

## JOHN D. PRUNTY

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### Executive Summary

High energy, team oriented Finance and Accounting executive with experience in a variety of industries including public accounting, biotechnology research and development, biotechnology diagnostics and manufacturing. Experience in strategic planning, mergers and acquisitions, investor relations, treasury management, financial reporting and internal controls. Sound strategic thinker with proven ability to create and execute business strategies across all organization levels. Respected by all levels for integrity, work ethic and combination of “technical” and “people” skills. Demonstrated ability to build effective and efficient teams.

### Professional Experience

#### **Financial Consultant - Self Employed**

Feb. 2015 - Present

#### **Genelux Corporation – San Diego, CA Chief Financial Officer**

Feb. 2014 – Feb. 2015

Private biotech with 40 employees working in the field of oncolytic immunotherapy. Responsible for all aspects of finance and accounting and managing external relationships. Coordinated and conducted initial Genelux meetings with investment bankers, analysts and institutional investors.

#### **Accomplishments –**

- Organized and conducted east coast trips with investment bankers, analysts and crossover investors
- Created initial S-1 draft
- Prepared corporate presentation for use with institutional investors
- Led and oversaw the organization of corporate due diligence materials
- Oversaw the completion of the 2012 audit, preparation of 2013 financial statements and 2013 audit
- Led executive team in the preparation of corporate objectives and budgets. Developed expense reduction plan with CEO
- Evaluated reverse merger opportunities

#### **Adjunct Faculty of Accounting, Masters Program, University of San Diego**

2012 - 2014, 2016

#### **Optimer Pharmaceuticals, Inc. – San Diego, CA CFO, Sr. Vice President Finance, Corporate Secretary**

2006 - 2012

Private biotech with 30 employees focused on anti-infective development. Led Optimer’s IPO and conducted five subsequent financings raising a total of \$260 million. Assisted in leading the company from clinical development to product approval and commercialization growing to 270 employees. Market capitalization increased from \$90 million pre-IPO to \$650 million.

#### **Financings -**

- Raised \$74 million off an existing shelf in a wall cross deal with Jefferies & Company in February 2011.
- Planned and maintained shelf filing to provide flexibility for financing needs.
- Raised \$54 million in a March 2010 bought deal with Jefferies saving 1/3 of the banking fee for investors we brought to the transaction.
- Raised \$33 million in March 2009 in a Registered Direct financing without the use of an investment bank saving the Company \$2 million in banking fees.
- Raised \$15 million at our market price in a Registered Direct financing in July 2008.

- Raised \$36 million in a PIPE transaction with Piper Jaffray in October 2007
- Led IPO raising \$49 million. Established the IPO banking team, coordinated with auditors, attorneys, printers, D&O carriers and Transfer Agent. Prepared and coordinated the first draft of the S-1.

#### **Investor and Public Relations –**

- Updated corporate message for significant events including clinical trial results, FDA Advisory Committee meeting, FDA DIFICID approval and product launch.
- One of three Company spokespersons who participated in and presented the Company at approximately 15 bank sponsored investor conferences each year. Participated in a significant number of investor, analyst and banker meetings each year. In 2010 seamlessly introduced a new CEO to our investor base.
- Conducted non-deal roadshows, organized analyst and investor days, implemented and conducted quarterly webcast calls upon commercialization of DIFICID and issued over 30 press releases annually.
- Increased our analysts coverage to 11 analysts from the 4 analysts we had at the IPO.

#### **Collaborations and Business Development –**

- Worked with team to negotiate the \$225 million Astellas Collaboration and License Agreement including the Manufacturing and Supply Agreement.
- Supported DIFICID negotiations for the Cubist U.S. co-promotion agreement achieving a synergistic agreement and a timely announcement following the DIFICID FDA Advisory Committee meeting.
- Provided support to the Operations Team in completing the Biocon Supply Agreement, our API supplier.
- Worked with team to properly structure and complete the spin-off of OBI, a Taiwan subsidiary.
- Worked with attorneys to execute the DIFICID buyback agreement with Par Pharmaceutical regaining Optimer the North American rights to the compound.

#### **Treasury Management –**

- Set-up Foreign Exchange Window Contract for €50 million receivable. Responded to significant board questions on mechanics prior to implementation. Contract resulted in a \$4 million savings.
- Worked with investment managers to properly position portfolio in '07-'09 financial environment.

#### **Strategic Planning, Financial Reporting, SEC Compliance and Internal Controls –**

- Oversaw the Planning Process which included strategic initiatives and corporate objectives connected to a 5-year financial plan. Presented the Plan to the Board annually.
- Oversaw all areas of the financial regulatory compliance such as the filing of Form 4's, 10-Q's, 10-K's, Proxy statement, 8-K's, S-3's and S-8's.
- Upon IPO was responsible for educating and maintaining awareness of insider trading rules, public disclosure requirements and declaring black-out periods.
- Related to DIFICID commercialization, active participant in various committees including Compliance, Pricing and Gross-to-Net.

#### **Maxim Pharmaceuticals, Inc. – La Jolla, CA**

2000 - 2006

**CFO, VP Finance and Corporate Secretary (2004 – 2006), Treasurer (2002 – 2004), Senior Director, Finance and Corporate Controller (2000 – 2002)**

Member of executive team for this 40-140 employee global oncology and liver disease biotechnology company, responsible for leading the Finance and Accounting function including managing all external relationships with bankers, auditors, regulators, legal counsel, insurance brokers and investment bankers. During tenure as CFO also managed Human Resources and Information Technology and played a key role in all legal matters. Part of management team that established overall strategic direction of the Company. Developed the Finance department into a high performance team focused on company needs with a service orientation.

#### **Strategic Planning –**

- Led the annual strategic planning process and actively participated in board of director meetings to evaluate direction of the company.
- Leader of the Global Development Team, a planning team focused on execution of corporate objectives.
- Supported the organization with all rebudgeting and forecasting requirements resulting in timely decisions such as the 50% reduction in force in 2004.

- Instrumental in re-focusing the company in 2001 and 2002 after FDA non-approval of first product by conducting a planning/budgeting process linking resources with strategic initiatives and corporate objectives.

**Mergers and Acquisition –**

- Participant on M&A team to select investment bankers and identify potential merger candidates.
- Met with management teams of potential candidates to discuss synergies of transaction.
- Reviewed valuations of merger candidates with investment bankers.

**Financial Reporting, SEC Compliance and Internal Controls –**

- Responsible for all aspects of financial reporting. Prepared 10-K's, 10-Q's, Proxy and all other SEC filings. Handled all aspects of stock option accounting and reporting.
- Formalized policies including areas such as Code of Conduct, Insider Trading, Related Party Transactions, Whistleblower Policy and Procurement. Formed and led the Disclosure Committee.
- Worked with attorneys to prepare all filings related to a \$25 million PIPE financing.

**Investor and Public Relations –**

- Met with investors/analysts and attended investor conferences. Maintained contact with public relations firm in U.S. and in Europe.

**Gen-Probe Incorporated – San Diego, CA  
Senior Director, Finance and Corporate Controller**

1997 - 2000

Member of key management team at world leading nucleic acid probe-based diagnostics company with 500 employees and \$110 million in revenue. Oversaw all aspects of financial reporting, internal controls, treasury function and represented finance and accounting on cross-functional teams and projects. Managed a team of 25 including General Accounting, A/P, A/R, Tax and Budgeting.

- Responsible for all aspects of financial reporting, budgeting, forecasting, and cash flow planning.
- Managed financial aspects of collaborations with Chiron BioMerieux, Bayer, KMC, RELA, American Blood Centers and American Red Cross.
- Oversaw the implementation of various software tools including Helmsman for budgeting, GetPaid for accounts receivable and a Purchase Card program with the procurement team.
- Assisted CFO with obtaining a \$15 million line of credit. Negotiated covenants and waivers on \$14 million of debt.
- Participated on the “Triple S” team based in Tokyo for purposes of consolidating the diagnostics business of Chugai Pharmaceuticals, Gen-Probe's parent company.
- Finance member of the team that evaluated alternative suppliers for the TIGRIS automated reagent processing system including negotiating instrument costs.

**I-Bus, Division of Maxwell Laboratories – San Diego, CA  
Vice President, Finance and Administration (1996 – 1997)  
Division Controller (1991 – 1996)**

1991 - 1997

Member of executive team participating in all aspects of strategic planning and direction of company operations for this \$40 million custom computer original equipment manufacturer. Responsibilities included management of Information Systems, Human Resources, Administration, and Facilities.

- Managed all accounting functions including cost accounting, annual budget and forecasting.
- Assisted in developing a metric system to evaluate operations and potential downstream ramifications.
- Implemented improved control systems within accounting department, streamlined work flow realizing efficiencies and maintaining same staff size while company revenues increased 200%.
- Designed and implemented cost accounting system and cycle count program.
- Participated in MRP system implementation and on-going MRP improvement projects.

**Ernst & Whinney/Ernst & Young – San Diego, CA**

1984 - 1991

**Audit Manager** (1988 – 1991) , **Audit Senior** (1986 – 1988), **Staff Auditor** (1984 – 1986)

Planned, managed and performed financial statement audits in various businesses including government and general contractors, manufacturers, distributors and retailers and non-profits. Significant experience with companies reporting to the SEC. Evaluated complex accounting and related operation issues.

### **Certification**

Certified Public Accountant – 1986 to Present  
Member of American Institute of Certified Public Accountants

### **Education**

<b>M.S. Business Administration (emphasis in Management)</b> San Diego State University	1995
<b>B.B.A. Accounting, Magna Cum Laude</b> University of San Diego	1984