

## LARRY G. STAMBAUGH

**Current Status:**      **Principal**                      **Apercu Consulting**  
                                 **Chairman of Board**              **Ridge Diagnostics**  
                                 **Director**                              **EcoDog, Inc.**  
                                 **Director, Exec Comm.**              **BioCom**  
                                 **Director, Exec. Comm.**              **Corporate Directors Forum**

### **Professional Experience:**

**Principal**                      **Apercu Consulting**                      San Diego, California

Serves as an advisor to several private and public boards and CEOs, concentrating on strategic business direction, turnarounds and board governance. Currently working with clean tech and life science teams to help them raise capital, reach their highest levels of achievement, uncover sensitive issues and generate superior options for action. Using 30+ years of successful problem solving and leadership to bring clarity and help focus teams on facing and conquering the tough challenges, including appropriately defining themselves, gaining financing, and driving products to the market.

**CEO and Pres. Calando Pharma. & Insert Therapeutics** Pasadena, California

During a 90-day period, merged and reorganized two biotechnology companies owned by Arrowhead Research Corporation, a public holding company. Negotiated the merger of Calando and Insert including simplifying the complex capital structures to a simple common stock entity and achieved a 98% shareholder vote acceptance. Redesigned existing clinical programs to achieve meaningful data and results. Downsized the company and merged entities into one facility, saving substantial expense. Initiated or advanced a dozen corporate collaborative discussions, including discussions with the two top pharmaceutical companies in the RNAi science field.

**Chairman & CEO**                      **Maxim Pharmaceuticals, Inc.**                      San Diego, California

Reorganized medical diagnostics company into global development-stage pharmaceutical company; acquired platform cancer, infectious disease, vaccine and topical disorder technologies; raised private capital; advanced company into pivotal clinical trials, and took company public in 1996. Raised over \$350 million

in private and public capital, and grew company market capitalization from \$15 million to \$1.5 billion within seven years. Additionally listed company on European stock exchange. Established strategic corporate partners on the company's core technology, including professional presentation of complex science and negotiation of terms with Fortune 100 pharmaceutical companies. Identified and completed a strategic transaction to merge Maxim with a New Jersey biotech company. A drug for AML, the most common adult leukemia, that was developed at Maxim was approved in Europe following the merger.

**Chairman & CEO**

**ABC Laboratories, Inc.**

Columbia, Missouri

Responsible for the overhaul, leadership and planning for a \$21 million international environmental research services and instrument manufacturing company. Empowered associates, doubled sales from \$9.7 million to \$21 million, achieved record earnings, and returned over 20% on beginning equity. Instituted intensive training program to develop management skills, communication abilities, integration of new associates into Company, and focus on quality concepts. Directed company's offshore expansion, resulting in over 25% of sales from Europe and Pacific Rim. Instituted new marketing programs for Fortune 500 clients and catapulted company in 9 months to world leadership in new market.

**EVP, CFO & Treasurer**

**CNB Financial Corporation**

Kansas City, Kansas

Initiated off-site board-management retreat that led to strategic transition to a multi-bank holding company. Accountable for financial activities, mergers and acquisitions, and administration of subsidiary banks at public multi-bank holding company. Increased consolidated earnings from \$48,000 to consistently over \$3 million, while successfully defending company against a hostile takeover attempt. Headed the Company's acquisition program and administered the integration of banks into the consolidated group. Served as director at subsidiaries, guided board development and succession, and administered policy issues.

**EVP, Director, Treas.  
Manager**

**Automotive Investment Development, Inc.  
KPMG Peat Marwick**

Olathe, Kansas  
Kansas City, Missouri

**Education**

Washburn University (B.B.A.) Topeka, Kansas, May, 1969  
Certified Public Accountant

**Professional Summary**

Tough minded executive known for visionary leadership, achieving superior financial results, and building shareholder value in high growth and under-performing businesses. Globally experienced, with track record and expertise in commercializing new technologies and products and in delivering

quality services. Highly successful in raising capital, including more than \$400 million in private, IPO and Secondaries in U.S. and Europe, and other creative funding vehicles. Marketing oriented, with demonstrated ability to create sustainable competitive advantage, develop strategic alliances and key account relationships, and build distribution channels. Team builder, skilled at initiating new strategic direction, empowering associates, and establishing a quality service ethic. Prefers challenges requiring significant intellectual effort to integrate and manage complex, diverse technical and commercial issues, and solve difficult problems. Seasoned board member recognized in corporate governance as "Director of the Year" in 2002, 2006 and in 2007. Also, honored and awarded the 2008 distinguished "James McGraw Award" for extraordinary service and contribution to the life sciences industry.

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