

MATT JOHNSON

MATT@WMJVENTURES.COM • (415) 948-6067 • [LINKEDIN.COM/IN/WMJVENTURES](https://www.linkedin.com/in/wmjventures)

Executive Leader Bringing Healthcare Innovations to Life

Fundraising – \$30M equity financing for oncology spin-out. \$40M for private investment vehicle. Prepared S-1/S-4 process overseeing financial, business, legal, and investor relations activities.

Corporate Development – Matched key objectives with integrated startup systems and global processes. Recruited Board of Directors and Scientific Advisory Boards. Managed business development activities. Levered institutional networks to drive investor relations and industry contacts to further scientific vision.

Leadership – Aligned executives and messaging across business groups. Hired C-level executives and division heads to achieve corporate goals. Managed direct reports in Finance and Engineering. Led R&D of next-generation medical device and oversaw Investigational New Drug (IND) filing activities.

Strategic Planning – Defined founding translational plan for immuno-oncology drug:device combination product. Created board materials for regular meetings and prepped CEO on key messaging. Liaised preclinical and clinical teams with counsel to build broad IP portfolio.

Partnerships – Established financing structures and alliances including a Sponsored Research Agreement (SRA) with Stanford University, a first-in-US CRO relationship for a novel device, and crucial supply agreements to enable a Phase 1 oncology trial.

Project Management – Managed and prioritized startup team projects with oversight of legal, Intellectual Property (IP), finance, engineering, IT, preclinical and clinical, and investor relations teams.

Finance Transformation – Developed organization-wide forecasts and budgets. Oversaw finance team implementing technologies to improve efficiency and transparency.

Portfolio Structure and Investment Management – Managed an all-cap, biotechnology portfolio within a publicly traded mutual fund (12 years) and co-managed a concentrated, incentive fee structured small/microcap biotechnology and medical device focused fund (10 years).

EXPERIENCE

EOS ONCOLOGY, INC. Dallas, TX (via Denver, CO)

A private drug development accelerator dedicated to advancing innovative oncology assets through strategic partnerships and streamlined clinical processes

Chief Operating Officer, Co-Founder

Dec 2024-Present

Transaction Execution

- Co-Founded and launched the company
- Initiate due diligence, negotiate, and acquire oncology assets

Operational Initiatives

- Manage financial strategy, day-to-day finances, pro-forma modeling, cap table, and market opportunity assessments
- Established U.S. headquarters, built core IT infrastructure, and engineered back-office operations on a lean budget
- Initiated Finance, HR, IR, Legal, Marketing, and Business Development departments

Leadership and Management

- Identify, recruit, and evaluate merits of potential key hires, and strategic partners

- Maintain and enhance relationships with co-founders, employees, scientific advisory committee, board of directors, investors, and development partners
- Cultivate business development relationships with potential pharma partners

BEYOND CANCER, LTD. Atlanta, GA (via Denver, CO)

A private biotechnology company dedicated to treating solid tumors with ultra-high concentration nitric oxide

Head of Corporate Development and Strategy

2021-2024

Transaction Execution

- Raised \$30M mezzanine financing; prepared for \$40M S-4 reverse merger
- Negotiated Sponsored Research Agreement (SRA) with Stanford University, contracts with Clinical Research Organizations (CROs), critical drug supply and quality agreements, and vendor contracts
- Identified and maintained active list of healthcare focused investors, analysts, and bankers

Operational Initiatives

- Built global team of 25 FTEs and 22 contractors; Integrated business, legal, finance, marketing, and R&D departments; established U.S. Headquarters
- Identified, negotiated, and maintained a network of preclinical and clinical sites
- Harmonized Intellectual Property portfolio
- Integral member of team developing regulatory documents for Israeli Ministry of Health (IMOH) first in human clinical trial and a US research-IND filing

Leadership and Management

- Identified, recruited, and evaluated merits of potential key hires, and strategic partners
- Maintained and enhanced relationships with our scientific founders, employees, scientific advisory committee, board of directors, investors, and development partners
- Cultivated business development relationships with potential large pharma/device partners
- Managed device development with internal and external engineering teams

BAILARD, INC. Foster City & San Francisco, CA

Independent, values-driven wealth and investment management firm based in the Bay Area

Senior Vice President, Healthcare Investments

2021

Vice President, Healthcare Investments

2007-2021

Healthcare Research Analyst

2006-2007

- Co-managed a long-only, concentrated biotechnology Fund that utilized rigorous, bottom-up analyses of individual medical technologies
- Co-managed the Nationwide Bailard Technology and Science Fund (NWHQX), solely responsible for a fundamentally driven all-cap healthcare strategy within the Fund

Research Analyst/Trader/Inv. Associate

2001-2006

CONSECO, INC. Carmel, IN

New Business Analyst

2000

EDUCATION

DEPAUW UNIVERSITY, Greencastle, IN

B.A., Biology

May 2000

PROFESSIONAL AWARDS

Three-time peer-nominated Bailard Oasis Award winner for extraordinary achievements

PUBLISHED MANUSCRIPT

Confino, H., Dirbas, F., Goldshtein, M., Yarkoni, S., Kalaora, R., Hatan, M., Puyesky, S., Levi, Y., Malka, L., **Johnson, M.**, Chaisson, S., Monson, J., Avniel, A., Lisi, S., Greenberg, D., Wolf, I. Gaseous nitric oxide tumor ablation induces an anti-tumor abscopal effect. *Cancer Cell Int* **22**, 405 (2022). <https://doi.org/10.1186/s12935-022-02828-z>.

ABSTRACT PUBLICATIONS/POSTER PRESENTATIONS

POSTER PRESENTER: Sela, Y., Goldshtein, M., Monson, J., Confino, H., **Johnson, M.**, Chaisson, S., Avniel, A., Pegram, M. Ultra-high concentration nitric oxide (UNO) enhances anti-CTLA-4 treatment activity and induces a durable anti-tumor immune response. Abstract/Poster Presentation. AACR-NCI-EORTC International Conference on Molecular Targets and Cancer Therapeutics Annual Meeting, October 11-19, 2023, Boston, MA.

POSTER PRESENTER: Epshtein, Y., Choy, G., Monson, J., Confino, H., **Johnson, M.**, Chaisson, S., Dirbas, F. Intratumoral administration of ultra-high concentration nitric oxide (UNO) and anti PD-1 treatment leads to high tumor regression rates and prolonged survival in tumor-bearing mice. Abstract/Poster Presentation. AACR-NCI-EORTC International Conference on Molecular Targets and Cancer Therapeutics Annual Meeting, October 11-19, 2023, Boston, MA.

Confino, H., Goldshtein, M., Chaisson, S., Monson, J., **Johnson, M.**, Avniel, A., Lisi, S., Confino, H. Short-term exposure of cancer cells to ultra-high concentration nitric oxide induces PDL-1 upregulation. Abstract/Poster Presentation. AACR Annual Meeting, April 14-19, 2023, Orlando, FL.

Epshtein, Y., Goldshtein, M., Chaisson, S., Monson, J., **Johnson, M.**, Avniel, A., Lisi, S., Confino, H. Intratumoral administration of ultra-high concentration nitric oxide (UNO) is more efficacious than anti-PD1 therapy in 4T1 tumor-bearing mice. Abstract/Poster Presentation. AACR Annual Meeting, April 14-19, 2023, Orlando, FL.

INTERESTS

- Medical technologies, financial markets, business culture, school volunteering
- Avid skier, aced #13 Cochise - Desert Mountain, Tibetan terriers, March Madness, world travel