

Ray Johnson



Ray is passionate about helping companies maximize value and achieve successful exits. With over 29 years of experience in building, buying, and selling businesses, he has developed effective *Transaction Success Strategies* for raising capital, licensing assets, and selling companies.

Experience

Johnson Biomedical Capital

President / Founder

2011-Present

Ray is the President of Johnson Biomedical Capital. JBC provides business brokerage, M&A, product licensing, and fundraising services for companies in a range of industries. Since 2011, JBC has successfully completed over \$40M in transactions for its clients.

SafeWire, LLC

Managing Director

2014-2016

Ray supported the development and growth of SafeWire since 2010 as the Managing Director, CFO, board member, and one of its largest investors. He raised over \$11M in debt and equity capital for SafeWire, and led the sale of the company to Stryker Corporation in 2016 for a total value of \$9.5M.

Cytonics Corporation

President

2008-2014

Cytonics is a biotech R&D company that has discovered the cure for osteoarthritis. Ray raised over \$18M in equity, debt, and grants for the company, including a \$9M license and investment from Johnson & Johnson. Cytonics has one FDA-approved product in the market and two biologic pharmaceutical products currently in clinical trials.

Atlas Spine, Inc.

President

2005-2008

Atlas Spine is a spine implant manufacturing company. Ray raised over \$5M in structured debt and equity financing while recruiting 23 senior employees and leading the efforts for FDA clearance of 11 implantable devices.

Doyen Medipharm, Inc.

President, Founder

1993-2005

Doyen Group, Plc.

Vice Chairman, Co-Founder

1994-2005

Doyen is a global supplier of machinery and contract manufacturing services to the pharmaceutical and medical device industries. Ray successfully managed its growth to over 200 employees in the U.S., the U.K., and Malaysia, and sold the company in 2004 for a total value of \$10M.

Laetus Germany

Chief Operating Officer

1991-1993

Laetus USA

President

1988-1991

Laetus is a leading manufacturer of control systems for the pharmaceutical and medical device industries. As President of Laetus USA, Ray was responsible for all North and South American operations. He was promoted in 1991 to manage operations at the headquarters in Germany.

Education



University of Michigan

Bachelor of Science, Electrical Engineering



Harvard Business School

Masters of Business Administration



University of Florida

Doctorate in Business, 2019

Appointments

Aravaipa Venture Fund

(2016 - present): Investment Committee Member
Advise venture fund on investment decisions in clean tech, green tech, and efficiency tech sectors.

Jupiter Economic Development Fund

(2008-2013): Chairman, Advisory Board
Led multi-million-dollar fund to incubate and develop biotech businesses in Palm Beach County.

Early Stage Biotech Coalition

(2010 to 2015): Founder
Lobbied for funding and support of early stage companies from local and state governments.

Active management board memberships:

Safewire

Scarology

Prior advisory & management board memberships:

GLG Pharma

AssureImmune

First National Bank

Anchor Bank

Florida Atlantic University

Cytonics

Palm Beach State College

Omninox



(561) 714-4894



Ray@JohnsonBiomedicalCapital.com



linkedin.com/in/rayjohnson2