

Paul Chipperton, BSc, MBA

E: pchipperton@hotmail.com

T: ++1 647 291 8545

Profile

Multi-award-winning serial technology entrepreneur, leader, financier, and company-builder spanning >25 years in the Life Sciences and ICT sectors.

As previous co-founder & CEO of Profound Medical, raised \$10.3M, largest Series-A VC MedTech investment between 2008-2011. Company went public on TSXV in 2015.

Experience-Commercial

Genesys Capital Partners Entrepreneur-in-Residence

May 2015 — Present

- Evaluating numerous biotech-related business plans and synthesizing investment theses for Canada's most successful early-stage venture capital Life Sciences investment firm

EiGR Consulting & Advisory Managing Director

Jan 2012 — Present

- CanFocus Technologies Inc. –interim-CEO & Co-founder
- HTX Inc. –“Harmony” Market Access consulting project
- Ontario Centres of Excellence (OCE) – “SmartStart” commercialization program reviewer
- Adjuvant Therapeutics Inc. –Private oncology medical device firm, Business plan mandate
- Atlantic Canada Opportunities Agency (ACOA)/AIF -independent investment advisor
- Vascularix Inc. –Private cardiovascular medical device firm, Strategy & Finance mandate
- Intronix Inc. –Independent, Board of Directors

PROFOUND MEDICAL Inc. (TSXV: prn) CEO, Co-founder & Board of Directors

June 2008 — May 2012

- Founded, then hired and managed entrepreneurial company of 20 personnel
- Sourced and recruited eminent Board of Director (BOD) and Clinical Advisory Board (CAB) personnel from Cleveland Clinic, Harvard/MGH, and University of Vienna
- Individually managed Investor Relations and secured >\$16M of cash over 3.5 years
- Designed company, clinical and regulatory strategy for FDA Class III, PMA-path device
- Executed all BD work, including securing SiemensAG as strategic clinical trial partner

- Negotiated Research & Development agreements with plethora of internationally recognized clinical cancer treatment entities, including UWO (Canada), DKFZ (Germany), Cleveland Clinic Foundation-CCF (USA)
- Built brand and corporate presence to national industry- and peer-reviewed award wins

Matregen Corp

October 2004 — March 2008

VP-Business Development

- Led all Corporate Development and Investor Relations activities, including presentation, negotiation, and closure of C\$ 1M venture capital investment round
- Led selection, due diligence, valuation and negotiation of key therapeutic in-licensing and partnership opportunities, including final multi-faceted term sheet with Amylin Inc.

NorthStar Technology Consulting

June 2002 — September 2004

Co-founder & Managing Director

- CGI Inc.- Consultant to Life Science Service Centre (LS2C) on strategic development. Recommended merger with CGI's pharmaceutical MRP business unit. Merger was successfully executed
- DNA Genotek Inc.- Co-authored Business Plan and valuation for 1st round-funding of novel DNA collection and purification technology. Presenter to Angel investor community

CRi Inc.

October 2000 — January 2002

Business Development Manager

- Conducted all aspects of Strategic and tactical business development of novel uHTS Fluorescence Drug Discovery Screening platform-Affinity from "breadboard" through to pre-production systems
- Lead role in valuing, negotiating, and securing US\$ 2.25M global Sales, Marketing and Distribution channel partner (Beckman-Coulter) for Affinity™

Education

- **McGill University-MBA**, Concentrations in Strategy & Marketing 2002 — 2004
- **Northumbria University-BSc**, Applied Chemistry 1989 — 1993

Awards

- 2010 Ontario Premier's Catalyst Award for "Start-up Company with Best Innovation." \$200,000 prize
- 2009 OCRI "Top 10 Canadian Life Science Companies"

Experience-Academic Lecturing

Queen's University (part-time)

Mar 2012 — Present

Adjunct Lecturer, Queen's School of Business, MBA, Accelerated-MBA, BCOM

- Author and instructor of course MBUS806 "*Strategic Innovation & Entrepreneurship*"
- Author and instructor of course MBUS806 "*New Venture Management*"
- Author and instructor of course COMM131 "*Introduction to Marketing*"
- Author and instructor of course COMM231/621 "*Fundamentals of Marketing*"
- Senate appointee to Scholarships & Student Aid Committee

Ryerson University (part-time)

Sept 2014 — Present

Ted Rogers School of Management & Faculty of Engineering & Science

- Author and instructor of course MT8809, "*Venture Planning & Finance*"
- Norman Esch Engineering Innovation & Entrepreneurship Awards Committee Appointee

McMaster University (part-time)

Mar 2014 — Present

Adjunct Lecturer, School of Continuing Education

- Author and instructor of course "*Introduction to Marketing*"