multi-billion-dollar establishment that holds leadership positions in many market segments.

SELECTED ACHIEVEMENTS:

- ✓ Developed the company’s first high pressure angioplasty product line.
- ✓ Conceived and introduced the company’s first Vena Cava Filter, the “Birds Nest Filter.”

- ✓ Realized that I strongly preferred customer interactions to that of other engineers and requested transfer to the Sales and Marketing Department.

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## BOARD OF DIRECTORS POSITIONS

### **OraSure Technologies, Inc. (NASDAQ: OSUR) 2016 - Present**

- Chairman of Nominating & Governance Committee and member of Compensation Committee
- OraSure Technologies is a leader in the development, manufacture and distribution of oral fluid diagnostic and collection devices and other technologies designed to detect or diagnose critical medical conditions.
- These products include tests for the detection of antibodies to the HIV virus, including the OraQuick® In-Home HIV Test, OraQuick ADVANCE® Rapid HIV-1/2 Antibody Test and the OraSure® HIV-1 Oral Specimen Collection Device, a test for antibodies to the HCV virus, the OraQuick® HCV Rapid Antibody Test, and oral fluid testing solutions for drugs of abuse testing, including Intercept® Oral Fluid Drug Testing System and Q.E.D.® Saliva Alcohol Test.

### **Gravita Bioscience, LLC 2016 - Present**

- Gravita Bioscience is an early stage biotechnology company based in Providence, RI
- The company is pursuing the development of novel vascular devices and indications, via a platform technology for targeted vascular blood flow reduction and/or drug delivery.

### **Marvao Medical Devices, Ltd. (Galway, Ireland) 2013 - Present**

- Chairman of the Board, 2013 - Present
- Marvao has developed a potentially game changing platform technology that seeks to dramatically reduce catheter infections by revolutionizing how tunneled catheters are placed and maintained. In initial clinical data comprised of thousands of catheter days, the NexSite tunneling system has demonstrated a zero catheter-related blood infection rate, (CRBI).
- NexSite Dialysis Catheters very recently received FDA clearance and CE Mark. In 2016, Marvao Medical initiated a partnership with Nipro Medical, North American Division whereby Nipro is the exclusive commercial partner in the United States.

### **Harmonics Medical, Inc. (Toronto, Canada) 2014 - Present**

- Based in Toronto at Sunnybrook Health Science Center, Founded and Chaired by Kullervo Hynynen, (often called “The Father of HIFU”), Harmonics is developing ultrasound guided high intensity focused ultrasound (HIFU) for a variety of applications in oncology, gynecology, and neurology.
- Current HIFU can be a very effective, non-invasive therapy, but suffers tremendous limitations due to the requirement for MR imaging guidance. This ties up a very expensive MRI machine for long periods of time which makes HIFU logistically challenging, and very expensive.
- Using Harmonics’ proprietary, inexpensive and portable ultrasound guidance makes HIFU eminently more practical and opens a multitude of potentially office-based applications.

### **ImmunSYS, Inc. 2018 - 2020**

- Chairman of the Board
- ImmunSYS is a clinical stage biopharmaceutical company focused on the development of innovative cancer immunotherapy products to improve the lives of patients with metastatic prostate cancer and other metastatic solid tumors.

### **Antares Pharma, Inc. (NASDAQ: ATRS) 2009 - 2016**

- Member Audit and Governance Committees until accepting interim CEO position in June 2014.
- Antares Pharma is committed to developing and commercializing novel combination drug/device products utilizing the company’s unique, advanced drug delivery systems. Antares products are patient focused: they typically improve safety and efficacy, reduce side effects and enable delivery at a lower dose. Their advanced

drug delivery systems are also well positioned for “life cycle extension” options in conjunction with strategic alliance partners.

**Morris Innovative, Inc. 2013 – 2015**

- Morris Innovative has developed and is commercializing two vascular closure device systems. CombiClose is a unique combination working sheath/closure sheath system. The FISH ControlClose was very recently introduced procedure ending exchange system that delivers greatly simplified use, and shorter clinician learning curve. Both systems have multiple unique features and benefits that highly differentiate them from the competition. Morris has sold over 30,000 systems in the US so far, and recently received CE Mark approval, so the technology is very well proven.

**Medical Device Manufacturers Association (MDMA) 2004 - 2014**

- Chairman of the Board 2008 - 2012
- Chair of the Nominating, Governance and Compensation Committee.
- The Medical Device Manufacturers Association (MDMA) is a national trade association based in Washington, D.C. that represents independent manufacturers of medical devices, diagnostic products and health care information systems. MDMA seeks to improve the quality of patient care by influencing government policy, encouraging the development of new medical technology, and fostering the availability of beneficial innovative products.
- Elected to the Executive Committee as Treasurer in 2006. Involved in extensive government lobbying on numerous industry issues such as FDA budget and user fees, gain sharing, and GPO safe harbor reform.

**Delcath Systems Inc. (NASDAQ: DCTH) 2008 - 2013**

- Member Audit and Nominating and Governance Committees until accepting CEO position in July 2009.
- The Company's technology, known as CHEMOSAT or Percutaneous Hepatic Perfusion (PHP), allows physicians to deliver significantly higher doses of chemotherapy to the site of disease without exposing the patient's entire body to those same potent levels of drug.
- Initial clinical results from studies treating cancer in the liver confirm that delivering more drug to the tumor site, and less to the other regions of the body, enhances tumor shrinkage with improved quality of life over systemic cancer therapies.
- CHEMOSAT is approved in the European Union for a broad range of liver cancers and commercial operations commenced in April 2012 with compelling reimbursement established in Germany and the UK in 2015. CHEMOSAT is currently pursuing FDA approval for the indication of melanoma metastases of the liver and has initiated its second Phase 3 clinical trial.

**Cappella Cardiovascular Systems, Inc. 2009 – 2013**

- Chairman of the Board
- Early commercial stage, venture capital backed company with a unique solution to treating coronary artery side branch disease.

**Sentinelle Medical Inc. (Toronto, Canada) 2008 – 2010**

- Sentinelle Medical Inc., established in 2004, is a private company based in Toronto, Canada and affiliated with Sunnybrook Health Science Center that provides a suite of very high performance MR coils, and software solutions for GE, Toshiba and Siemens, providing health care providers with a fully integrated breast imaging and treatment planning system that result in the highest quality of patient care.
- Company achieved profitability and positive cash flow in Q4 2008. Achieved very successful exit for investors upon sale of company to Hologic in 2010.

**AngioDynamics, Inc. (NASDAQ: ANGO) 1988 – 2009**

- Co-founder and Vice Chairman of the Board

**AngioDynamics, Ltd., (United Kingdom) 2008 – 2009**

- The European subsidiary and manufacturing facility of AngioDynamics, Inc. based in Cambridge, UK.
- Obtained because of the acquisition of the assets of Diomed, Inc. (AMEX Symbol: DIO) in June of 2008.

**American College of Phlebology Foundation** 2006 - 2009

- Founding member of charitable scientific research and education foundation established in collaboration with its parent medical specialty society, American College of Phlebology, for the purpose of advancing the treatment of venous disease through research and education.
- Assisted in the creation of the society's first Strategic Plan.
- Numerous committee memberships

**Society of Interventional Radiology Foundation** 2002 - 2008

- Charitable scientific research and education foundation established in collaboration with its parent medical specialty society, Society of Interventional Radiology, for the purpose of advancing interventional radiology through research and education.
- Sole Industry member of the Board; numerous committee positions held throughout tenure.

**AngioDynamics, Ltd., (Ireland)** 1996 - 2001

- The European subsidiary and cardiovascular products manufacturing facility of AngioDynamics, Inc. based in Enniscorthy, County Wexford, Ireland. Sold to management in 2001 due to strategic decision to exit coronary stent market, becoming ClearStream Technologies, Ltd. Went public on the London Stock Exchange in 2002.

**LeoCor, Inc.** 1996 - 1999

- A Texas based cardiovascular medical device technology company ultimately acquired by AngioDynamics, Inc.

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**EDUCATION**

B.S. – PLASTICS ENGINEERING, University of Massachusetts – Lowell, Lowell, MA

1976 – 1980

- Focus on Biomaterials
- Winner of "The President's Medal" for distinguished student performance (Top 1%)
- Created a successful start up company Campus Sales, Inc. selling "Hi-Fi" equipment via catalog to college students throughout the Northeast. Sold business in 1981 to Eardrum, Inc, which was acquired by Tweeter, etc., Inc.
- Awarded UMass Lowell "Francis Cabot Lowell Award for Outstanding Achievement in Business". November 2010.
- Awarded UMass Lowell "Plastics Engineering Alumni Innovator Award" for achievement in medical plastics innovations resulting in over 30 issued US patents and over 100 issued patents around the world that directly lead to revenues of over \$1 billion. May 2011