

Cleveland BioLabs, Inc.

Controlling Cell Death to Protect Human Life

Cleveland BioLabs (CBL or CBLI) was founded in June 2003 as a spin-off from the renowned Cleveland Clinic. Originally based in Cleveland, Ohio, CBLI went public in July 2006 and is listed on the NASDAQ market (NASDAQ: CBLI).

The company has several ground-breaking products under development including a class of products that protects people from radiation exposure (Protectans) and another (Curaxins) that provides a treatment for cancer that promotes cell death within tumor cells while not effecting healthy cells.

Roswell Park Cancer Institute successfully recruited Dr. Andrei Gudkov as its new Senior Vice President for Basic Science and Chair of the Department of Cell Stress Biology at Roswell Park. Dr. Gudkov was recruited to Buffalo from the Cleveland Clinic. Because Dr. Gudkov is the Chief Science Officer of the company, it would have been very difficult to recruit him to Roswell Park without bringing the company here as well.

The company needed a location with lab and office space that had immediate proximity to Roswell Park in order to support the close collaboration between them. Access to Pioneers of Science capital funding allowed the Buffalo Niagara Medical Campus, Inc. to purchase the former Hauptman Woodward Institute building adjacent to Roswell Park's research buildings and renovate it as an accelerator/incubator – CBL has become the anchor tenant.

The company also received assistance through incentives from Empire State Development, the Buffalo Empire Zone, and other R&D tax credits which provided important funding and resources that brought the deal together.

As a result of own relocation to Buffalo, the company brought 31 existing jobs to Buffalo, and have just hired our 50th employee. Due to our anticipated growth, we expect to add an additional 20 jobs over the next two years.

Without the initiative from Roswell Park Cancer Institute, CBLI's relocation would not have been possible. There are many facets to the collaborative efforts that are forward thinking. Future plans for CBLI include the possible development of a pharmaceutical production facility, again to hopefully be located in the medical corridor of Buffalo Niagara Medical Campus. We anticipate yet another influx of 15 jobs, mostly higher paying manufacturing

jobs. As an example, CBLI may contract with the Department of Defense (DOD) for \$37 million to be use for the development, clinical trials and production of a marketable product for the military and first responders. In addition, there may be an additional \$15 million for the manufacturing of said product. These funds would flow directly into the local economy in the way of wages, real estate and consumable purchases. Much of these future plans are contingent on Roswell Park Cancer Institute's commitment to partnering with us for clinical trials, FDA applications, ultimately leading to the continued exemplary care and expanded treatment option for patients.

Roswell Park must stay in the forefront of the medical community. Institutes of this caliber are often the last vestige of hope for a patient and their family. The ability to continue to recruit world class physicians, researchers, assists and encourage development of the entrepreneurial medical spin-offs is a necessity. However, this necessity could very well give birth to a biotech community recognized as world class.

All of this and much more is possible due to the courage and foresight of Roswell Park to invest the time, effort and energy to look to the future and see a bright star. I would strongly encourage continued support by the state of such endeavors. As we do with our children, we must applaud and reward the positive and encourage development of their assets.