



**“An ATM secondary offering provides organizations the ability to develop and execute a long-term financing strategy that can encompass several financing vehicles and does not require an event to drive financing activity.”**

## Todd Wyche, Managing Director Brinson Patrick Securities Corporation

Areas of expertise/focus for discussion with journalists:

- The importance of alternative financing vehicles such as at-the-market (ATM) offerings as part of life science company CFOs' and CEOs' "financial toolboxes"
- Current trends in ATM financing activity in the life sciences, real estate and energy industries, and their positioning relative to other financing vehicles

Todd Wyche is a founder and managing director of Brinson Patrick Securities Corporation, which has focused exclusively on helping CFOs of life sciences, real estate and energy companies to raise capital in controlled and cost-effective ways since 1996. Considered a pioneer in the use of ATMs, Wyche has seen the frequency and dollar amount of this alternative financing vehicle increase to a total of 106 issuers raising \$8.25 billion in 2010 from almost none when he founded the firm.

Prior to founding Brinson Patrick Securities Corporation, Wyche was the founding principal of a predecessor firm, Brinson Patrick Capital Management, where he structured and executed over \$9 billion of equity transactions. Wyche often speaks at conferences and on panels to discuss the financing challenges that companies face today and the alternative financing vehicles that may overcome these challenges.

Wyche holds a degree in economics from Yale University.

**Brinson Patrick Securities Corporation is a boutique investment bank**

that employs a single financing tool – DOCS® (Dynamic Offering of Common Stock) at-the-market (ATM) financing facility – to raise the capital for clients as they need it.

The DOCS® ATM is a low-profile equity offering appropriate for publicly traded companies across multiple industries and market capitalizations. It has been successfully utilized by companies in the energy, life science, technology, real estate, financial services and hospitality industries with market capitalizations that range from \$50 million to over \$1 billion.

Brinson Patrick is a FINRA member broker-dealer.

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