

Structured Financing Solutions for the Global Healthcare Industry

About Us

Oberland Capital, a private investment firm with over \$1.2 billion in capital commitments since inception, is focused exclusively on investing in the global healthcare industry. We specialize in flexible investment structures customized to meet the specific capital requirements and strategic objectives of transaction partners. Our broad suite of financing solutions includes monetization of royalty streams, acquisition of future product revenues, creation of project-based financing structures, and investment in debt and equity securities. With a combination of deep industry

knowledge and extensive structured finance experience, the Oberland Capital team has a history of creating value for our transaction partners.

Approach

Oberland Capital targets investments globally in commercial stage or near-commercial stage biopharmaceutical, medical device and diagnostic products and companies. We focus on opportunities involving differentiated healthcare products developed or marketed by experienced management teams. Our target investment size ranges between \$20 million and \$150 million, with the ability to execute significantly larger transactions.

We partner with management teams to develop creative financing solutions that meet their specific needs. Our investments enable transaction partners to access capital to pursue a variety of objectives, including: accelerating R&D, expanding commercial infrastructure, acquiring new assets, and refinancing or supplementing existing capital sources. We excel in developing and implementing novel, non-dilutive transaction structures in situations involving significant complexity.

Royalty
Interests

Royalty-Backed
Securities

Revenue
Interests

Traditional
Debt

Project-Based
Structures

Hybrid
Structures

Royalty Interests

Oberland Capital seeks to acquire royalty interests by providing capital up-front or in a series of performance-based milestones to royalty owners such as companies, universities, research institutions, and individual inventors. Royalty owners can immediately realize value from their healthcare-related royalties through our financing solutions. Monetizing all or a portion of existing or future royalty streams provides capital for uses such as funding research, expanding facilities, and diversifying portfolios.

Team

Oberland Capital was founded in 2013 by Managing Partners Jean-Pierre Naegeli and Andrew Rubinstein, who have more than 25 years of combined experience in traditional and structured healthcare royalty investing and

over 40 years of relevant healthcare-related structuring, licensing and operating experience.

The broader investment team has over 115 years of relevant healthcare and finance experience. The team possesses significant financial and operational expertise built throughout long tenures in the healthcare industry in a diverse array of senior management, principal investing, quantitative investing, investment banking, and consulting roles. Our knowledge base spans the pharmaceutical, biotechnology, medical device, and diagnostic sectors, and numerous therapeutic categories. The team's extensive experience in the United States, Europe and other territories allows us to effectively source, diligence, structure, and execute transactions across the globe.



Jean-Pierre Naegeli
Managing Partner



Andrew Rubinstein
Managing Partner



William Clifford
Partner



Cecilia Gonzalo
Partner



Michael Bloom
Partner



Jesper Wiklund
Managing Director, Europe



David Dubinsky
Chief Financial Officer



Johnna Schifilliti
Director



CN Chen, CFA
Director



James James
Director



Sarah Siber
Vice President



Greg Certo
Associate



Chelsea McDonald
Executive Assistant

News

- Esperion and Oberland Capital Announce \$200MM Funding Agreement
- NorthStar Medical Signs \$100MM Financing with Oberland Capital
- Curis Sells Portion of Erivedge Royalties to Oberland Capital for up to \$135.7MM
- Invitae Closes \$205MM Financing with Oberland Capital

- Oberland Capital Announces Appointment of Two New Partners and Adds Four Additional Employees
- Oberland Capital Closes \$800MM Healthcare Royalty and Credit Opportunities Fund II
- Impact Biomedicines Closes \$90MM Financing with Oberland Capital to Fund Fedratinib Program Advancement
- Melinta Therapeutics Signs \$90MM Financing
- Agenus Completes \$115MM Royalty Monetization
- Oxford BioMedica Secures \$50MM Loan Facility
- AxoGen Closes \$36MM Financing
- Oberland Capital Raises \$425MM Fund

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