

**G. AMBRA**  
Associates, Inc.

**BIWEEKLY SEARCH REPORT EXAMPLE**  
**5/24/13**

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**ABC PHARMACEUTICALS, INC.**

**Vice President and Chief Financial Officer**

**SEARCH FOUNDATION**

Following the approval of the Position Specification, I have instituted the following network and search process, which includes:

Through research, 143 individuals have been selected to form the basis of the initial networking and sourcing phase of the search. These individuals consist of finance executives involved in the pharmaceutical and biotechnology industries. Some venture capitalists and consultants that I felt had a reasonable probability of knowing potential candidates and/or network sources may be added.

Out of all the individuals selected to form the basis of the networking and sourcing phase of the search, the process thus far, has eliminated 33 candidates while uncovering 19 individuals who potentially are qualified and/or have expressed a sincere interest in the position. These individuals are in the qualification stages with preliminary screening and interviews being scheduled and conducted. Networking is a continuous process throughout the entire search, and many additional candidates will be uncovered throughout the selection and screening process.

**MARKET FEEDBACK**

Initial comments on the Company's technology and products have been favorable. There is no negative feedback at this point.

**CANDIDATES CURRENTLY IN THE PROCESS**

See attached list

**ELIMINATED CANDIDATES**

See attached list

# G. AMBRA Associates, Inc.

## CANDIDATES IN THE PROCESS

Contact: Glenn P. Ambra  
Wk Phone: 858-451-0600

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Time: 8:15 AM

### HIGHLY CONFIDENTIAL

| <u>CONTACT</u>                                    | <u>TITLE</u>            | <u>COMPANY</u>   |
|---|-------------------------|------------------|
| NUMBER OF CONTACTS 10                             |                         |                  |
| <b>Mr. Michael Henderson</b><br>INTERVIEW SET     | V.P. Finance            | ABC VENTURES     |
| <b>Mr. Ted Green</b><br>SET INTERVIEW             | V.P. & C.F.O.           | XCELL PHARMA     |
| <b>Mr. Robert M. Gary</b><br>INTERVIEW COMPLETED  | S.V.P. Finance          | APC PHARMA, INC. |
| <b>Ms. Carol Greer</b><br>PREPARING RESUME        | Chief Financial Officer | BETAGEN, INC.    |
| <b>Mr. Steven Roberts</b><br>QUALIFY FURTHER      | V.P. Finance            | DAKOMATION INC.  |
| <b>Mr. Gary Michaels</b><br>REVIEWING INFORMATION | E.V.P. Finance          | XYZ CORPORATION  |
| <b>Ms. Elizabeth Marks</b><br>INTERVIEW COMPLETED | V.P. & C.F.O.           | EBRIPHARMA INC.  |
| <b>Mr. Robert R. Masters</b><br>QUALIFY FURTHER   | V.P. & Controller       | GENESEE PHARMA   |
| <b>Mr. Jeffrey Collins</b><br>SENDING RESUME      | S.V.P. Finance          | ATLANTIC PHARMA  |
| <b>Mr. William Knudson</b><br>SET INTERVIEW       | Chief Financial Officer | GTC PHARMA       |

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## ELIMINATED CANDIDATES

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| <u>CONTACT</u>  | <u>TITLE</u>            | <u>COMPANY</u>     |
|---|-------------------------|--------------------|
| <b>NUMBER OF CONTACTS</b> 33                                      |                         |                    |
| <b>Mr. Gary Gerard</b><br>RECENTLY JOINED                         | C.F.O.                  | ABC BIOTECH        |
| <b>Mr. James Smith</b><br>OVER QUALIFIED FOR POSITION             | E.V.P. & C.F.O.         | BIOTECH SCIENCES   |
| <b>Mr. William Battles</b><br>EXPERIENCES FALL SHORT              | Chief Financial Officer | BTA BIOTECH        |
| <b>Mr. Robert Cook</b><br>SATISFIED AND NOT LOOKING               | V.P. & CFO              | DIGETECH, INC.     |
| <b>Ms. Joan Conway</b><br>NOT THE IDEAL BACKGROUND FIT            | V.P. Finance            | BIOARRAY, INC.     |
| <b>Mr. Richard Fries</b><br>IN PROCESS OF ACCEPTING ANOTHER OFFER | V.P. & C.F.O.           | EPARCH BIOTECH     |
| <b>Mr. Daniel Hopper</b><br>FAMILY PROHIBITS RELOCATION           | S.V.P. Finance          | ONCOLOGY MED, INC. |
| <b>Ms. Sarah Crenshaw</b><br>QUALIFICATIONS FALL SHORT            | Chief Financial Officer | XYZ BIOSCIENCES    |
| <b>Mr. Harold Tinsley</b><br>TIMING NOT RIGHT FOR A MOVE          | V.P. & C.F.O.           | TT BIOSCIENCES     |
| <b>Mr. Edward Robbins</b><br>RECENTLY JOINED AND NOT LOOKING      | V.P. Finance            | KRCH BIOPHARMA     |