

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934  
FOR THE QUARTERLY PERIOD ENDED JUNE 30, 2012

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the Transition Period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number 001-33650

NEOSTEM, INC.

(Exact name of registrant as specified in its charter)

DELAWARE

(State or other jurisdiction of  
incorporation or organization)

22-2343568

(I.R.S. Employer  
Identification No.)

420 LEXINGTON AVE, SUITE 450  
NEW YORK, NEW YORK

(Address of principal executive offices)

10170

(zip code)

Registrant's telephone number, including area code: 212-584-4180

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer  (Do not check if a smaller reporting company)

Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes  No

152,535,118 SHARES, \$.001 PAR VALUE, AS OF August 10, 2012

(Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date)

**NEOSTEM, INC.**  
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## PART I. FINANCIAL INFORMATION

**Item 1. Consolidated Financial Statements**  
**NEOSTEM, INC. AND SUBSIDIARIES**  
**CONSOLIDATED BALANCE SHEETS**  
**(Unaudited)**

	June 30, 2012	December 31, 2011
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash and cash equivalents	\$ 2,112,582	\$ 3,935,160
Accounts receivable trade, net of allowance for doubtful accounts of \$448,487 and \$187,600, respectively	1,256,640	1,010,475
Inventory	1,161,343	647,745
Prepays and other current assets	882,800	649,739
Assets related to discontinued operations	46,838,739	32,367,217
Total current assets	52,252,104	38,610,336
Property, plant and equipment, net	11,301,963	11,616,053
Goodwill	11,117,770	11,117,770
Intangible assets, net	14,783,433	15,086,038
Other assets	3,507,266	3,326,938
Assets related to discontinued operations	45,063,647	75,570,645
	<u>\$ 138,026,183</u>	<u>\$ 155,327,780</u>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Accounts payable	\$ 2,171,484	\$ 2,287,201
Accrued liabilities	2,108,522	1,090,176
Notes payable	154,978	148,062
Mortgages payable	3,541,306	3,635,061
Unearned revenues	1,631,480	1,121,134
Liabilities related to discontinued operations	38,407,500	28,165,010
Total current liabilities	48,015,270	36,446,644
<b>Long-term Liabilities</b>		
Deferred income taxes	3,774,655	3,774,655
Unearned revenues	156,466	169,198
Notes payable	57,057	—
Derivative liabilities	362,946	474,463
Acquisition-related contingent consideration	3,130,000	3,130,000
Other long-term liabilities	70,528	—
Liabilities related to discontinued operations	27,026,259	26,388,976
Total long-term liabilities	34,577,911	33,937,292
<b>Commitments and Contingencies</b>		
<b>Redeemable Securities</b>		
Convertible Redeemable Series E Preferred Stock; 10,582,011 shares designated, liquidation value \$1.00 per share; issued and outstanding 4,311,190 and 6,662,748 shares, at June 30, 2012 and December 31, 2011, respectively	3,574,431	4,811,326
<b>EQUITY</b>		

**Shareholders' Equity**

Preferred stock; authorized, 20,000,000 shares		
Series B convertible redeemable preferred stock		
liquidation value, 1 share of common stock, \$.01 par value;		
825,000 shares designated; issued and outstanding,		
10,000 shares at June 30, 2012 and December 31, 2011	100	100
Common stock, \$.001 par value, authorized 500,000,000 shares;		
issued and outstanding, 137,619,903 and 109,329,587 shares,		
at June 30, 2012 and December 31, 2011, respectively	137,620	109,330
Additional paid-in capital	215,184,988	200,858,638
Accumulated deficit	(173,144,555)	(143,094,854)
Accumulated other comprehensive income	4,174,332	4,152,343
Total NeoStem, Inc. shareholders' equity	46,352,485	62,025,557
<b>Noncontrolling interests</b>	5,506,086	18,106,961
Total equity	51,858,571	80,132,518
	<u>\$ 138,026,183</u>	<u>\$ 155,327,780</u>

See accompanying notes to consolidated financial statements.

**NEOSTEM, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF OPERATIONS**  
(Unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
Revenues	\$ 3,372,097	\$ 2,210,818	\$ 7,144,829	\$ 3,659,965
Cost of revenues	2,735,990	1,790,729	5,691,696	3,460,892
Gross profit	636,107	420,089	1,453,133	199,073
Research and development	2,714,587	1,591,354	4,661,792	4,116,434
Selling, general, and administrative	4,732,953	8,868,615	11,145,229	15,317,698
Operating Expenses	7,447,540	10,459,969	15,807,021	19,434,132
Operating loss	(6,811,433)	(10,039,880)	(14,353,888)	(19,235,059)
Other income (expense):				
Other income, net	24,353	555,722	111,806	279,895
Interest expense	(450,904)	(705,944)	(975,020)	(1,427,231)
	(426,551)	(150,222)	(863,214)	(1,147,336)
Loss from continuing operations before provision for income taxes and noncontrolling interests	(7,237,984)	(10,190,102)	(15,217,102)	(20,382,395)
Provision for income taxes	—	(103,720)	—	(178,770)
Net loss from continuing operations	(7,237,984)	(10,086,382)	(15,217,102)	(20,203,625)
Loss from discontinued operations - net	(26,184,931)	(451,510)	(27,412,679)	(34,024)
Net loss	(33,422,915)	(10,537,892)	(42,629,781)	(20,237,649)
Less - loss from continuing operations attributable to noncontrolling interests	(86,961)	(14,598)	(188,722)	(201,905)
Less - loss (income) from discontinued operations attributable to noncontrolling interests	(12,830,618)	82,473	(12,587,593)	743,013
Net loss attributable to NeoStem, Inc.	(20,505,336)	(10,605,767)	(29,853,466)	(20,778,757)
Preferred dividends	88,391	170,782	196,235	357,415
Net loss attributable to NeoStem, Inc. common shareholders	\$ (20,593,727)	\$ (10,776,549)	\$ (30,049,701)	\$ (21,136,172)
<b>Amounts Attributable to NeoStem, Inc. common shareholders:</b>				
Loss from continuing operations	\$ (7,151,023)	\$ (10,071,784)	\$ (15,028,380)	\$ (20,001,720)
Loss from discontinued operations - net of taxes	(13,354,313)	(533,983)	(14,825,086)	(777,037)
Preferred dividends	88,391	170,782	196,235	357,415
Net loss attributable to NeoStem, Inc. common shareholders	\$ (20,593,727)	\$ (10,776,549)	\$ (30,049,701)	\$ (21,136,172)
<b>Basic and diluted (loss) per share attributable to NeoStem, Inc. common shareholders:</b>				
Continuing operations	\$ (0.05)	\$ (0.13)	\$ (0.12)	\$ (0.26)
Discontinued operations	\$ (0.10)	\$ (0.01)	\$ (0.12)	\$ (0.01)
NeoStem, Inc. common shareholders	\$ (0.15)	\$ (0.13)	\$ (0.24)	\$ (0.27)
Weighted average common shares outstanding	134,412,025	80,567,011	123,109,487	77,117,905

See accompanying notes to consolidated financial statements.

**NEOSTEM, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE LOSS**  
**(Unaudited)**

	<u>Three Months Ended June 30,</u>		<u>Six Months Ended June 30,</u>	
	<u>2012</u>	<u>2011</u>	<u>2012</u>	<u>2011</u>
Net loss	\$ (33,422,915)	\$ (10,537,892)	\$ (42,629,781)	\$ (20,237,649)
Other comprehensive income (loss):				
Foreign currency translation elimination on discontinued operations	(169,993)	—	(169,993)	—
Foreign currency translation	35,581	(1,429,463)	367,422	88,206
Total other comprehensive (loss) income	(134,412)	(1,429,463)	197,429	88,206
Comprehensive loss	(33,557,327)	(11,967,355)	(42,432,352)	(20,149,443)
Comprehensive (loss) income attributable to noncontrolling interests	(12,900,144)	(655,226)	(12,600,875)	556,611
Comprehensive net loss attributable to NeoStem, Inc. common shareholders	<u>\$ (20,657,183)</u>	<u>\$ (11,312,129)</u>	<u>\$ (29,831,477)</u>	<u>\$ (20,706,054)</u>

See accompanying notes to consolidated financial statements.

**NEOSTEM, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF EQUITY**  
**(Unaudited)**

	Series B Convertible Preferred Stock		Common Stock		Additional Paid in Capital	Accumulated Other Comprehensive Income	Accumulated Deficit	Total NeoStem, Inc. Shareholders' Equity	Non-Controlling Interest in Subsidiary	Total Equity
	Shares	Amount	Shares	Amount						
<b>Balance at December 31, 2011</b>	10,000	\$ 100	109,329,587	\$ 109,330	\$ 200,858,638	\$ 4,152,343	\$ (143,094,854)	\$ 62,025,557	\$ 18,106,961	\$ 80,132,518
Net loss	—	—	—	—	—	—	(29,853,466)	(29,853,466)	(12,776,315)	(42,629,781)
Foreign currency translation	—	—	—	—	—	21,989	—	21,989	175,440	197,429
Share-based compensation	—	—	1,561,813	1,562	3,553,449	—	—	3,555,011	—	3,555,011
Proceeds from issuance of common stock	—	—	24,533,586	24,534	9,926,693	—	—	9,951,227	—	9,951,227
Repayment of Series E Preferred Principal and Dividends	—	—	2,194,917	2,194	846,208	—	(196,235)	652,167	—	652,167
<b>Balance at June 30, 2012</b>	10,000	\$ 100	137,619,903	\$ 137,620	\$ 215,184,988	\$ 4,174,332	\$ (173,144,555)	\$ 46,352,485	\$ 5,506,086	\$ 51,858,571

See accompanying notes to consolidated financial statements.

**NEOSTEM, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
**(Unaudited)**

	Six Months Ended June 30,	
	2012	2011
<b>Cash flows from operating activities:</b>		
Net loss	\$ (42,629,781)	\$ (20,237,649)
Loss from discontinued operations	27,412,679	34,024
Adjustments to reconcile net loss to net cash used in operating activities:		
Common stock, stock options and warrants issued as payment for compensation, services rendered and interest expense	3,555,011	6,656,953
Depreciation and amortization	774,773	922,975
Amortization of preferred stock discount and issuance cost	872,736	1,329,187
Changes in fair value of derivative liability	(111,517)	(295,356)
Write off of acquired in-process research and development	—	927,000
Contributions paid with common stock	—	607,363
Bad debt expense (recovery)	233,800	(23,395)
Deferred income taxes	—	(178,770)
Changes in operating assets and liabilities, net of the effect of acquisitions:		
Prepaid expenses and other current assets	(195,927)	187,687
Accounts receivable	(524,115)	(459,809)
Inventory	(513,598)	(810,728)
Unearned revenues	497,613	1,153,447
Other assets	(180,000)	97,248
Accounts payable, accrued expenses and other current liabilities	963,948	961,572
Net cash used in operating activities - continuing operations	(9,844,378)	(9,128,251)
Net cash provided by (used in) operating activities - discontinued operations	8,992,032	(4,137,269)
Net cash used in operating activities	(852,346)	(13,265,520)
<b>Cash flows from investing activities:</b>		
Cash received in acquisitions	—	227,942
Change in restricted cash used as collateral for notes payable	—	(500)
Acquisition of property and equipment	(176,011)	(387,908)
Net cash used in investing activities - continuing operations	(176,011)	(160,466)
Net cash used in investing activities - discontinued operations	(2,140,792)	(6,256,240)
Net cash used in investing activities	(2,316,803)	(6,416,706)
<b>Cash flows from financing activities:</b>		
Net proceeds from exercise of options	—	7,100
Net proceeds from issuance of capital stock	9,951,227	5,907,723
Repayment of mortgage loan	(93,755)	(64,366)
Proceeds from notes payable	223,433	149,766
Repayment of notes payable	(159,460)	(234,170)
Repayment of debt to related party	—	(3,000,000)
Repayment of preferred stock	(1,391,926)	—
Payment of dividend	(31,702)	—
Net cash provided by financing activities - continuing operations	8,497,817	2,766,053
Net cash provided by financing activities - discontinued operations	229,176	6,083,610



Net cash provided by financing activities	8,726,993	8,849,663
Impact of changes of foreign exchange rates	(41,506)	70,582
Net increase/(decrease) in cash and cash equivalents	5,516,338	(10,761,981)
Cash and cash equivalents at beginning of year	12,745,432	15,612,391
Cash and cash equivalents at end of period	18,261,770	4,850,410
Less cash and cash equivalents of discontinued operations at end of period	16,149,188	2,875,232
Cash and cash equivalents of continuing operations at end of period	<u>\$ 2,112,582</u>	<u>\$ 1,975,178</u>

**Supplemental Disclosure of Cash Flow Information:**

Cash paid during the period for:

Interest	\$ 1,243,700	\$ 1,333,800
Taxes	811,500	1,634,500

**Supplemental Schedule of non-cash investing activities:**

Acquisition of property and equipment	—	1,283,400
Capitalized interest	106,400	212,000

**Supplemental schedule of non-cash financing activities**

Common stock and warrants issued with the acquisition of PCT	—	17,866,200
Common stock issued pursuant to the redemption of Convertible Redeemable Series E 7% Preferred Stock	717,700	1,959,600
Common stock issued in payment of dividends for the Convertible Redeemable Series E 7% Preferred Stock	130,700	475,200
Dividend to related party reinvested as loan payable	—	11,726,000

See accompanying notes to consolidated financial statements.

**NEOSTEM, INC. AND SUBSIDIARIES****NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS****Note 1 – The Business*****Overview***

NeoStem, Inc. (“NeoStem” or the “Company”) was incorporated under the laws of the State of Delaware in September 1980 under the name Fidelity Medical Services, Inc. The Company’s corporate headquarters are located at 420 Lexington Avenue, Suite 450, New York, NY 10170. The Company’s telephone number is (212) 584-4180 and its website address is [www.neostem.com](http://www.neostem.com).

NeoStem, Inc. is a cellular therapy company. In 2011, we operated our business in three reportable segments: (i) Cell Therapy — United States; (ii) Regenerative Medicine — China; and (iii) Pharmaceutical Manufacturing — China. Effective March 31, 2012, we no longer operated in the Regenerative Medicine – China reportable segment, which is now reported in discontinued operations (see Note 13). On June 18, 2012, we also announced an agreement to sell our 51% interest in Suzhou Erye, which represented the operations in our Pharmaceutical Manufacturing - China segment, and is also reported in discontinued operations (see Note 13). As a result, the Company currently operates in a single reporting segment - Cell Therapy.

The Company is rapidly emerging as a technology and market leading company in the fast developing cell therapy market. The Company’s multifaceted business strategy combines a state-of-the-art contract development and manufacturing organization (CDMO) with a medically important cell therapy product development program enabling short-term and long-term revenue growth opportunities. The Company’s service business and pipeline of proprietary cell therapy products work in concert, giving us a competitive advantage that we believe is unique to the biotechnology and pharmaceutical industries. Supported by an experienced scientific and business management team and a dynamic patent and patent pending (IP) portfolio, we are well positioned to succeed.

***Basis of Presentation***

The accompanying unaudited Consolidated Financial Statements have been prepared in accordance with accounting principles generally accepted in the United States of America (“generally accepted accounting principles”) for interim financial information and with the instructions to Form 10-Q and Article 8 of Regulation S-X of the Securities and Exchange Commission for interim financial information. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, the accompanying Consolidated Financial Statements of the Company and its subsidiaries, which are unaudited, include all normal and recurring adjustments considered necessary to present fairly the Company’s financial position as of June 30, 2012 and the results of its operations and its cash flows for the periods presented. The unaudited consolidated financial statements herein should be read together with the historical consolidated financial statements of the Company for the years ended December 31, 2011 and 2010 included in our Annual Report on Form 10-K for the year ended December 31, 2011. Operating results for the three and six month periods ended June 30, 2012 are not necessarily indicative of the results that may be expected for the year ending December 31, 2012.

***Use of Estimates***

The preparation of financial statements in conformity with generally accepted accounting principles in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements. Estimates also affect the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

***Principles of Consolidation***

The consolidated financial statements include the accounts of NeoStem, Inc. and its wholly owned and partially owned subsidiaries and affiliates as listed below:

Entity	Percentage of Ownership	Location
NeoStem, Inc.	Parent Company	United States of America
NeoStem Therapies, Inc.	100%	United States of America
Stem Cell Technologies, Inc.	100%	United States of America
Amorcyte, LLC	100%	United States of America
CBH Acquisition LLC	100%	United States of America
China Biopharmaceuticals Holdings, Inc. (CBH)	100% owned by CBH Acquisition LLC	United States of America
Suzhou Erye Pharmaceuticals Company Ltd. (1)	51% owned by CBH	People's Republic of China
Progenitor Cell Therapy, LLC (PCT)	100%	United States of America
NeoStem Family Storage, LLC	100% owned by PCT	United States of America
Athelos Corporation	80.1% owned by PCT	United States of America
PCT Allendale, LLC	100% owned by PCT	United States of America

(1) Represents the operations of our former Pharmaceutical Manufacturing - China reporting segment, which was discontinued on June 18, 2012, and is currently reported in discontinued operations.

The Joint Venture Agreement that governs the ownership and management of Erye provides, through 2012: (i) 49% of undistributed profits (after tax) would be distributed to Suzhou Erye Economy and Trading Co Ltd. ("EET"), the owner of the remaining 49% interest in Erye and loaned back to Erye for use in connection with its construction of the new Erye facility (to be repaid gradually after construction is completed); (ii) 45% of the net profit after tax due to the Company would be provided to Erye as part of the new facility construction fund, which will be characterized as paid-in capital for our 51% interest in Erye; and (iii) only 6% of the net profit would be distributed to us directly for our operating expenses (see Note 13). On June 18, 2012, the Company signed a definitive agreement to sell its 51% interest in Erye. The definitive agreement provides that payment to us of the purchase consideration shall satisfy and discharge in full Erye's obligations with respect to any dividends which the Company might be entitled to. The closing of the transaction is subject to the satisfaction of certain conditions.

## **Note 2 – Summary of Significant Accounting Policies**

In addition to the policies below, our significant accounting policies are described in Note 2 of the Notes to Consolidated Financial Statements included in our Annual Report on Form 10-K for the year ended December 31, 2011. There were no changes during the six months ended June 30, 2012.

### ***Accounts Receivable***

Accounts receivable are carried at original invoice amount less an estimate made for doubtful accounts. The Company applies judgment in connection with establishing the allowance for doubtful accounts. Specifically, the Company analyzes the aging of accounts receivable balances, historical bad debts, customer concentration and credit-worthiness, current economic trends and changes in the Company's customer payment terms. Significant changes in customer concentrations or payment terms, deterioration of customer credit-worthiness or weakening economic trends could have a significant impact on the collectability of the receivables and the Company's operating results. If the financial condition of the Company's customers were to deteriorate, resulting in an impairment of their ability to make payments, additional allowances may be required. Management regularly reviews the aging of receivables and changes in payment trends by its customers, and records a reserve when it believes collection of amounts due are at risk.

### ***Revenue Recognition***

*Clinical Services:* The Company recognizes revenue for its cell development and manufacturing services based on the terms of individual contracts. Revenues associated with cell development services which contain multiple stages that do not have stand-alone values and are dependent upon one another are recognized as revenue on a completed contract basis. Cell services and manufacturing services which have separate and distinct arrangements, and the Company is paid for time and materials or for fixed monthly amounts is recognized as revenue when efforts are expended or contractual terms have been met.

*Clinical Services Reimbursements:* The Company separately charges the customers for the expenses associated with certain consumable resources (reimbursable expenses) that are specified in each clinical services contract. On a monthly basis, the Company bills customers for reimbursable expenses and immediately recognizes these billings as revenue, as the revenue is deemed earned as reimbursable expenses are incurred. For the three months ended June 30, 2012 and 2011, clinical services reimbursements were \$0.8 million and \$0.6 million, respectively. For the six months ended June 30, 2012 and 2011, clinical services reimbursements

were \$2.0 million and \$1.1 million, respectively.

*Processing and Storage Services:* The Company recognizes revenue related to the collection and cryopreservation of cord blood and autologous adult stem cells when the cryopreservation process is completed which is approximately twenty four hours after cells have been collected. Revenue related to advance payments of storage fees is recognized ratably over the period covered by the advance payments.

### **Note 3 – Acquisitions**

#### ***Amorcyte Acquisition***

On October 17, 2011 (the “Closing Date”), Amo Acquisition Company I, Inc. (“Subco”), a newly-formed wholly-owned subsidiary of NeoStem, merged (the “Amorcyte Merger”) with and into Amorcyte, Inc., a Delaware corporation (“Amorcyte”), in accordance with the terms of the Agreement and Plan of Merger, dated as of July 13, 2011 (the “Amorcyte Merger Agreement”), among NeoStem, Amorcyte, Subco, and Amo Acquisition Company II, LLC (“Subco II”). As a result of the consummation of the Amorcyte Merger, Amorcyte is now a wholly-owned subsidiary of NeoStem. Amorcyte is a development stage cell therapy company focusing on novel treatments for cardiovascular disease.

The fair value of assets acquired and liabilities assumed on October 17, 2011 is as follows (in thousands):

Cash	\$	92.9
Prepaid Expenses		178.2
In Process R&D		9,400.0
Goodwill		4,104.5
Accounts Payable & Accrued Liabilities		1,177.1
Deferred Tax Liability		3,774.7
Amount Due Related Party		340.4

The total cost of the acquisition has been allocated to the assets acquired and the liabilities assumed based upon their estimated fair values at the date of the acquisition. The Company completed its review of the final allocation and valuation during the second quarter of 2012 and there were no changes from our preliminary assessment.

### **Note 4 – Cash and Cash Equivalents**

Cash and cash equivalents include short-term, highly liquid, investments with maturities of ninety days or less when purchased. As of June 30, 2012 and December 31, 2011, the Company had approximately \$0.6 million and \$0.8 million, respectively, in bank deposits covered by the Federal Deposit Insurance Corporation.

### **Note 5 – Inventories**

The Company, through its PCT subsidiary, regularly enters into contracts with clients for services that have multiple stages and are dependent on one another to complete the contract and recognize revenue. The Company's inventory represents work in process for costs incurred on such projects at PCT that have not been completed. The Company reviews these projects periodically to determine that the value of each project is stated at the lower of cost or market. Inventories were \$1.2 million and \$0.6 million as of June 30, 2012 and December 31, 2011, respectively.

### **Note 6 – Loss Per Share**

Basic loss per share is based on the weighted effect of all common shares issued and outstanding, and is calculated by dividing net loss attributable to common shareholders by the weighted average shares outstanding during the period. Diluted loss per share, which is calculated by dividing net loss attributable to common shareholders by the weighted average number of common shares used in the basic loss per share calculation plus the number of common shares that would be issued assuming conversion of all potentially dilutive securities outstanding, is not presented as such potentially dilutive securities are anti-dilutive in all periods presented. For the six months ended June 30, 2012 and 2011, the Company incurred net losses and therefore no common stock equivalents were utilized in the calculation of loss per share. At June 30, 2012 and 2011, the Company excluded the following potentially dilutive securities:

	June 30,	
	2012	2011
Stock Options	21,984,596	19,086,328
Warrants	58,287,955	25,007,979
Series E Preferred Stock, Common stock equivalents	3,368,117	4,599,136
Restricted Shares	142,500	340,000

### **Note 7 – Fair Value Measurements**

Fair value of financial assets and liabilities that are being measured and reported are defined as the exchange price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants in the principal market at the measurement date (exit price). The Company is required to classify fair value measurements in one of the following categories:

Level 1 inputs are defined as quoted prices (unadjusted) in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date.

Level 2 inputs are defined as inputs other than quoted prices included within Level 1 that are observable for the assets or liabilities, either directly or indirectly.

Level 3 inputs are defined as unobservable inputs for the assets or liabilities. Financial assets and liabilities are classified based on the lowest level of input that is significant to the fair value measurement. The Company's assessment of the significance of a particular input to the fair value measurement requires judgment, and may affect the valuation of the fair value of assets and liabilities and their placement within the fair value hierarchy levels.

The Company determined the fair value of funds invested in money market investments, which are considered trading securities, to be level 1 inputs measured by quoted prices of the securities in active markets. The money market investments are included within prepaids and other current assets on the balance sheet. The Company determined the fair value of funds invested in money market funds to be level 1. The Company determined the fair value of the embedded derivative liabilities and warrant derivative liabilities to be level 3 inputs. These inputs require material subjectivity because value is derived through the use of a lattice model that values the derivatives based on probability weighted discounted cash flows. The following table sets forth by level within the fair value hierarchy the Company's financial assets and liabilities that were accounted for at fair value on a recurring basis as of June 30, 2012, and December 31, 2011 (in thousands):

	June 30, 2012		
	Fair Value Measurements Using Fair Value Hierarchy		
	Level 1	Level 2	Level 3
Money market investments	\$ 2,497.8	\$ —	\$ —
Embedded derivative liabilities	—	—	263.2
Warrant derivative liabilities	—	—	99.8
Contingent consideration	—	—	3,130.0

  

	December 31, 2011		
	Fair Value Measurements Using Fair Value Hierarchy		
	Level 1	Level 2	Level 3
Money market investments	\$ 2,497.4	\$ —	\$ —
Embedded derivative liabilities	—	—	391.7
Warrant derivative liabilities	—	—	82.7
Contingent consideration	—	—	3,130.0

Contingent consideration was recognized on October 17, 2011 in connection with the Amorcyte Merger (see Note 3). The fair value measurement of the contingent consideration obligations is determined using Level 3 inputs. The fair value of contingent

consideration obligations is based on a discounted cash flow model using a probability-weighted income approach. The measurement is based upon unobservable inputs supported by little or no market activity based on our own assumptions and experience. The value of our contingent consideration is valued using a discount rate of 30%. We base the timing to complete the development and approval of this product on the current development stage of the product and the inherent difficulties and uncertainties in developing a product candidate, such as obtaining U.S. Food and Drug Administration (FDA) and other regulatory approvals. In determining the probability of regulatory approval and commercial success, we utilize data regarding similar milestone events from several sources, including industry studies and our own experience. These fair value measurements represent Level 3 measurements as they are based on significant inputs not observable in the market. Significant judgment is employed in determining the appropriateness of these assumptions as of the acquisition date and for each subsequent period. Accordingly, changes in assumptions could have a material impact on the amount of contingent consideration expense we record in any given period. Changes in the fair value of the contingent consideration obligations are recorded in our consolidated statement of operations. There were no changes in contingent consideration fair value as of June 30, 2012.

For those financial instruments with significant Level 3 inputs, the following table summarizes the activity for the three and six months ended June 30, 2012 by type of instrument (in thousands):

	Three Months Ended		Six Months Ended	
	June 30, 2012		June 30, 2012	
	Embedded Derivatives	Warrants	Embedded Derivatives	Warrants
Beginning liability balance	\$ 315.3	\$ 71.9	\$ 391.7	\$ 82.7
Change in fair value recorded in earnings	(52.1)	27.9	(128.5)	17.1
Ending liability balance	\$ 263.2	\$ 99.8	\$ 263.2	\$ 99.8

Some of the Company's financial instruments are not measured at fair value on a recurring basis, but are recorded at amounts that approximate fair value due to their liquid or short-term nature, such as cash and cash equivalents, restricted cash, accounts receivable, accounts payable, notes payable and bank loans.

#### **Note 8 – Goodwill and Other Intangible Assets**

As of June 30, 2012 and December 31, 2011, the Company's goodwill was as follows (in thousands):

	Total
Balance as of December 31, 2011	\$ 11,117.8
Balance as of June 30, 2012	\$ 11,117.8

As of June 30, 2012 and December 31, 2011, the Company's intangible assets and related accumulated amortization consisted of the following (in thousands):

	Useful Life	June 30, 2012			December 31, 2011		
		Gross	Accumulated Amortization	Net	Gross	Accumulated Amortization	Net
Customer list	10 years	\$1,000.0	\$(145.1)	\$854.9	\$1,000.0	\$(95.1)	\$904.9
Manufacturing technology	10 years	3,900.0	(565.9)	3,334.1	3,900.0	(370.9)	3,529.1
Tradenname	10 years	800.0	(116.2)	683.8	800.0	(76.2)	723.8
In process R&D	Indefinite	9,400.0	—	9,400.0	9,400.0	—	9,400.0
VSEL patent rights	19 years	669.0	(158.4)	510.6	669.0	(140.8)	528.2
Total Intangible Assets		\$15,769.0	\$(985.6)	\$14,783.4	\$15,769.0	\$(683.0)	\$15,086.0

Total intangible amortization expense was classified in the operating expense categories for the periods included below as follows (in thousands):

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
Cost of revenue	\$ 97.5	\$ —	\$ 195.0	\$ —
Research and development	8.8	8.8	17.6	17.6
Selling, general and administrative	45.0	—	90.0	—
Total	\$ 151.3	\$ 8.8	\$ 302.6	\$ 17.6

## **Note 9 – Debt**

### **Notes Payable**

As of June 30, 2012 and December 31, 2011, the Company had notes payable of approximately \$212,000 and \$148,100, respectively. The notes relate to certain insurance policies and equipment financings, require monthly payments, and mature within one to five years.

### **Mortgages Payable**

On October 31, 2007, PCT issued a note to borrow \$3,120,000 (the “Note”) in connection with its \$3,818,500 purchase of condominium units in an existing building in Allendale, New Jersey (the “Property”) that PCT uses as a laboratory and stem cell processing facility. The Note is payable in 239 consecutive monthly payments of principal and interest, based on a 20 year amortization schedule; and one final payment of all outstanding principal plus accrued interest then due. The current monthly installment is \$20,766, which includes interest at an initial rate of 5.00%; the interest rate and monthly installments payments are subject to adjustment on October 1, 2017. On that date, upon prior written notice, the lender has the option to declare the entire outstanding principal balance, together with all outstanding interest, due and payable in full. The Note is secured by substantially all of the assets of PCT, including a first mortgage on the Property and assignment of an amount approximately equal to eighteen months debt service held in escrow. The Note matures on October 1, 2027 if not called by the lender on October 1, 2017. The note is subject to certain debt service coverage and total debt to tangible net worth financial covenant ratios measured semi-annually. PCT was not in compliance with such covenants at the measurement date of December 31, 2011 and June 30, 2012, and obtained a covenant waiver letter from the lender for all periods through December 31, 2011 and June 30, 2012. The outstanding balance was approximately \$2,652,000 at June 30, 2012 of which \$117,400 is payable within twelve months. On December 6, 2010 PCT Allendale, a wholly-owned subsidiary of PCT, entered into a note for a second mortgage in the amount of \$1 million on the Allendale Property with TD Bank, N.A. This loan is guaranteed by PCT, DomaniCell (a wholly-owned subsidiary of PCT, now known as NeoStem Family Storage, LLC), Northern New Jersey Cancer Associates (“NNJCA”) and certain partners of NNJCA and is subject to a financial covenant starting December 31, 2011. PCT was not in compliance with such covenants at the measurement date of December 31, 2011, and obtained a covenant waiver letter from the lender for all periods through December 31, 2011. The loan is for 124 months at a fixed rate of 6% for the first 64 months. The loan is callable for a certain period prior to the interest reset date. The initial four months was interest only. The outstanding balance as of June 30, 2012 is \$889,400 of which \$85,300 is payable within twelve months. Both mortgages are classified as current liabilities as of June 30, 2012.

## **Note 10 – Preferred Stock**

### **Convertible Redeemable Series E 7% Preferred Stock**

On November 19, 2010, the Company sold 10,582,011 Preferred Offering Units consisting of (i) one share (“Preferred Share”) of Series E 7% Senior Convertible Preferred Stock, par value \$0.01 per share, of the Company, (ii) a warrant to purchase 0.25 of a share of Common Stock (consisting of at issuance an aggregate of 1,322,486 warrants, adjusted to an aggregate of 1,683,267 as of June 30, 2012); and (iii) 0.0155 of a share of Common Stock (an aggregate of 164,418 shares). Each Preferred Offering Unit was priced at \$0.945 and total gross and net proceeds received by the Company were \$10,000,000 and \$8,876,700, respectively.

Dividends on the Preferred Shares accrue at a rate of 7% per annum and are payable monthly in arrears. The Company is required to redeem 1/27 of the Preferred Shares monthly. Monthly dividend and principal payments began on March 21, 2011 and continue on the 19th of each month thereafter with the final payment due on May 20, 2013. Payments can be made in cash or,

upon notification to the holders, in shares of Company common stock, provided certain conditions are satisfied or holders of Preferred Shares agree to waive the conditions for that payment period. As of June 30, 2012, the Company had issued 7,352,649 shares of Company common stock in payment of monthly dividends and principal, including required advance payments.

The Company may pre-pay the outstanding balance of the Preferred Shares in full or in part (in increments of no less than \$1,000,000) at 110% of the then outstanding balance with notice of not less than thirty days and adequate opportunity to convert. If the Company chooses to pre-pay, the outstanding balance must be paid in cash and the premium may be paid in cash or shares of Company common stock. An aggregate of \$2,500,000 of the proceeds from the Preferred Offering was placed in escrow for a maximum of 2.5 years as security for the Company's obligations relative to the Preferred Shares, and is included in other assets.

Upon issuance, the Preferred Shares were convertible at an initial conversion price of \$2.0004. The conversion price is subject to certain weighted average adjustments upon the occurrence of specific events, including stock dividends, stock splits, combinations and reclassifications of the Company's common stock and if (with certain exceptions) the Company issues or sells any additional shares of common stock or common stock equivalents at a price per share less than the conversion price then in effect, or without consideration. As of June 30, 2012, the conversion price had been adjusted to \$1.28.

The characteristics of the Series E Preferred Stock require that this instrument be treated as mezzanine equity. The Company bifurcated the fair value of the embedded conversion options and redemption options from the preferred stock since the conversion options and certain redemption options were determined to not be clearly and closely related to the Series E Preferred Stock and recorded the fair value of the embedded conversion and redemption options as long-term derivative liabilities. The Company also recorded the fair value of the warrants as a long-term derivative liability. The fair value of the preferred stock (net of issuance costs and discounts), the embedded derivatives, and warrant derivative were approximately \$3,574,400, \$263,200 and \$99,800, respectively, as of June 30, 2012. The Company will report changes in the fair value of the embedded derivatives and warrant derivative in earnings within other income (expense), net. For the three months ended June 30, 2012, the Company recorded a decrease in the fair value of the embedded derivatives of approximately \$52,100 and an increase in the warrant derivative of approximately \$27,900. For the six months ended June 30, 2012, the Company recorded a decrease in the fair value of the embedded derivatives of approximately \$128,500 and an increase in the warrant derivative of approximately \$17,000.

## **Note 11 – Shareholders' Equity**

### ***Share-based Compensation***

We utilize share-based compensation in the form of stock options, warrants and restricted stock. The following table summarizes the components of share-based compensation expense for the three and six months ended June 30, 2012 and 2011:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
Cost of goods sold	\$ 16.4	\$ 32.7	\$ 100.3	\$ 45.2
Research and development	98.9	357.5	260.2	617.6
Selling, general and administrative	971.1	4,355.4	3,194.5	5,994.2
Total share-based compensation expense	\$ 1,086.4	\$ 4,745.6	\$ 3,555.0	\$ 6,657.0

During the six months ended June 30, 2012, the Company issued 1,577,021 shares of restricted stock. The following table summarizes the activity for stock options and warrants for the six months ended June 30, 2012:



	Stock Options	Warrants
Outstanding at December 31, 2011	17,143,505	37,389,825
Changes during the Year:		
Granted	6,377,529	21,483,524
Exercised	—	—
Forfeited	(1,433,305)	—
Expired	(103,133)	(585,394)
Outstanding at June 30, 2012	21,984,596	58,287,955

Total compensation cost related to nonvested awards not yet recognized and the weighted-average periods over which the awards are expected to be recognized at June 30, 2012 were as follows (dollars in thousands):

	Stock Options	Warrants	Restricted Stock
Unrecognized compensation cost	\$ 3,049.7	\$ 66.7	\$ 33.6
Expected weighted-average period in years of compensation cost to be recognized	1.73	0.12	0.12

### Common Stock

The Company raised an aggregate of approximately \$2.25 million in a private placement consummated in February 2012 pursuant to which three entities acquired an aggregate of 3,465,404 shares of Common Stock.

In March 2012, the Company completed an underwritten offering of 15,000,000 units at a purchase price of \$0.40 per unit, with each unit consisting of one share of Common Stock and a five year warrant to purchase one share of Common Stock at an exercise price of \$0.51 per share (the “ March 2012 Offering”). The Company sold securities in the March 2012 Offering under the Company’s previously filed shelf registration statement on Form S-3 (333-173855), which was declared effective by the Securities and Exchange Commission on June 13, 2011. The Company received gross proceeds of \$6,000,000, prior to deducting underwriting discounts and offering expenses payable by the Company, for net proceeds of approximately \$5,297,000. In April 2012, the underwriters in the March 2012 Offering exercised their over-allotment option for an additional 2,000,000 units. The Company received additional gross proceeds of \$800,000, prior to deducting underwriting discounts, for net proceeds of approximately \$744,000. Additionally in April 2012, the warrants issued in connection with the offering initially exercisable beginning on September 30, 2012, were accelerated and are now exercisable immediately.

On May 11, 2012, we consummated a private placement pursuant to which three persons and/or entities acquired an aggregate of 3,250,000 Units (the “Units”), each Unit consisting of one share of common stock and one warrant for an aggregate consideration of \$1.3 million at \$0.40 per Unit. The warrants have an exercise price of \$0.51, expiring five years from the date of issuance and are exercisable at any time. The warrants have been classified as equity and will not be subject to remeasurement.

In June 2012, the Company issued an additional 818,182 Units (the “Units”), each Unit consisting of one share of common stock and one warrant for an aggregate consideration of \$350,000 at \$.40 and \$.44 per Unit. The warrants have an exercise price of \$0.51, expiring five years from the date of issuance and are exercisable at any time. The warrants have been classified as equity and will not be subject to remeasurement.

### Note 12 – Income Taxes

The Tax Reform Act of 1986 enacted a complex set of rules limiting the utilization of net operating loss carryforwards (“NOL”) to offset future taxable income following a corporate ownership change. The Company’s ability to utilize its NOL carryforwards is limited following a change in ownership in excess of fifty percentage points during any three-year period.

Since the year 2000, the Company has had several changes in ownership which has resulted in a limitation on the Company’s ability to apply net operating losses to future taxable income. As of December 31, 2011 the Company has lost \$25,994,800 or \$8,838,200 in tax benefits, of net operating losses applicable to Federal income taxes which expired due to these limitations and expiration of net operating loss carryforwards. At December 31, 2011, the Company had net operating loss carryforwards of approximately \$47,427,300 applicable to future Federal income taxes. The tax loss carryforwards are subject to annual limitations

and expire at various dates through 2030. The Company has recorded a full valuation allowance against its net deferred tax asset because it is more likely than not that such deferred tax assets will not be realized.

### **Note 13 – Discontinued Operations**

#### **Regenerative Medicine - China segment**

In 2009, the Company began its Regenerative Medicine-China business in the People’s Republic of China (“China” or “PRC”) through its subsidiary, a wholly foreign owned entity (“WFOE”) and entered into contractual arrangements with certain variable interest entities (“VIEs”). Foreign companies have commonly used VIE structures to operate in the PRC, and while such structures are not uncommon, recently they have drawn greater scrutiny from the local Chinese business community in the PRC who have urged the PRC State Council to clamp down on these structures. In addition, in December 2011, China’s Ministry of Health announced its intention to more tightly regulate stem cell clinical trials and stem cell therapeutic treatments in the PRC, which has created uncertainty regarding the ultimate regulatory environment in the PRC. Accordingly, the Company took steps to restrict, and ultimately eliminate, its regenerative medicine business in the PRC. As a result of these steps, the Company has discontinued its operations in its Regenerative Medicine-China business. The Company has determined that any liability arising from the activities of the WFOE and the VIEs will likely be limited to the net assets currently held by each entity. As of March 31, 2012, the Company recognized the following loss on exit of the Regenerative Medicine-China business (in thousands):

Cash	\$	195.1
Prepaid expenses and other current assets		14.9
Property, plant and equipment, net		1,023.7
Other Assets		330.5
Accounts payable		(177.1)
Accrued liabilities		(79.2)
Accumulated comprehensive income		(169.9)
Loss on exit of segment	\$	<u>1,138.0</u>

The operations and cash flows of the Regenerative Medicine - China business were eliminated from ongoing operations as a result of our exit decision, and the Company will not have continuing involvement in this business going forward. The operating results of the Regenerative Medicine – China business for the three and six months ended June 30, 2012 and 2011, which are included in discontinued operations, were as follows (in thousands):

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
Revenue	\$ —	\$ 98.8	\$ 52.3	\$ 148.9
Cost of revenues	—	(31.3)	(30.6)	(49.4)
Research and development	—	93.6	(103.3)	(64.5)
Selling, general, and administrative	—	(782.3)	(497.3)	(1,572.3)
Other income (expense)	—	1.4	(6.8)	(11.3)
Loss on exit of segment	—	—	(1,138.0)	—
Loss from discontinued operations	<u>\$ —</u>	<u>\$ (619.8)</u>	<u>\$ (1,723.7)</u>	<u>\$ (1,548.6)</u>

The summary of the assets and liabilities related to Regenerative Medicine-China discontinued operations as of December 31, 2011 was as follows (in thousands):

December 31, 2011

<b>Assets:</b>	
Cash and cash equivalents	\$ 103.3
Prepaid expenses and other current assets	284.4
Property, plant and equipment, net	1,256.8
Other Assets	149.0
	<u>\$ 1,793.5</u>
<b>Liabilities:</b>	
Accounts payable	\$ 177.8
Accrued liabilities	31.0
	<u>\$ 208.8</u>

### Pharmaceutical Manufacturing - China segment

On June 18, 2012, the Company announced that it had entered into a definitive agreement to sell its 51% interest in Erye (the "Equity Purchase Agreement") for approximately \$12.3 million in cash and the return to the Company of (i) 1,040,000 shares of the Company's Common Stock and (ii) the cancellation of 1,170,000 options and 640,000 Common Stock warrants. The closing of the transaction is subject to satisfaction of certain conditions. Closing of the transaction is expected to occur by the fourth quarter of 2012.

The operations and cash flows of the Pharmaceutical Manufacturing - China business will be eliminated from ongoing operations with the sale of the Company's 51% interest in Erye. The operating results of the Pharmaceutical Manufacturing - China business for the three and six months ended June 30, 2012 and 2011, including the estimated asset impairments based on the definitive agreement purchase price, were as follows (in thousands):

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
Revenue	\$ 18,934.3	\$ 16,151.2	\$ 37,218.3	\$ 34,293.0
Cost of revenues	(12,214.2)	(11,695.7)	(25,580.0)	(24,302.1)
Research and development	(852.3)	(872.7)	(1,619.7)	(1,102.8)
Selling, general, and administrative	(3,160.1)	(2,940.2)	(6,200.1)	(6,125.9)
Other income (expense)	(514.8)	(260.5)	(1,007.4)	(366.1)
Provision for income taxes	(383.2)	(213.8)	(505.5)	(881.5)
Asset impairments	(27,994.6)	—	(27,994.6)	—
(Loss) income from discontinued operations	<u>\$ (26,184.9)</u>	<u>\$ 168.3</u>	<u>\$ (25,689.0)</u>	<u>\$ 1,514.6</u>

The summary of the assets and liabilities related to Pharmaceutical Manufacturing- China discontinued operations as of June 30, 2012 and December 31, 2011, respectively, were as follows (in thousands):

	June 30, 2012	December 31, 2011
Cash and cash equivalents	\$ 16,149.2	\$ 8,707.0
Restricted cash	1,115.3	—
Accounts receivable, net	7,317.0	5,525.7
Inventory	20,445.2	16,505.7
Deferred income taxes	350.7	463.7
Prepaid expenses and other current assets	1,461.4	777.5
Property, plant and equipment, net	36,097.2	36,490.4
Land use rights, net	4,856.2	4,872.4
Goodwill	—	8,495.7
Intangible assets, net	1,352.4	21,846.4
Other assets	2,757.8	2,459.9
<b>Total assets</b>	<b>\$ 91,902.4</b>	<b>\$ 106,144.4</b>
Accounts payable	\$ 17,310.5	\$ 7,950.3
Accrued liabilities	1,887.7	1,705.8
Bank loans	14,238.0	15,712.0
Notes payable	2,230.6	—
Income tax payable	1,381.5	621.6
Deferred income taxes	5,913.7	6,177.4
Unearned revenue	1,216.9	1,315.4
Amount due related parties	21,254.9	20,862.7
<b>Total Liabilities</b>	<b>\$ 65,433.8</b>	<b>\$ 54,345.2</b>

#### Concentration of Risks

For the three and six months ended June 30, 2012, three major suppliers provided approximately 31.8% and 30.0%, respectively, of Erye's purchases of raw materials with each supplier individually accounting for approximately 11.9% and 10.8%, and 10.3% and 9.8%, and 9.6% and 9.4%, respectively. As of June 30, 2012, the total accounts payable to the three major suppliers represented 28.1% of the total accounts payable balance.

Approximately 85% of Erye's revenues are derived from products that use penicillin or cephalosporin as the key active ingredient. These products are manufactured on two of the eight production lines in Erye's manufacturing facility. Any issues or incidents that might disrupt the manufacturing of products requiring penicillin or cephalosporin could have a material impact on the operating results of Erye. Any interruption or cessation in production could impact market sales.

#### Statutory Reserves

Pursuant to laws applicable to entities incorporated in the PRC, the PRC subsidiaries are prohibited from distributing their statutory capital and are required to appropriate from PRC GAAP profit after tax to other non-distributable reserve funds. These reserve funds include one or more of the following: (i) a general reserve, (ii) an enterprise expansion fund and (iii) a staff bonus and welfare fund. Subject to certain cumulative limits (i.e., 50% of the registered capital of the relevant company), the general reserve fund requires annual appropriation at 10% of after tax profit (as determined under accounting principles generally accepted in the PRC at each year-end); the appropriation to the other funds are at the discretion of the subsidiaries.

The general reserve is used to offset extraordinary losses. Subject to approval by the relevant authorities, a company may, upon a resolution passed by the shareholders, convert the general reserve into registered capital provided that the remaining general reserve after the conversion shall be at least 25% of the registered capital of the subsidiary before the capital increase as a result of the conversion. The staff welfare and bonus reserve is used for the collective welfare of the employees of the company. The enterprise expansion reserve is for the expansion of the subsidiary's operations and can also be converted to registered capital upon a resolution passed by the shareholders subject to approval by the relevant authorities. These reserves represent appropriations of the retained earnings determined in accordance with Chinese law, and are not distributable as cash dividends to the parent company, NeoStem. Statutory reserves are \$2,479,500 and \$2,488,000 as of June 30, 2012 and December 31, 2011, respectively.

Relevant PRC statutory laws and regulations permit payment of dividends by the Company's PRC subsidiaries only out of their accumulated earnings, if any, as determined in accordance with PRC accounting standards and regulations. As a result of these PRC laws and regulations, the Company's PRC subsidiaries are restricted in their ability to transfer a portion of their net assets either in the form of dividends, loans or advances. The restricted amount was \$186,800 at June 30, 2012 and \$185,000 at December 31, 2011.

#### *Related Party Transactions*

At June 30, 2012 and December 31, 2011, Erye owed EET, the 49% shareholder of Erye, approximately \$21,254,900 and \$20,862,700, respectively, which represents dividends paid and loaned back to Erye. June 30, 2012 and December 31, 2011 the interest rate on this loan was 6.31% and 6.56%, respectively. In June 2012 Erye paid EET approximately \$374,200 of unpaid accrued interest.

Pursuant to the terms and conditions of the October 2009 Erye Joint Venture Agreement, dividend distributions to EET and the Company's subsidiary will be made in proportion to their respective ownership interests in Erye; provided, however, that for the three-year period commencing on the first day of the first fiscal quarter after the Joint Venture Agreement became effective distributions are made as follows: for undistributed profits generated subsequent to the acquisition date: (i) the 49% of undistributed profits (after tax) of the joint venture due EET will be distributed to EET and lent back to Erye to help finance costs in connection with its construction of and relocation to a new facility (to be repaid gradually after construction is completed); and (ii) of the net profit (after tax) of the joint venture due the Company, 45% will be provided to Erye as part of the new facility construction fund and will be characterized as additional paid-in capital for the Company's 51% interest in Erye, and 6% will be distributed to the Company. It was contemplated by the Joint Venture Agreement that the construction would continue for three years. As such, 45% of the dividend we would be entitled to by reason of our 51% ownership would remain in Erye through 2012 to complete the construction while EET would loan back their dividend during the same period at a prevailing bank interest rate. In January 2011, a dividend totaling approximately \$13,671,100 based on earnings for Fiscal Year 2009 was declared and approximately \$6,698,800 was distributed to EET and lent back to Erye and approximately \$6,972,300 due the Company was reinvested and re-characterized as additional paid-in capital in the business. In April 2011, a dividend totaling \$10,259,700 based on earnings for Fiscal Year 2010 was declared and approximately \$5,027,300 was distributed to EET and lent back to Erye, and approximately \$5,232,400 due the Company was reinvested and re-characterized as additional paid-in capital in the business. A 10% withholding tax was required on dividends payable to the Company. As a result, Erye withheld approximately \$1,220,500 in taxes related to the Company's Fiscal Year 2009 and 2010 dividend amounts, and such amount has been paid to the local Chinese tax authorities as of December 31, 2011.

#### *Contingencies*

*Chinese regulatory approvals* — The Company has determined that it did not obtain all Chinese regulatory approvals (and associated registrations) required to reflect the legal title of its interest in Erye as being held by the proper entity within our group which is its current beneficial owner as that term is used under U.S. law. The Company believes that this issue will become moot through the proposed sale of the Company's equity interest in Erye to Erye's Chinese joint venture partner, EET. We have also secured Erye's agreement to obtain any necessary remedial approvals and filings in the event the Erye equity sale was not to close. As the Company has already signed a definitive agreement with EET with respect to the sale of its Erye equity interest, the Company believes that the risk of possible tax exposure and other regulatory issues in PRC associated with the foregoing filing deficiency is relatively contained.

*Xiangbei Welman Pharmaceutical Co., Ltd. v. Suzhou Erye Pharmaceutical Co., Ltd. and Hunan Weichu Pharmacy Co., Ltd.* involves a copyright infringement lawsuit brought in 2009 whereby Welman claimed the package inserts with respect to a particular antibiotics complex manufactured by Erye (the "Product") infringed its copyright. Erye was enjoined from copying and using the package inserts on the Product and from selling the Product with the package inserts and Welman was awarded 50,000 RMB. Erye has filed application for a retrial of the previous lawsuit brought by Welman to the Hunan High Court, which application filing was accepted by the court, with the court opening date for retrial not determined yet.

In July 2011, a new copyright infringement lawsuit was brought by Welman against Erye claiming that Erye was not complying with the earlier judgment enjoining them from copying and using the package inserts for the Product. The Changsha Intermediate Court was applied to for property preservation and issued a civil decision freezing Erye's bank deposit of up to 50 million RMB, or to seal up or detain Erye's other properties of equal value. As of June 30, 2012, approximately 17.4 million RMB (approximately \$2.8 million) had been frozen in six Erye bank accounts. Erye has contended that jurisdiction is not proper, and the case is now in review of the Hunan High Court.

In July 2011, another copyright infringement lawsuit was instituted by Welman against Erye in the Guangzhou Intermediate Court to (i) enjoin Erye from copying and using the package inserts from the Product and selling the drugs with the aforesaid package inserts; and (ii) award Welman economic losses of approximately 2 million RMB against Erye. The case has since been withdrawn by Welman. Welman made an application for a preliminary injunction to prohibit Erye from copying and using the package inserts from the Product and selling the drugs with the aforesaid package inserts; Welman's application was denied by the Court on September 6, 2011. Welman subsequently obtained a preliminary injunction from a lower court Guangzhou Haizhu District Court on September 14, 2011. However, on October 28, 2011, upon the appeal by Erye, the Haizhu District Court issued a decision withdrawing the preliminary injunction. Welman again applied for on April 13, 2012 and obtained on April 17, 2012 a preliminary injunction from another lower court Guangzhou Baiyun District Court. Erye has applied for court reconsideration on that granted preliminary injunction. On July 2, 2012, Guangzhou Baiyun District Court issued a decision withdrawing the injunction.

#### **Note 14 – Related Party Transactions**

Effective March 10, 2011, Matthew Henninger entered into a consulting agreement with PCT, pursuant to which Mr. Henninger was engaged for a three month term to serve as an advisor to PCT with regard to the development of the “Family Plan,” a multi-generational stem cell collection and storage service. The agreement was subsequently amended and extended with the approval of the Audit Committee through December 31, 2011. The term was further extended to March 31, 2012 with the approval of the Audit Committee, in connection with which Mr. Henninger was granted an option to purchase 75,000 shares of NeoStem Common Stock under the 2009 Plan at \$0.52 per share (Black Scholes value \$20,696) vesting over the term of the extension, \$10,000 per month for a three month period and continued insurance reimbursement. Mr. Henninger is in an exclusive relationship with the CEO of NeoStem.

One investor in the Company's private placement offering in May 2012 was Martyn Greenacre, a member of the Company's Board of Directors, who purchased 250,000 units for a total subscription amount of \$100,000.

On June 18, 2012, we and our subsidiary, China Biopharmaceuticals Holdings, Inc. (“CBH”), entered into an Equity Purchase Agreement (the “Equity Purchase Agreement”) with Fullbright Finance Limited, a limited liability company organized under the laws of the British Virgin Islands (“Fullbright”), Suzhou Erye Economy & Trading Co., Ltd., a limited liability company organized under the laws of the People's Republic of China (“EET” and together with Fullbright, each a “Purchaser” and collectively, the “Purchasers”), and Erye, which Equity Purchase Agreement provides for the sale by NeoStem and CBH to the Purchasers (the “Erye Sale”) of our 51% ownership interest in Erye (the “Erye Interest”). EET, one of the Purchasers party to the Equity Purchase Agreement, is the holder of the minority 49% ownership interest in Erye, and is a party along with our subsidiary CBH to the Joint Venture Agreement governing the ownership of the respective interests in Erye. Fullbright is an affiliate of EET. Mr. Shi Mingsheng (a member of our Board of Directors, and Chairman of the Board of Erye) and Madam Zhang Jian (the General Manager of Erye, and formerly our Vice President of Pharmaceutical Operations) are the principal equity holders of each of EET and Fullbright. Fullbright has assigned all its rights and obligations under the Equity Purchase Agreement (except for its obligations in respect of the return of certain NeoStem securities held by it as part of the purchase price, and its obligations in respect of closing deliverables) to Highacheive Holdings Limited, a limited liability company organized under the laws of the British Virgin Islands and an affiliate of Fullbright (“Highacheive”). As a result of the assignment, the Purchasers of our Erye Interest will be EET and Highacheive. See Note 13 for a description of the consideration to be paid by the Purchasers pursuant to the Equity Purchase Agreement.

In May 2012, The Stem for Life Foundation of which NeoStem's CEO and Chairman is President and Trustee, its General Counsel is Secretary and Trustee and its Vice President, Corporate Controller and Chief Accounting Officer, paid NeoStem approximately \$150,000. This amount relates to services associated with joint activities between the Foundation, NeoStem, the Pontifical Council for Culture and the Pontifical Council's foundation, Science, Theology and the Ontological Quest (“STOQ”).

#### **Note 15 – Commitments and Contingencies**

##### ***Lease Commitments***

The Company leases office and laboratory facilities and certain equipment under certain noncancelable operating leases that expire from time to time through 2017. A summary of future minimum rental payments required under operating leases that have initial or remaining terms in excess of one year as of June 30, 2012 are as follows (in thousands):

Years ended	Operating Leases	
2012	\$	685.7
2013		992.2
2014		624.2
2015		566.1
2016		563.9
Thereafter		293.2
Total minimum lease payments	\$	3,725.3

Expense incurred under operating leases was approximately \$435,400 and \$848,200 for the three and six months ended June 30, 2012, respectively, and \$528,900 and \$941,500 for the three and six months ended June 30, 2011, respectively.

### **Contingencies**

Under license agreements with third parties the Company is typically required to pay maintenance fees, make milestone payments and/or pay other fees and expenses and pay royalties upon commercialization of products. The Company also sponsors research at various academic institutions, which research agreements generally provide us with an option to license new technology discovered during the course of the sponsored research.

In connection with the issuance to investors and service providers of many of the shares of the Company's common stock and warrants to purchase common stock previously disclosed and described herein, the Company granted the holders registration rights providing for the registration of such shares of common stock and shares of common stock underlying warrants on a registration statement to be filed with the Securities and Exchange Commission ("SEC") so as to permit the resale of those shares. Certain of the registration rights agreements provided for penalties for failure to file or failure to obtain an effective registration statement. With respect to satisfying its obligations to the holders of these registration rights, the Company has been in various situations. The Company had previously filed a registration statement as required for some of the holders, and in May 2011 filed a registration statement for all of the holders (except for holders whose shares of Common Stock were currently salable under Rule 144 of the Securities Act or who waived certain rights); such registration statement was declared effective by the SEC on September 30, 2011. The Company has certain obligations to maintain the effectiveness of this registration statement. Certain holders who had outstanding registration rights had previously waived their registration rights or were subject to lock-up agreements. No holder has yet asserted any claim against the Company with respect to a failure to satisfy any registration obligations. Were someone to assert a claim against the Company for breach of registration obligations, the Company believes it has several defenses that would result in relieving it from some or any liability, although no assurances can be given. The Company also notes that damage claims may be limited, as (i) most shares of Common Stock as to which registration rights attached are either now registered or currently salable under Rule 144 of the Securities Act or are otherwise currently subject to other restrictions on sale and (ii) the shares of Common Stock underlying warrants with registration rights are now registered, and during much of the relevant periods the warrants with registration rights generally have been out of the money, were subject to lock-up agreements and/or the underlying shares of Common Stock were otherwise subject to restrictions on resale. Accordingly, were holders to assert claims against the Company based on breach of the Company's obligation to register, the Company believes that the Company's maximum exposure would not be material.

### **Note 16 – Subsequent Events**

Since June 30, 2012, the Company has raised an aggregate of approximately \$7 million through the private placement of its securities and the exercise of outstanding warrants.

In July 2012, warrant holders from the March 2012 Offering exercised of an aggregate of 3,080,044 warrants at an exercise price of \$.51 per share for an aggregate consideration of approximately \$1.6 million.

In July 2012, the Company consummated a private placement and issued an aggregate of 58,140 Units (the "Units") with a unit price of \$.43, each Unit consisting of one share of common stock and one warrant for an aggregate consideration of \$25,000. The warrants have an exercise price of \$0.51, expiring five years from the date of issuance and are exercisable immediately upon issuance.

In connection with the July 2012 exercise of 2,808,140 of the warrants issued in our May-July 2012 private placement warrants (issued as described in Note 11 above, in our Form 10-Q filed on May 11, 2012 and in the immediately preceding paragraph) at

an exercise price of \$0.51 per share for an aggregate consideration of \$1.4 million, we issued to each exercising holder in consideration of such exercise a new warrant, (each, a "July 2012 New Warrant") to purchase the identical number of shares of our Common Stock as had been covered by such portion of the old May-July 2012 Private Placement Warrant as had been exercised (July 2012 New Warrants covering an aggregate of 2,808,140 shares were issued). Each July 2012 New Warrant is exercisable for five years and is subject to substantially the same terms as the old May-July 2012 Private Placement Warrant that was exercised, except that the per share exercise price of each July 2012 New Warrant is between \$.66 and \$.69, the closing price of our Common Stock on the date the old May-July 2012 Private Placement Warrant was exercised.

On July 5, 2012 (the "Grant Date"), the Compensation Committee of the Company's Board of Directors granted Robin L. Smith, M.D., the Company's Chief Executive Officer and Chairman of the Board, an option (the "Option") to purchase 700,000 shares of NeoStem common stock at an exercise price of \$.52 per share (the closing price of a share of NeoStem common stock on the NYSE Mkt on the Grant Date), and issued 150,000 shares (the "Shares") to her pursuant and subject to the terms of the Company's 2009 Equity Compensation Plan. The Option and Shares were fully vested on the Grant Date and the Option has a term of ten years despite termination of employment. The Company agreed to pay to or on behalf of Dr. Smith the amount of \$69,660 to cover Dr. Smith's tax liability in respect of the Shares.

On August 10, 2012, we issued an additional 1,219,512 Units in accordance with the terms of the May-July 2012 Private Placement at \$.41 per Unit, which was equal to the greater of \$.40 or one penny above the market price on the date of execution of the subscription agreement by the investor, each unit consisting of one share of common stock and one warrant, for an aggregate consideration of \$0.5 million.

We have determined that under Delaware law, stockholder approval is not necessary for the consummation of the sale of our Erye Interest. As a result, we will not be delivering a proxy statement or holding a special meeting in connection with the Erye Sale. We are currently working with the Purchasers to document the waiver of the shareholder approval provisions of the Equity Purchase Agreement.

As reported in our Current Report on Form 8-K filed on July 9, 2012 with the SEC, on July 9, 2012 we received from the Purchasers the initial \$1,228,000 down payment (10% of the total cash purchase price for the Erye Sale). Additionally, in August 2012, the Purchasers paid \$4,912,000 (being 40% of the total cash purchase price for the Erye Sale) into escrow (the "Second Purchase Price Payment"), as follows: (x) \$2,456,000 (the "Offshore Second Purchase Price Payment") was deposited by the Purchasers into a U.S.-based escrow account (the "Offshore Escrow Account") (the Equity Purchase Agreement providing that the Offshore Second Purchase Price Payment shall be released to our subsidiary CBH upon the receipt of approval of the Erye Sale by the PRC Ministry of Commerce and/or its local counterparts as applicable ("MOFCOM Transfer Approval")) and (y) the RMB equivalent of \$2,456,000 (the "Onshore Second Purchase Price Payment") was deposited by the Purchasers into an escrow account inside the PRC (the "Onshore Escrow Account"). Pursuant to the Equity Purchase Agreement, the RMB equivalent of \$6,140,000 (the remaining 50% of the total cash purchase price for the Erye Sale) is due to be deposited by the Purchasers into the Onshore Escrow Account by the earlier of (a) the date the application seeking MOFCOM Transfer Approval is submitted or (b) September 30, 2012.

On August 10, 2012, a warrant holder exercised its warrants to purchase 2,100,000 shares of the Company' common stock at an exercise price of \$0.51 per share, for gross proceeds to the Company of approximately \$1.1 million. The warrants were originally issued in 2009 with an exercise price of \$2.50 per share. The Company's board of directors authorized the exercise modification in July 2012.

On August 10, 2012, a warrant holder exercised its warrants to purchase 344,828 shares of common stock at \$1.85, and 300,000 shares of common stock at \$1.45 per share, respectively, for gross proceeds to the Company of approximately \$1.1 million. Since the exercise prices of the warrants were significantly above the Company's stock price, the Company issued the warrant holder 1,458,952 shares of the Company's common stock as an inducement to exercise. The Company's board of directors authorized the exercise inducement in July 2012.

On August 10, 2012, the Company consummated a private placement and issued an aggregate of 2,254,385 Units (the "Units"), each Unit consisting of one share of common stock and one warrant for an aggregate consideration of 1,285,000. The warrants have an exercise price of the greater of (i) \$0.70; or (ii) a penny above the closing price of Common stock on the date the subscription agreement was executed, expiring five years from the date of issuance and are exercisable immediately upon issuance.

In August 2012, the Company signed a new lease for a larger space at its current executive offices at 420 Lexington Avenue, New York, NY 10170. The new lease is believed to be sufficient space for the near future. The lease term is to begin around September 2012 and extend through June 2015. The base monthly rent, which includes storage space, averages approximately \$27,000 per month. This property is used as the Company's corporate headquarters.



## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following Management's Discussion and Analysis of Financial Condition and Results of Operations contains forward-looking statements that involve risks and uncertainties. Our actual results could differ materially from those anticipated in these forward-looking statements as a result of various factors, including those set forth under "Cautionary Note Regarding Forward-Looking Statements" herein and under "Risk Factors" in our annual report on Form 10-K for the year ended December 31, 2011. The following discussion should be read in conjunction with our consolidated financial statements and related notes thereto included elsewhere in this quarterly report and in our annual report on Form 10-K for the year ended December 31, 2011.

### Overview

NeoStem, Inc. is a cellular therapy company. In 2011, the Company operated its business in three reportable segments: (i) Cell Therapy — United States; (ii) Regenerative Medicine — China; and (iii) Pharmaceutical Manufacturing — China. Effective March 31, 2012, the Company no longer operated in the Regenerative Medicine – China reportable segment, which is now reported in discontinued operations. On June 18, 2012, the Company also announced an agreement to sell its 51% interest in Suzhou Erye, which represented the operations in our Pharmaceutical Manufacturing - China segment, and is also reported in discontinued operations. As a result, the Company currently operates in a single reporting segment- Cell Therapy.

We are rapidly emerging as a technology and market leading company in the fast developing cell therapy market. Our multifaceted business strategy combines a state-of-the-art contract development and manufacturing organization (CDMO) with a medically important cell therapy product development program enabling near and long-term revenue growth opportunities. Our service business and pipeline of proprietary cell therapy products work in concert, giving us a competitive advantage that we believe is unique to the biotechnology and pharmaceutical industries. Supported by an experienced scientific and business management team and a dynamic patent and patent pending (IP) portfolio, we are well positioned to succeed.

We are focused on the development of proprietary cellular therapies in cardiovascular disease, immunology and regenerative medicine and becoming a single source for collection, storage, manufacturing, therapeutic development and transportation of cells for cell based medicine and regenerative science. We also are a provider of adult stem cell collection, processing and storage services in the U.S., enabling healthy individuals to donate and store their stem cells for personal therapeutic use. In addition, the Company collects and stores cord blood cells of newborns which help to ensure a supply of autologous stem cells for the child should they be needed for future medical treatment.

The Company strengthened its expertise in cellular therapies with its January 19, 2011 acquisition of Progenitor Cell Therapy, LLC, a Delaware limited liability company ("PCT"). PCT is engaged in a wide range of services in the cell therapy market for the treatment of human disease, including, but not limited to contract manufacturing, product and process development, regulatory consulting, product characterization and comparability, and storage, distribution, manufacturing and transportation of cell therapy products. PCT's legacy business relationships also afford NeoStem introductions to innovative therapeutic programs.

In March 2011 PCT's wholly owned subsidiary, Athelos, Inc. ("Athelos"), acquired rights and technology for a T-cell based immunomodulatory therapeutic in exchange for an approximate 20% interest in Athelos.

The Company further strengthened its breadth in cellular therapies through its October 17, 2011 acquisition of Amorcyte, Inc. Amorcyte is a development stage cell therapy company focusing on novel treatments for cardiovascular disease. Amorcyte's lead product candidate is AMR-001. In January 2012, Amorcyte commenced patient enrollment for its PreSERVE Phase 2 trial to investigate AMR-001's ability to preserve heart function after a heart attack.

The Company views the PCT and Amorcyte acquisitions as fundamental to building a foundation in achieving its strategic mission of capturing the paradigm shift to cell therapy.

We acquired our Pharmaceutical Manufacturing — China segment when on October 30, 2009, China Biopharmaceuticals Holdings, Inc. ("CBH") merged with a wholly-owned subsidiary of NeoStem (the "Erye Merger"). As a result of the Erye Merger, NeoStem acquired CBH's 51% ownership interest in Erye, a Sino-foreign joint venture with limited liability organized under the laws of the PRC. Erye was founded more than 50 years ago and represents an established, vertically-integrated pharmaceutical business. Historically, Erye has concentrated its efforts on the manufacturing and distribution of generic antibiotic products. In 2010, Erye began transferring its operations to its newly constructed manufacturing facility, as to which construction is now substantially completed. The relocation and the new production lines have been completed and received cGMP certification. As part of its plan to focus its business on capturing the paradigm shift to cell therapies following the January 2011 acquisition of PCT, on June 18, 2012, the Company entered into a definitive agreement to sell its interest in Erye for approximately \$12.3 million

in cash plus the return to the Company of 1,040,000 shares of NeoStem common stock and the cancellation of 1,170,000 options and 640,000 warrants.

## Results of Operations

### Three and Six Months Ended June 30, 2012 Compared to Three and Six Months Ended June 30, 2011

Net loss for the three months ended June 30, 2012 was approximately \$33.4 million compared to \$10.5 million for the three months ended June 30, 2011. Our net loss from continuing operations for the three months ended June 30, 2012 and 2011 was approximately \$7.2 million and \$10.1 million, respectively. The loss from discontinued operations - net, reflects the operations of our Regenerative Medicine – China segment which was deconsolidated in the first quarter of 2012, and the operations of our Pharmaceutical Manufacturing - China segment, effective with our agreement to sell our 51% interest in Suzhou Erye in the second quarter of 2012. The loss from discontinued operations - net for the the three months ended June 30, 2012 and 2011 was approximately \$26.2 million and \$0.5 million, respectively.

Net loss for the six months ended June 30, 2012 was approximately \$42.6 million compared to \$20.2 million for the six months ended June 30, 2011. Our net loss from continuing operations for the three months ended June 30, 2012 and 2011 was approximately \$15.2 million and \$20.2 million, respectively. The loss from discontinued operations - net for the the six months ended June 30, 2012 and 2011 was approximately \$27.4 million and \$34.0 thousand, respectively.

## Revenues

For the three months ended June 30, 2012, total revenues were approximately \$3.4 million compared to \$2.2 million for the three months ended June 30, 2011, representing an increase of \$1.2 million or 53%. Revenues for period were comprised of the following (in thousands):

	Three Months Ended June 30,	
	2012	2011
Clinical Services	\$ 1,753.7	\$ 962.4
Clinical Services Reimbursables	846.9	586.3
Processing and Storage Services	765.1	453.2
Other	6.4	208.9
	<u>\$ 3,372.1</u>	<u>\$ 2,210.8</u>

- Clinical Services, representing third party process development and clinical manufacturing services provided at PCT, of approximately \$1.8 million for the three months ended June 30, 2012 compared to \$1.0 million for the three months ended June 30, 2011, representing an increase of approximately \$0.8 million or 82%. The increase in clinical services revenue is due to an increased overall visibility of PCT and penetration into the cell therapy marketplace along with a general increase in the development of autologous cell therapies in the United States due to enhanced investment and expanded marketing programs in 2011 and 2012. The revenue increase was also due to lower deferred revenue as of June 30, 2012 compared to June 30, 2011, as fewer clinical service contracts were subject to contract completion for revenue recognition. In accordance with our revenue recognition policy, revenue is recognized upon contract completion for certain clinical service contracts.
- Clinical Services Reimbursables, representing reimbursement of expenses for certain consumables incurred on behalf of our clinical service revenue clients, of approximately \$0.8 million for the three months ended June 30, 2012 compared to \$0.6 million for the three months ended June 30, 2011, representing an increase of approximately \$0.3 million or 44%. Our reimbursable revenue increased as a result of increased manufacturing and process development activity.
- Processing and Storage Services, representing revenues from our oncology, cord blood, and adult stem cell banking activities, of approximately \$0.8 million for the three months ended June 30, 2012 compared to \$0.5 million for the three months ended June 30, 2011, representing an increase of approximately \$0.3 million or 69%. The increase is primarily attributable to increased revenue from our oncology stem cell processing service. Additionally, we added hospital clients during 2012 as more hospitals have begun to outsource their oncology stem cell processing. We expect to continue to see this level of revenue in 2012.
- Other Revenue of approximately \$6.4 thousand for the three months ended June 30, 2012 compared to \$0.2 million for

the three months ended June 30, 2011. In the second quarter of 2011, we received a \$200,000 license fee related to our adult stem cell technology.

For the three months ended June 30, 2012, total cost of revenues were approximately \$2.7 million compared to \$1.8 million for the three months ended June 30, 2011, representing an increase of \$0.9 million or 53%. Overall, gross profit for the three months ended June 30, 2012 was \$0.6 million compared to \$0.4 million for the three months ended June 30, 2011, representing an increase of approximately \$0.2 million or 51% .

For the six months ended June 30, 2012, total revenues were approximately \$7.1 million compared to \$3.7 million for the six months ended June 30, 2011, representing an increase of \$3.5 million or 95%. Revenues for period were comprised of the following (in thousands):

	Six Months Ended June 30,	
	2012	2011
Clinical Services	\$ 3,779.5	\$ 1,616.9
Clinical Services Reimbursables	1,953.8	1,077.4
Processing and Storage Services	1,398.9	750.0
Other	12.6	215.7
	\$ 7,144.8	\$ 3,660.0

- Clinical Services of approximately \$3.8 million for the six months ended June 30, 2012 compared to \$1.6 million for the six months ended June 30, 2011, representing an increase of approximately \$2.2 million or 134%. The increase in clinical services revenue is due to an increased overall visibility of PCT and penetration into the cell therapy marketplace along with a general increase in the development of autologous cell therapies in the United States due to enhanced investment and expanded marketing programs in 2011 and 2012. The revenue increase was also due to lower deferred revenue as of June 30, 2012 compared to June 30, 2011, as fewer clinical service contracts were subject to contract completion for revenue recognition. In accordance with our revenue recognition policy, revenue is recognized upon contract completion for certain clinical service contracts.
- Clinical Services Reimbursables of approximately \$2.0 million for the six months ended June 30, 2012 compared to \$1.1 million for the six months ended June 30, 2011, representing an increase of approximately \$0.9 million or 81%. Our reimbursable revenue increased as a result of increased manufacturing and process development activity.
- Processing and Storage Services of approximately \$1.4 million for the six months ended June 30, 2012 compared to \$0.7 million for the six months ended June 30, 2011, representing an increase of approximately \$0.6 million or 87%. The increase is primarily attributable to increased revenue from our oncology stem cell processing service. Additionally, we added hospital clients during 2012 as more hospitals have begun to outsource their oncology stem cell processing. We expect to continue to see this level of revenue in 2012.
- Other Revenue of approximately \$12.6 thousand for the six months ended June 30, 2012 compared to \$0.2 million for the six months ended June 30, 2011. In the second quarter of 2011, we received a \$200,000 license fee related to our adult stem cell technology.

For the six months ended June 30, 2012, total cost of revenues were approximately \$5.7 million compared to \$3.5 million for the six months ended June 30, 2011, representing an increase of \$2.2 million or 64%. Overall, gross profit for the six months ended June 30, 2012 was \$1.5 million compared to \$0.2 million, representing an increase of approximately \$1.3 million or 630% .

## Operating Expenses

Historically, to minimize our use of cash, we have used a variety of equity and equity-linked instruments to compensate employees, consultants and other service providers. The use of these instruments has resulted in significant charges to the results of operations. In general, these equity and equity-linked instruments were used to pay for employee and consultant compensation, director fees, marketing services, investor relations and other activities.

For the three months ended June 30, 2012 operating expenses totaled \$7.4 million compared to \$10.5 million for the three months ended June 30, 2011, representing a decrease of \$3.1 million or 29%. Operating expenses for period were comprised of the following:

- Selling, general and administrative expenses of approximately \$4.7 million for the three months ended June 30, 2012 compared to \$8.9 million for the three months ended June 30, 2011, representing a decrease of approximately \$4.2 million or 47%. Equity-based compensation included in selling, general and administrative expenses for the three months ended June 30, 2012 was approximately \$1.0 million, compared to approximately \$4.2 million for the three months ended June 30, 2011, representing a decrease of \$3.2 million. In addition, other, cash based, general and administrative expenses decreased approximately \$0.7 million, and other, cash based, selling expenses decreased \$0.2 million compared to the prior year period.
- Research and development expenses of approximately \$2.7 million for the three months ended June 30, 2012 compared to \$1.6 million for the three months ended June 30, 2011, representing an increase of approximately \$1.1 million or 71%. Overall, the increase was primarily due to expenses of approximately \$1.7 million associated with our Phase 2 clinical trial for AMR-001, which was initiated in January 2012. The increase was partially offset by reduced internal research activities relating to our VSEL Technology. Equity-based compensation included in research and development expenses for the three months ended June 30, 2012 was approximately \$0.1 million, compared to approximately \$0.4 million for the three months ended June 30, 2011, representing a decrease of \$0.3 million.

For the six months ended June 30, 2012 operating expenses totaled \$15.8 million compared to \$19.4 million for the six months ended June 30, 2011, representing a decrease of \$3.6 million or 19%. Operating expenses for period were comprised of the following:

- Selling, general and administrative expenses of approximately \$11.1 million for the six months ended June 30, 2012 compared to \$15.3 million for the six months ended June 30, 2011, representing a decrease of approximately \$4.2 million or 27%. Equity-based compensation included in selling, general and administrative expenses for the six months ended June 30, 2012 was approximately \$3.2 million, compared to approximately \$5.8 million for the six months ended June 30, 2011, representing a decrease of \$2.6 million. During the six months ended June 30, 2011 the Company made a one-time contribution of \$0.6 million paid in equity to the Stem for Life Foundation. In addition, other, cash based, general and administrative expenses decreased approximately \$1.3 million. Cash based selling expenses also decreased \$0.2 million compared to the prior year period.
- Research and development expenses of approximately \$4.7 million for the six months ended June 30, 2012 compared to \$4.1 million for the six months ended June 30, 2011, representing an increase of approximately \$0.6 million or 13%. Overall, the increase was primarily due to expenses of approximately \$2.7 million associated with our Phase 2 clinical trial for AMR-001, which was initiated in January 2012. The increase was partially offset by a prior year period \$927,000 in-process research and development charge incurred, and reduced internal research activities relating to our VSEL Technology. Equity-based compensation included in research and development expenses for the six months ended June 30, 2012 was approximately \$0.3 million, compared to approximately \$0.6 million for the six months ended June 30, 2011, representing a decrease of \$0.3 million.

### **Other Income and Expense**

For the three months ended June 30, 2012 interest expense was \$0.5 million compared with \$0.7 million for the three months ended June 30, 2011. For the six months ended June 30, 2012 interest expense was \$1.0 million compared with \$1.4 million for the six months ended June 30, 2011. Interest expense in each period was primarily due to the amortization of debt discount related to the Series E Preferred Stock.

Other income for the three months ended June 30, 2012 totaled approximately \$24.4 thousand, compared with \$0.6 million for the three months ended June 30, 2011. Other income for the six months ended June 30, 2012 totaled approximately \$0.1 million, compared with \$0.3 million for the six months ended June 30, 2011, and primarily relates to the revaluation of derivative liabilities that have been established in connection with the Convertible Redeemable Series E Preferred Stock.

### **Provision for Taxes**

The income tax provision for the three months ended and six months ended June 30, 2011 were \$0.1 million and \$0.2 million,

respectively, and related to deferred tax benefit recognition associated with the PCT acquisition in January 2011.

## Discontinued Operations

### Regenerative Medicine - China segment

In 2009, the Company began its Regenerative Medicine-China business in the People's Republic of China ("China" or "PRC") through its subsidiary, a wholly foreign owned entity ("WFOE") and entered into contractual arrangements with certain variable interest entities ("VIEs"). Foreign companies have commonly used VIE structures to operate in the PRC, and while such structures are not uncommon, recently they have drawn greater scrutiny from the local Chinese business community in the PRC who have urged the PRC State Council to restrict the use of these structures. In addition, in December 2011, China's Ministry of Health announced its intention to more tightly regulate stem cell clinical trials and stem cell therapeutic treatments in the PRC, which has created uncertainty regarding the ultimate regulatory environment in the PRC. Accordingly, the Company took steps to restrict, and ultimately eliminate its regenerative medicine business in the PRC. As a result of these steps, the Company has discontinued its operations in its Regenerative Medicine-China business. The Company has determined that any liability arising from the activities of the WFOE and the VIEs will likely be limited to the net assets currently held by each entity. As of March 31, 2012, the Company recognized the following loss on exit of the Regenerative Medicine-China business (in thousands):

Cash	\$	195.1
Prepaid expenses and other current assets		14.9
Property, plant and equipment, net		1,023.7
Other Assets		330.5
Accounts payable		(177.1)
Accrued liabilities		(79.2)
Accumulated comprehensive income		(169.9)
Loss on exit of segment	\$	<u>1,138.0</u>

The operations and cash flows of the Regenerative Medicine - China business were eliminated from ongoing operations as a result of our exit decision, and the Company will not have continuing involvement in this business going forward. The operating results of the Regenerative Medicine - China business for the three and six months ended June 30, 2012 and 2011, which are included in discontinued operations, were as follows (in thousands):

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
Revenue	\$ —	\$ 98.8	\$ 52.3	\$ 148.9
Cost of revenues	—	(31.3)	(30.6)	(49.4)
Research and development	—	93.6	(103.3)	(64.5)
Selling, general, and administrative	—	(782.3)	(497.3)	(1,572.3)
Other income (expense)	—	1.4	(6.8)	(11.3)
Loss on exit of segment	—	—	(1,138.0)	—
Loss from discontinued operations	\$ —	\$ (619.8)	\$ (1,723.7)	\$ (1,548.6)

The summary of the assets and liabilities related to Regenerative Medicine-China discontinued operations as of December 31, 2011 was as follows (in thousands):

	December 31, 2011	
<b>Assets</b>		
Cash and cash equivalents	\$	103.3
Prepaid expenses and other current assets		284.4
Property, plant and equipment, net		1,256.8
Other Assets		149.0
	\$	1,793.5
<b>Liabilities</b>		
Accounts payable	\$	177.8
Accrued liabilities		31.0
	\$	208.8

#### Pharmaceutical Manufacturing - China segment

On June 18, 2012, the Company announced that it had entered into a definitive agreement to sell its 51% interest in Erye for approximately \$12.3 million in cash and the return to the Company of (i) 1,040,000 shares of the Company's Common Stock and (ii) the cancellation of 1,170,000 options and 640,000 Common Stock warrants. The closing of the transaction is subject to the satisfaction of certain conditions. Closing of the transaction is expected to occur by the fourth quarter of 2012.

The operations and cash flows of the Pharmaceutical Manufacturing - China business will be eliminated from ongoing operations with the sale of the Company's 51% interest in Erye. The operating results of the Pharmaceutical Manufacturing - China business for the three and six months ended June 30, 2012 and 2011, including the estimated asset impairments based on the definitive agreement purchase price, were as follows (in thousands):

	Three Months Ended June 30,		Six Months Ended June 30,	
	2012	2011	2012	2011
Revenue	\$ 18,934.3	\$ 16,151.2	\$ 37,218.3	\$ 34,293.0
Cost of revenues	(12,214.2)	(11,695.7)	(25,580.0)	(24,302.1)
Research and development	(852.3)	(872.7)	(1,619.7)	(1,102.8)
Selling, general, and administrative	(3,160.1)	(2,940.2)	(6,200.1)	(6,125.9)
Other income (expense)	(514.8)	(260.5)	(1,007.4)	(366.1)
Provision for income taxes	(383.2)	(213.8)	(505.5)	(881.5)
Asset impairments	(27,994.6)	—	(27,994.6)	—
(Loss) income from discontinued operations	\$ (26,184.9)	\$ 168.3	\$ (25,689.0)	\$ 1,514.6

The summary of the assets and liabilities related to Pharmaceutical Manufacturing- China discontinued operations as of June 30, 2012 and December 31, 2011, respectively, were as follows (in thousands):

	June 30, 2012	December 31, 2011
Cash and cash equivalents	\$ 16,149.2	\$ 8,707.0
Restricted cash	1,115.3	—
Accounts receivable, net	7,317.0	5,525.7
Inventory	20,445.2	16,505.7
Deferred income taxes	350.7	463.7
Prepaid expenses and other current assets	1,461.4	777.5
Property, plant and equipment, net	36,097.2	36,490.4
Land use rights, net	4,856.2	4,872.4
Goodwill	—	8,495.7
Intangible assets, net	1,352.4	21,846.4
Other assets	2,757.8	2,459.9
<b>Total assets</b>	<b>\$ 91,902.4</b>	<b>\$ 106,144.4</b>
Accounts payable	\$ 17,310.5	\$ 7,950.3
Accrued liabilities	1,887.7	1,705.8
Bank loans	14,238.0	15,712.0
Notes payable	2,230.6	—
Income tax payable	1,381.5	621.6
Deferred income taxes	5,913.7	6,177.4
Unearned revenue	1,216.9	1,315.4
Amount due related parties	21,254.9	20,862.7
<b>Total Liabilities</b>	<b>\$ 65,433.8</b>	<b>\$ 54,345.2</b>

### Noncontrolling Interests

In connection with accounting for the Company's 51% interest in Erye, which is reported in discontinued operations, we account for the 49% minority shareholder share of Erye's net income or loss with a charge to Noncontrolling Interests. For the three months ended June 30, 2012, Erye's minority shareholders' share of net loss totaled approximately \$12.8 million and for the three months ended June 30, 2011 Erye's minority shareholders' share of net income totaled approximately \$0.1 thousand. For the six months ended June 30, 2012 Erye's minority shareholders' share of net loss totaled approximately \$12.6 million and for the three months ended June 30, 2011 Erye's minority shareholders' share of net income totaled approximately \$0.7 million.

In March 2011, the Company acquired rights to use patents under licenses from Becton, Dickinson and Company in exchange for an approximately 20% interest in PCT's Athelos subsidiary. For the three months ended June 30, 2012 and 2011, Becton's minority shareholder's share of Athelos' net loss totaled approximately \$86,000 and \$14,000, respectively. For the six months ended June 30, 2012 and 2011, Becton's minority shareholder's share of Athelos' net loss totaled approximately \$188,000 and \$201,000, respectively.

### Preferred Dividends

The Convertible Redeemable Series E Preferred Stock calls for annual dividends of 7% based on the stated value of the preferred stock and we recorded dividends of approximately \$0.1 million and \$0.2 million for the three months ended June 30, 2012 and June 30, 2011, respectively, and approximately \$0.2 million and \$0.4 million for the six months ended June 30, 2012 and June 30, 2011.

### Analysis of Liquidity and Capital Resources

At June 30, 2012 we had a cash balance of approximately \$2.1 million, working capital of approximately \$4.2 million, and shareholders' equity of approximately \$46.4 million.

During the six months ended June 30, 2012, we met our immediate cash requirements through existing cash balances, private placements and a public offering of our common stock and warrants, which in total, raised an aggregate of approximately \$10.0

million, and the use of equity and equity-linked instruments to pay for services and compensation.

The following chart represents the net funds provided by or used in operating, financing and investing activities for each period indicated (in thousands):

	Six Months Ended June 30,	
	2012	2011
Net cash used in operating activities - continuing operations	\$ (9,844.4)	\$ (9,128.3)
Net cash used in investing activities - continuing operations	(176.0)	(160.5)
Net cash provided by financing activities - continuing operations	8,497.8	2,766.1

### Operating Activities

Our cash used in operating activities in the six months ended June 30, 2012 totaled approximately \$9.8 million, which is the sum of (i) our net loss of \$42.6 million, less discontinued operations of \$27.4 million, and adjusted for non-cash expenses totaling \$5.3 million (which includes adjustments for equity-based compensation and depreciation and amortization, and (ii) changes in operating assets and liabilities providing approximately \$48 thousand.

### Investing Activities

During the six months ended June 30, 2012, we spent approximately \$0.2 million for property and equipment.

### Financing Activities

The Company raised an aggregate of approximately \$2.25 million in a private placement consummated in February 2012 in which three entities acquired an aggregate of 3,465,404 shares of Common Stock. On May 11, 2012, we consummated a private placement pursuant to which three persons and/or entities acquired an aggregate of 3,250,000 units, each unit consisting of one share of common stock and one warrant for an aggregate consideration of \$1.3 million at a per unit price equal to the greater of \$.40 or one penny above the market price on the date of execution of the subscription agreement by the investor. The warrants have an exercise price of \$0.51, expire five years from the date of issuance and are exercisable at any time. One of the investors included Martyn Greenacre (one of the company's directors) (who purchased 250,000 units).

In March 2012, the Company completed an underwritten offering of 15,000,000 units at a purchase price of \$0.40 per unit, with each unit consisting of one share of Common Stock and a five year warrant to purchase one share of Common Stock at an exercise price of \$0.51 per share (the "March 2012 Offering"). The Company sold securities in the March 2012 Offering under the Company's previously filed shelf registration statement on Form S-3 (333-173855), which was declared effective by the Securities and Exchange Commission on June 13, 2011. The Company received gross proceeds of \$6,000,000, prior to deducting underwriting discounts and offering expenses payable by the Company, for net proceeds of approximately \$5,297,000. In April 2012, the underwriters in the March 2012 Offering exercised their over-allotment option for an additional 2,000,000 units. The Company received additional gross proceeds of \$800,000, prior to deducting underwriting discounts, for net proceeds of approximately \$744,000.

On May 11, 2012, we consummated a private placement pursuant to which three persons and/or entities acquired an aggregate of 3,250,000 units, each unit consisting of one share of common stock and one warrant for an aggregate consideration of \$1.3 million at \$0.40 per Unit. The warrants have an exercise price of \$0.51, expiring five years from the date of issuance and are exercisable at any time.

In June 2012, the Company issued an aggregate of 818,182 units in a private placement, at a per unit price equal to the greater of \$.40 or one penny above the market price on the date of execution of the subscription agreement by the investor, each unit consisting of one share of common stock and one warrant for an aggregate consideration of \$350,000. The warrants have an exercise price of \$0.51, expire five years from the date of issuance and are exercisable immediately upon issuance.

### Liquidity and Capital Requirements Outlook

#### Capital Requirements



NeoStem acquired Amorcyte, Inc. (“Amorcyte”), in October 2011. The Company expects to incur substantial additional costs in connection with its transition to a cell therapy development company. In particular, Amorcyte is currently recruiting clinical trial sites for a 160 patient, Phase 2 clinical trial for Amorcyte’s lead product candidate, AMR-001, for the treatment of AMI. The trial began enrollment in January 2012, and is expected to cost approximately \$16 million over the first two years and anticipated to cost up to approximately \$21 million over a five year period, inclusive of manufacturing costs.

## Liquidity

We anticipate that we will take further steps to raise additional capital in order to (i) fund the development of advanced cell therapies, particularly the development of AMR-001, and (ii) expand the PCT business. To meet our short and long term liquidity needs, we currently expect to use existing cash balances and the growth of our revenue generating activities, and a variety of other means that could include, but not be limited to, the use of our current equity lines, potential additional warrant exercises, option exercises, issuances of other debt or equity securities in public or private financings, and/or sale of assets.

On June 18, 2012, the Company announced that it had entered into a definitive agreement to sell its 51% interest in Erye for approximately \$12.3 million in cash and the return to the Company of (i) 1,040,000 shares of the Company’s Common Stock and (ii) the cancellation of 1,170,000 options and 640,000 Common Stock warrants. The closing of the transaction is subject to the receipt of PRC regulatory approvals and the satisfaction of certain other closing conditions. Closing of the transaction is expected to occur by the fourth quarter of 2012. We expect to use the cash proceeds of our sale of our 51% interest in Erye, to meet some of our cash requirements. In July, 2012, we received \$1.2 million of the cash proceeds in advance of the expected closing. An additional \$4,912,000 was deposited into escrow by the Purchasers in August 2012.

In addition, we will continue to seek as appropriate grants for scientific and clinical studies from the National Institutes of Health, Department of Defense, and other governmental agencies and foundations, but there can be no assurance that we will be successful in qualifying for or obtaining such grants. We also have \$2.5 million recorded in other assets for restricted cash associated with our Series E Preferred Stock, which is held in escrow and will become available to meet current cash requirements in November 2012. The terms of the Series E also contain certain restrictive covenants that could limit our ability to use debt as a source of capital. Our history of operating losses and liquidity challenges, may make it difficult for us to raise capital on acceptable terms or at all. The demand for the equity and debt of small cap biopharmaceutical companies like ours is dependent upon many factors, including the general state of the financial markets. During times of extreme market volatility, capital may not be available on favorable terms, if at all. Our inability to obtain such additional capital could materially and adversely affect our business operations.

To support our liquidity needs, the Company raised an aggregate of approximately \$9.1 million (or net proceeds of approximately \$8.3 million) in 2012 through an underwritten public offering of common stock and warrants, and private placements through June 30, 2012, raising an aggregate of \$1.7 million. In August 2011, the Department of Defense (DOD) Peer Reviewed Medical Research Program (PRMRP) of the Office of the Congressionally Directed Medical Research Programs (CDMRP) awarded NeoStem approximately \$1.78 million to be applied towards funding the Company’s VSEL™ Technology, which award will support an investigation of a unique stem cell population, Very Small Embryonic-Like (VSEL) stem cells, for its bone building and regenerative effects in the treatment of osteoporosis. In addition, in September 2011 we entered into the Purchase Agreement with Aspire Capital which provided that Aspire Capital is committed to purchase up to \$20 million of shares of the Company’s common stock over the 24-month term of that Agreement, subject to certain terms and conditions, including a floor price, that may limit its use through most of 2012. To date, the Company has not utilized this source of capital.

While we continue to seek capital through a number of means, there can be no assurance that additional financing will be available on acceptable terms, if at all, and our negotiating position in capital generating efforts may worsen as existing resources are used. Additional equity financing may be dilutive to our stockholders; debt financing, if available, may involve significant cash payment obligations and covenants that restrict our ability to operate as a business, our stock price may not reach levels necessary to induce option or warrant exercises, and asset sales may not be possible on terms we consider acceptable. If we are unable to raise the funds necessary to meet our long-term liquidity needs, we may have to delay or discontinue the acquisition and development of cell therapies, and/or the expansion of our business or raise funds on terms that we currently consider unfavorable.

## Commitments and Contingencies

The following table reflects a summary of NeoStem’s significant contractual obligations and commitments as of June 30, 2012 (in thousands):

	Total	Less than 1 Year	1-3 Years	3-5 Years	More than 5 Years
<b>Long-Term Debt Obligations</b>					
Series E Preferred Stock(1)	\$ 4,464.8	\$ 4,464.8	\$ —	\$ —	\$ —
Mortgages Payable	3,541.3	195.9	426.3	475.2	2,443.9
Operating Lease Obligations	3,725.3	1,235.6	1,354.7	1,127.9	7.1
	<u>\$ 11,731.4</u>	<u>\$ 5,896.3</u>	<u>\$ 1,781.0</u>	<u>\$ 1,603.1</u>	<u>\$ 2,451.0</u>

(1) Amounts include dividends.

Under an agreement with an external clinical research organization (“CRO”), we will incur expenses relating to our AMR-001 Phase 2 clinical trial for the treatment of AMI. The timing and amount of these disbursements are based on the achievement of certain milestones, patient enrollment, services rendered or as expenses are incurred by the CRO and therefore, we cannot reasonably estimate the timing of these payments.

## SEASONALITY

NeoStem does not believe that its operations are seasonal in nature.

## OFF-BALANCE SHEET ARRANGEMENTS

NeoStem does not have any off-balance sheet arrangements.

## CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

This Quarterly Report on Form 10-Q includes “forward-looking” statements within the meaning of the Private Securities Litigation Reform Act of 1995, as well as historical information. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements, or industry results, to be materially different from anticipated results, performance or achievements expressed or implied by such forward-looking statements. When used in this Quarterly Report on Form 10-Q, statements that are not statements of current or historical fact may be deemed to be forward-looking statements. Without limiting the foregoing, the words “plan,” “intend,” “may,” “will,” “expect,” “believe,” “could,” “anticipate,” “estimate,” or “continue” or similar expressions or other variations or comparable terminology are intended to identify such forward-looking statements, although some forward-looking statements are expressed differently. Additionally, statements regarding our ability to successfully develop, integrate and grow the business, including with regard to our research and development efforts in respect of AMR-001 and other cell therapeutics, our adult stem cell and umbilical cord blood collection, processing and storage business, contract manufacturing and process development of cellular based medicines, the future of regenerative medicine and the role of stem cells in that future, the future use of stem cells as a treatment option and the role of VSEL™ Technology in that future and the potential revenue growth of such businesses, are forward-looking statements. Our future operating results are dependent upon many factors and our further development is highly dependent on future medical and research developments and market acceptance, which is outside our control. Forward looking statements also include statements with respect to satisfying all conditions to closing the disposition of Erye, including receipt of all necessary regulatory approvals in the PRC.

Forward-looking statements, including with respect to the successful execution of the Company's strategy, may not be realized due to a variety of factors and we cannot guarantee their accuracy or that our expectations about future events will prove to be correct. Such factors include, without limitation, (i) our ability to manage the business despite operating losses and cash outflows; (ii) our ability to obtain sufficient capital or strategic business arrangements to fund our operations and expansion plans, including meeting our financial obligations under various licensing and other strategic arrangements, the funding of our clinical trials for AMR-001, and the commercialization of the relevant technology; (iii) our ability to build the management and human resources and infrastructure necessary to support the growth of the business; (iv) our ability to integrate our acquired businesses successfully and grow such acquired businesses as anticipated; (v) whether a large global market is established for our cellular-based products and services and our ability to capture a share of this market; (vi) competitive factors and developments beyond our control; (vii) scientific and medical developments beyond our control; (viii) our ability to obtain appropriate governmental licenses, accreditations or certifications or comply with healthcare laws and regulations or any other adverse effect or limitations caused by government regulation of the business; (ix) whether any of our current or future patent applications result in issued patents, the scope of those patents and our ability to obtain and maintain other rights to technology required or desirable for the conduct of our business; (x) whether any potential strategic benefits of various licensing transactions will be realized and whether any potential benefits from the acquisition of these licensed technologies will be realized; (xi) the results of our development activities,

including the timing, enrollment, outcome and/or results of any clinical trials; (xii) satisfaction of requisite closing conditions, including PRC approvals, for the Erye Sale, and the risk that the Erye Sale may not be completed in a timely manner or at all (such as if all closing conditions are not satisfied or if the Purchasers exercise their right to terminate prior to the MOFCOM Transfer Submission date or September 30, 2012 due to lack of financing or otherwise); and (xiii) the other factors discussed in “Risk Factors” and elsewhere in this Quarterly Report on Form 10-Q and in the Company’s other periodic filings with the Securities and Exchange Commission (the SEC”) which are available for review at [www.sec.gov](http://www.sec.gov) under “Search for Company Filings.”

All forward-looking statements attributable to us are expressly qualified in their entirety by these and other factors. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. Except as required by law, the Company undertakes no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.

### **ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK.**

Not applicable to smaller reporting companies.

### **ITEM 4. CONTROLS AND PROCEDURES**

#### **(a) Disclosure Controls and Procedures**

Disclosure controls and procedures are the Company’s controls and other procedures that are designed to ensure that information required to be disclosed in the reports that the Company files or submits under the Securities Exchange Act of 1934, as amended (the “Exchange Act”) is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission’s rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed in the reports that the Company files under the Exchange Act is accumulated and communicated to management, including the Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure. In designing and evaluating the disclosure controls and procedures, management recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives. Due to the inherent limitations of control systems, not all misstatements may be detected. These inherent limitations include the realities that judgments in decision-making can be faulty and that breakdowns can occur because of a simple error or mistake. Additionally, controls can be circumvented by the individual acts of some persons, by collusion of two or more people, or by management override of the control. Controls and procedures can only provide reasonable, not absolute, assurance that the above objectives have been met.

As of the end of the Company’s second fiscal quarter ended June 30, 2012 covered by this report, the Company carried out an evaluation, with the participation of the Company’s management, including the Company’s Chief Executive Officer and Chief Financial Officer, of the effectiveness of the Company’s disclosure controls and procedures pursuant to Rule 13a-15 of the Exchange Act. Based on that evaluation, the Company’s Chief Executive Officer and Chief Financial Officer concluded that, because of the material weakness in internal control over financial reporting described below, the Company’s disclosure controls and procedures were not effective, at the reasonable assurance level, in ensuring that information required to be disclosed by the Company in the reports that it files or submits under the Exchange Act is recorded, processed, summarized and reported, within the time periods specified in the SEC’s rules and forms and is accumulated and communicated to management, including the Chief Executive Officer and Chief Financial Officer, as appropriate to allow timely decisions regarding required disclosure.

In connection with management’s assessment of internal controls in the Pharmaceutical Manufacturing - China segment as of December 31, 2011, which is now reported in discontinued operations, the Company identified the following material weaknesses which as of June 30, 2012, has not been fully remediated. The Company determined that Erye does not have sufficient qualified accounting and finance personnel, which has resulted in the lack of appropriate (i) segregation of duties in certain areas, (ii) detailed records for long term assets, (iii) knowledge of certain complex aspects of Chinese tax code, and (iv) audit trails on certain transactions. During 2011, the Company took steps to strengthen Erye’s competency in the area of US GAAP, by hiring a director of international accounting with many years of US GAAP accounting and reporting experience, but recognized that it needed to do more to address the day to day needs of Erye’s accounting department. In April 2012, Erye established a separate internal controls department, which will focus on strengthening accounting policies, and performing sample audits. It will also ensure that staff members receive proper training and new policies are implemented appropriately. The Company intends to take further steps to add appropriate personnel to the Erye accounting department and to increase the number of qualified staff working in the department, and will reassess whether the material weakness is fully remediated by the end of the third quarter of 2012.

#### **(b) Changes in Internal Control over Financial Reporting**

There have been changes in the Company's internal controls over financial reporting, as such term is defined in Exchange Act Rule 13a-15, that occurred during the Company's last fiscal quarter to which this report relates that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting, as described below.

*Transition to new accounting system* - Effective June 1, 2012, we began the migration to a new accounting software system for a portion of the Company and its U.S. subsidiaries. All U.S. subsidiaries will be transitioned onto the new accounting software system by the third quarter of 2012. This initiative further strengthened the unification of financial reporting processes within our consolidated subsidiaries.

## PART II

### OTHER INFORMATION

#### ITEM 1. LEGAL PROCEEDINGS

There are no material changes to the disclosures provided in the Company's Annual Report on Form 10-K for the year ended December 31, 2011, except as set forth in Note 13, Discontinued Operations, of the Notes to the financial statements included elsewhere herein.

#### ITEM 1A. RISK FACTORS

Our business, financial condition, operating results and cash flows can be affected by a number of factors, including, but not limited to, those disclosed previously and from time to time in the Company's filings with the SEC, including our Annual Report on Form 10-K, filed by the Company with the SEC on March 20, 2012, as amended by Amendment No. 1 on Form 10-K/A, filed by the Company with the SEC on April 30, 2012, our Quarterly Report on Form 10-Q, filed by the Company with the SEC on May 11, 2012, and other factors identified from time to time in the Company's periodic filings with the SEC, which Risk Factors are incorporated by reference herein, any one of which could cause our actual results to vary materially from recent results or from our anticipated future results. See also, the Company's Annual Report on Form 10-K for the year ended December 31, 2011 under "Item 1 A - Risk Factors."

#### RISKS ASSOCIATED WITH THE ERYE SALE AND THE EQUITY PURCHASE AGREEMENT

In addition to the Risk Factors referenced above, the additional risk considerations listed below describe risks associated the Erye Sale, the Equity Purchase Agreement and the NeoStem business post-transaction.

***There is no certainty that the Erye Sale will be consummated.***

Although to date 40% of the total cash purchase price for the Erye Sale has been paid by the Purchasers into escrow and 10% of the total cash purchase price has been paid directly to us, it is possible that the Equity Purchase Agreement may be terminated, or the conditions to Closing not satisfied. For example, the Purchasers may terminate the Equity Purchase Agreement at any time prior to the earlier of September 30, 2012 and the MOFCOM Transfer Submission Date, in which case our sole right would be to retain the \$1,228,000 initial payment (10% of the total cash purchase price) already received from the Purchasers. The Purchasers also could default under the Agreement, or could claim that we have defaulted and seek to terminate. The Purchasers may not be able to satisfy one or more closing conditions. If the Equity Purchase Agreement is terminated by the Purchasers or if there is otherwise no Closing, we will have incurred substantial expenses which may exceed the amount we can collect from the Purchasers, and will not secure the sale proceeds which we anticipate using for the development of our core cell therapy business.

***There can be no assurances that the Erye Sale will receive all requisite PRC governmental approvals.***

The Erye Sale is conditioned upon the receipt of various PRC regulatory approvals, including MOFCOM Transfer Approval (approval of the transfer of equity from the PRC Ministry of Commerce and/or its local counterparts), SAIC Transfer Registration (approval for the transfer of equity from PRC State Administration of Industry and Commerce and/or its local counterparts) and SAFE Transfer Approval (approval for the currency exchange from the PRC State Administration of Foreign Exchange and/or its local counterparts). Pursuant to the Equity Purchase Agreement, Erye has agreed to use its commercially reasonable best efforts to make regulatory filings and submit information necessary for the purpose of obtaining these approvals. The Purchasers are solely responsible for all regulatory filing fees associated therewith. Though Erye has recently informed us that it (i) has completed the "Capital Increase Procedures" involving an increase to Erye's registered capital permitting the repayment of shareholder loans to EET (the proceeds of which will be used to fund the majority of the purchase price) and (ii) is in the process of preparing the materials needed for the MOFCOM Transfer Approval application, no assurances can be given that Purchasers will promptly prepare and file all remaining submissions, or that all requisite approvals will be obtained on a timely basis, or at all.

***Once the PRC approval process starts, it may be difficult to terminate without the cooperation of the Purchasers.***

Once the Purchasers begin to seek approval of the Erye Sale from MOFCOM, we may have difficulty in stopping the process for any reason, meaning that title to the Erye Interest could be transferred of record to the Purchasers without the Closing being completed. Although the Purchasers paid the initial down payment representing 10% of the cash purchase price directly to us in July 2012 and paid an additional 40% of the cash purchase price into escrow in August 2012, and while the Equity Purchase

Agreement provides that the remaining 50% of the cash purchase price be in escrow prior to the MOFCOM Transfer Submission Date, no assurance can be given about the difficulties that might be faced if the MOFCOM Transfer Approval were granted but other approvals, such as the SAFE approval to convert the purchase price to U.S. Dollars, were delayed or denied.

***The Purchasers are relying on Erye as a source of financing for the cash purchase price.***

The Purchasers have represented that they will be able to finance the cash purchase price in the Erye Sale by the repayment of amounts due from Erye to EET, and Erye has informed us that it has completed the Capital Increase Procedures intended to permit the repayment of these loans from EET. However, due to a number of factors including tightening of monetary policy in China, government imposed pricing constraints on certain of its products, and constraints on certain bank accounts arising from the *Welman* litigation described in our Form 10-K for the fiscal year ended December 31, 2011 under the caption "Legal Proceedings", Erye recently has experienced cash flow constraints. In connection with the *Welman* litigation, as of June 30, 2012, approximately 17.4 million RMB (approximately \$2.8 million) of cash had been frozen in six Erye bank accounts. While to date Erye has completed the Capital Increase Procedures and the Purchasers have paid 10% of the cash purchase price directly to us and 40% of the cash purchase price into escrow, no assurances can be given that Erye will be able to further repay the shareholder loans to the extent necessary to cover the remaining 50% of the cash purchase price notwithstanding representations in the Equity Purchase Agreement.

***There is no certainty that we will be able to receive the cash purchase price in U.S. Dollars.***

50% of the cash purchase price has been paid to us or escrowed to date. While the Purchasers represented in the Equity Purchase Agreement that they will be able to pay the total cash purchase price, and Erye has informed us that the Capital Increase Procedures have been completed, the remaining 50% of the purchase price is not due to be paid into escrow until the earlier of the date the application for MOFCOM Transfer approval is submitted or September 30, 2012. In China, the State Administration for Foreign Exchange, or the SAFE, regulates the conversion of the Chinese Renminbi into foreign currencies and the conversion of foreign currencies into Chinese Renminbi, and the application of the currency exchanges needed to pay the balance of the cash purchase price will not occur until other PRC approvals have been obtained. Despite their representations and completion of the Capital Increase Procedures, there is no assurance that Erye will have sufficient funds to repay the shareholder loans due to EET to the extent necessary to pay the remaining 50% of the purchase price, nor any assurance that the Purchasers will be able to cause funds escrowed in RMB to be converted to U.S. Dollars under PRC regulations. Any failure of the Purchasers to be able to expatriate the cash purchase price will have a material adverse effect on the Company and its ability to consummate the Erye Sale.

***The Equity Purchase Agreement is governed by PRC laws which, in the event of a dispute, may adversely affect our ability to assert our legal rights thereunder.***

The Equity Purchase Agreement is governed and construed in accordance with the laws of the PRC, with the parties agreeing to the venue of the local People's Court in Suzhou, in the event of a lawsuit filed by NeoStem and CBH, or the Second Intermediary People's Court in Beijing, in the event of a lawsuit filed by the Purchasers. The onshore escrow agreement under which 70% of the purchase price will be held is also governed by PRC law.

China's legal and judicial system may negatively impact foreign investors. There also may be uncertainties regarding the interpretation and application to the Equity Purchase Agreement of PRC laws and regulations. The legal system in China is evolving rapidly, and enforcement of laws is inconsistent. It may be impossible to obtain swift and equitable enforcement of laws or enforcement of the judgment of one court by a court of another jurisdiction. China's legal system is based on civil law or written statutes and a decision by one judge does not set a legal precedent that must be followed by judges in other cases. In addition, the interpretation of Chinese laws may vary to reflect domestic political changes.

There are no assurances that in the event of a dispute we would be able to enforce the Equity Purchase Agreement or that expected remedies would be available. Any inability to enforce or obtain a remedy under the Equity Purchase Agreement may have a material adverse impact on us.

***Our business following the Erye Sale will be less diversified. Our U.S. cell therapy business has incurred substantial losses and negative cash flow from operations in the past, and expects to continue to incur losses and negative cash flow for the near term.***

While one of the benefits of the Erye Sale is that it allows us to focus our attention and resources on our core cell therapy business, it has had a limited operating history, limited capital, and limited sources of revenue. Without Erye, our net loss from continuing operations for the six months ended June 30, 2012 was approximately \$15.2 million, and we expect to incur additional operating losses and negative cash flow in the future. The revenues from our United States Cell Therapy business have not been,

and are not expected in the short term to be, sufficient to cover costs attributable to that business. We expect to incur losses and negative cash flow for the foreseeable future as a result of development activities associated with our product candidate AMR-001 (including clinical trials), our VSEL™ Technology, a T-cell therapeutic and other research and development efforts to advance cell therapeutics. While Erye in the past has not been a source of cash flow for us, in part due to contractual limitations on cash flow we could receive from Erye, those contractual restrictions would have soon expired but for the Erye Sale. Assuming the Erye Sale is consummated, we will no longer have any prospects of future cash flows from Erye.

Beginning with our January 2011 acquisition of PCT, and continuing with our October 2011 acquisition of Amorceyte, we began to shift our business plan to focus on capturing the paradigm shift to cell therapies. However, because of the newness of the industry, we have limited experience in the areas of cell therapy development and marketing of cell therapy products, and in the related regulatory issues and processes. Cell therapy is still a developing field, with few cell therapy products approved for clinical use. Assuming the Erye Sale is consummated, our entire business will be dependent on stem cell therapies. If we are unable to develop our cell therapy business, our financial condition could be materially adversely affected.

***If the Erye Sale does not close, legal uncertainties in the PRC would need to be addressed.***

In preparing for the sale process, issues surfaced including the issue of our and Erye's needing to obtain certain Chinese regulatory approvals (and associated registrations) required to reflect the legal title of our interest in Erye as being held by the proper entity within our group which is its current beneficial owner, as that term is used under U.S. law. While we believe this issue will become moot through the proposed Erye Sale to Erye's Chinese joint venture partner, EET, we believe that we have now determined what government approvals (and associated registrations) would need to be issued by the Suzhou Municipal Bureau of Foreign Investment and Commerce and the Suzhou Administration for Industry and Commerce to remediate these deficiencies in the event we did not sell the Erye Interest to the Purchasers under the Equity Purchase Agreement. If the Erye Sale is completed, no remediation will be required. If the Erye Sale is not concluded, the Purchasers have agreed to take certain steps to remediate matters, with more specificity if a sale to another party is desired. However, in the event the Erye Sale pursuant to the Equity Purchase Agreement did not close and filings were needed in connection with a sale to an alternative purchaser, even if such filings were made, no assurance can be given that any unremediated regulatory deficiencies would not have an adverse effect on the operating results and liquidity of Erye and the Company, and would not impede or delay efforts to divest our interest in Erye. Also, while such remediation process would be expected to trigger certain tax liabilities and penalties, at this time we would not expect such amounts to be material, and with the definitive Equity Purchase Agreement, we believe the risk of possible tax exposure and other regulatory issues in the PRC associated with the foregoing filing deficiency is relatively contained.

***We anticipate that we will need substantial additional financing in the future to continue our operations. If we are unable to raise additional capital as needed, we may be forced to delay, reduce or eliminate one or more of our product development programs, cell therapy initiatives or commercialization efforts.***

Even with the net cash proceeds of the Erye Sale, we anticipate that we will require additional capital to fund our current operating plan, including our existing U.S.-based cell therapy operations (such as clinical trials of AMR-001, development of our VSEL™ technology and a T-cell therapeutic, our cell manufacturing and processing operations and our stem cell storage business). Such capital requirements are described under "Management's Discussion and Analysis" above.

## **ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS**

As previously disclosed, and as follows:

The Company has agreed to issue equity to certain consultants and other service providers for services. Effective May 1, 2012, pursuant to a three month agreement for consulting services in investor relations and other specified related matters, the Company agreed to issue to a consultant 160,000 shares of restricted common stock, vesting as to 50% immediately and 50% at the end of the term of the agreement. Effective July 12, 2012, pursuant to a five month agreement for consulting services in business and financial relations and other specified matters, the Company agreed to issue 250,000 shares of the Company's restricted common stock, vesting ratably throughout the term of the agreement. Effective July 17, 2012, pursuant to a six month agreement for consulting services in financial relations and other specified matters, the Company agreed to issue 150,000 shares of restricted common stock, vesting as to 50,000 on the effective date, the one month and two month anniversaries of the agreement. Effective July 26, 2012, pursuant to a five month agreement for consulting services in media advertising and other specified matters, the Company agreed to issue to a consultant, 330,000 shares of the Company's restricted common stock, vesting as to 66,000 shares on the effective date and on each of the monthly anniversaries of the effective date throughout the term of the agreement. The issuance of all such securities is or was subject to the approval of the NYSE MKT.

We issued to three persons and/or entities an aggregate of 876,322 additional Units (the "Units") in our May-July 2012 private

placement, each Unit consisting of one share of common stock and one warrant for an aggregate consideration of \$375,000 at a purchase price of between \$.40 and \$.44 per Unit, which was equal to the greater of \$.40 or one penny above the market price on the date of execution of the subscription agreement by the investor. The warrants have an exercise price of \$0.51, expire five years from the date of issuance and are exercisable immediately upon issuance. On August 10, 2012, we issued an additional 1,219,512 Units in accordance with the terms of the May-July 2012 private placement at \$.41 per Unit for an aggregate consideration of \$500,000.

In connection with the July 2012 exercise of 2,808,140 of the warrants issued in our May-July 2012 private placement, we issued to each exercising holder in consideration of such exercise a new warrant (each, a "July 2012 New Warrant") to purchase the identical number of shares of our Common Stock as had been covered by such portion of the old May-July 2012 Private Placement Warrant as had been exercised. July 2012 New Warrants covering an aggregate of 2,808,140 were issued. The warrants were exercised at a per share exercise price equal to \$.51 for an aggregate consideration of \$1,432,151. Each July 2012 New Warrant is exercisable for five years and is subject to substantially the same terms as the old May-July 2012 Private Placement Warrant that was exercised, except that the per share exercise price of each July 2012 New Warrant is between \$.66 and \$.69, the closing price of our Common Stock on the date the old May-July 2012 Private Placement Warrant was exercised.

On August 10, 2012, a warrant holder exercised its warrants to purchase 2,100,000 shares of the Company's common stock at an exercise price of \$0.51 per share, for gross proceeds to the Company of approximately \$1.1 million. The warrants were originally issued in 2009 with an exercise price of \$2.50 per share. The Company's board of directors authorized the exercise modification in July 2012.

On August 10, 2012, a warrant holder exercised its warrants to purchase 344,828 shares of common stock at \$1.85, and 300,000 shares of common stock at \$1.45 per share, respectively, for gross proceeds to the Company of approximately \$1.1 million. Since the exercise prices of the warrants were significantly above the Company's stock price, the Company issued the warrant holder 1,458,952 shares of the Company's common stock as an inducement to exercise. The Company's board of directors authorized the exercise inducement in July 2012.

On August 10, 2012, the Company consummated a private placement and issued an aggregate of 2,254,385 Units (the "Units"), each Unit consisting of one share of common stock and one warrant for an aggregate consideration of \$1,285,000. The warrants have an exercise price of the greater of (i) \$0.70; or (ii) a penny above the closing price of Common stock on the date the subscription agreement is executed, expiring five years from the date of issuance and are exercisable immediately upon issuance.

The offer and sale by the Company of the securities described above were made in reliance upon the exemption from registration provided by Section 4(2) of the Securities Act of 1933, as amended (the "Securities Act"), for transactions by an issuer not involving a public offering. The offer and sale of such securities were made without general solicitation or advertising to "accredited investors" as such term is defined in Rule 501(a) of Regulation D promulgated under the Securities Act and/or pursuant to Regulation D or Regulation S, each promulgated under the Securities Act and may not be resold in the United States or to U.S. persons unless registered under the Securities Act or pursuant to an exemption from registration under the Securities Act.

### **ITEM 3. DEFAULTS UPON SENIOR SECURITIES**

None.

### **ITEM 4. MINE SAFETY DISCLOSURES**

Not applicable.

### **ITEM 5. OTHER INFORMATION**

For information with respect to certain recent issuances of equity in unregistered private transactions, see Part II – Item 2, Unregistered Sales of Equity Securities and Use of Proceeds.

Fullbright has assigned all its rights and obligations under the Equity Purchase Agreement (except for its obligations in respect of the return of certain NeoStem securities held by it as part of the purchase price, and its obligations in respect of closing deliverables) to Highacheive Holdings Limited, a limited liability company organized under the laws of the British Virgin Islands and an affiliate of Fullbright ("Highacheive"). As a result of the assignment, the Purchasers of our Erye Interest will be EET and Highacheive.

We have determined that under Delaware law, stockholder approval is not necessary for the consummation of the sale of our Erye Interest. As a result, we will not be delivering a proxy statement or holding a special meeting in connection with the Erye



Sale. We are currently working with the Purchasers to document the waiver of the shareholder approval provisions of the Equity Purchase Agreement.

As reported in our Current Report on Form 8-K filed on July 9, 2012 with the SEC, on July 9, 2012 we received from EET and Fullbright (collectively, the "Purchasers") the initial \$1,228,000 down payment (10% of the total cash purchase price for the Erye Sale). Additionally, in August 2012, the Purchasers paid \$4,912,000 (being 40% of the total cash purchase price for the Erye Sale) into escrow (the "Second Purchase Price Payment"), as follows: (x) \$2,456,000 (the "Offshore Second Purchase Price Payment") was deposited by the Purchasers into a U.S.-based escrow account (the "Offshore Escrow Account") (the Equity Purchase Agreement providing that the Offshore Second Purchase Price Payment shall be released to or subsidiary CBH upon the receipt of approval of the Erye Sale by the PRC Ministry of Commerce and/or its local counterparts as applicable ("MOFCOM Transfer Approval")) and (y) the RMB equivalent of \$2,456,000 (the "Onshore Second Purchase Price Payment") was deposited by the Purchasers into an escrow account inside the PRC (the "Onshore Escrow Account"). Pursuant to the Equity Purchase Agreement, the RMB equivalent of \$6,140,000 (the remaining 50% of the total cash purchase price for the Erye Sale) is due to be deposited by the Purchasers into the Onshore Escrow Account by the earlier of (a) the date the application seeking MOFCOM Transfer Approval is submitted or (b) September 30, 2012.

Closing of the Erye Sale is expected to occur by the fourth quarter of 2012, subject to the receipt of PRC regulatory approvals and the satisfaction of various closing conditions. Erye has informed us that it has completed the "Capital Increase Procedures" involving an increase to Erye's registered capital which will permit Erye to repay to EET portions of certain outstanding shareholder loans that EET had made to Erye, the Equity Purchase Agreement contemplating that the Purchasers will use the proceeds of these repayments to pay 90% of the total cash purchase price for the Erye Sale. PRC regulatory approvals that remain to be received include MOFCOM Transfer Approval, registration with the applicable PRC State Administration of Industry and Commerce and/or its local counterparts with respect to the Erye Sale ("SAIC Transfer Registration"), and approval of the PRC State Administration of Foreign Exchange and/or its local counterparts for the currency exchange in connection with the Erye Sale ("SAFE Transfer Approval"). Pursuant to the Equity Purchase Agreement, Erye has agreed to use its commercially reasonable best efforts to make regulatory filings and submit information necessary for the purpose of obtaining these approvals. To date, Erye has informed us that it has completed the "Capital Increase Procedures" involving an increase to Erye's registered capital so that loans from EET can be repaid. No assurances can be given that all closing conditions will be satisfied or waived, or that the foregoing PRC regulatory approvals will be obtained on a timely basis, or at all.

In August 2012, the Company signed a new lease for a larger space at its current executive offices at 420 Lexington Avenue, New York, NY 10170. The new lease is believed to be sufficient space for the near future. The lease term is to begin around September 2012 and extend through June 2015. The base monthly rent, which includes storage space, averages approximately \$27,000 per month. This property is used as the Company's corporate headquarters.

## **ITEM 6. EXHIBITS**

The exhibits to this Form 10-Q are listed in the Exhibit Index included elsewhere herein.

**NEOSTEM, INC.**  
**FORM 10Q**

**Exhibit Index**

Exhibit	Description	Reference
2.1	Equity Purchase Agreement dated as of June 18, 2012, by and among NeoStem, Inc., China Biopharmaceuticals Holdings, Inc., Fullbright Finance Limited, Suzhou Erye Economy & Trading Co., Ltd., and Suzhou Erye Pharmaceutical Co., Ltd. (1)	2.1
10.1	Letter Agreement dated April 11, 2012 between NeoStem, Inc. and Andrew Pecora, M.D. , F.A.C.P. (2)	10.107
10.2	Underwriting Agreement, dated March 29, 2012, by and among NeoStem, Inc. and the underwriters named on Schedule I thereto.(3)	10.2
10.3	Form of Common Stock Purchase Warrant for the March 29, 2012 Offering.(3)	4.1
10.4	Form of Subscription Agreement for the May-July 2012 Private Placement*	10.7
10.5	Form of Common Stock Purchase Warrant for the May-July Private Placement*	10.8
10.6	Form of New Warrant from July 2012*	10.9
31.1	Certification of Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002*	31.1
31.2	Certification of Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002*	31.2
32.1	Certification of Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002**	32.1
32.2	Certification of Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002**	32.2
101.INS	XBRL Instance Document***	101.INS
101.SCH	XBRL Taxonomy Extension Schema***	101.SCH
101.CAL	XBRL Taxonomy Extension Calculation Linkbase***	101.CAL
101.DEF	XBRL Taxonomy Extension Definition Linkbase***	101.DEF
101.LAB	XBRL Taxonomy Extension Label Linkbase***	101.LAB
101.PRE	XBRL Taxonomy Extension Presentation Linkbase***	101.PRE

\* Filed herewith.

\*\* Furnished herewith.

\*\*\* Users of this interactive data file are advised pursuant to Rule 406T of Regulations S-T that this interactive data file is deemed not filed or part of a registration statement or prospectus for purposes of sections 11 or 12 of the Securities Act of 1933, is deemed not filed for purposes of section 18 of the Securities Exchange Act of 1934, and otherwise is not subject to liability under these sections.

- (1) Filed with the SEC as an exhibit, numbered as indicated above, to our current report on Form 8-K dated June 18, 2012, which exhibit is incorporated here by reference.
- (2) Filed with the SEC as an exhibit, numbered as indicated above, to Amendment No. 1 on Form 10-K/A dated April 27, 2012 to our annual report on Form 10-K, which exhibit is incorporated here by reference.
- (3) Filed with the SEC as an exhibit, numbered as indicated above, to our current report on Form 8-K, dated March 29, 2012, which exhibit is incorporated here by reference.

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

NEOSTEM, INC. (Registrant)

By: /s/ Robin Smith M.D.

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Robin Smith M.D., Chief Executive Officer

Date: August 13, 2012

By: /s/ Larry A. May

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Larry A. May, Chief Financial Officer

Date: August 13, 2012

By: /s/ Joseph Talamo

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Joseph Talamo, Chief Accounting Officer

Date: August 13, 2012



## SUBSCRIPTION AGREEMENT

NeoStem, Inc.  
420 Lexington Avenue  
Suite 450  
New York, New York 10170  
Attention: Chief Executive Officer

Ladies and Gentlemen:

The undersigned investor (the “*Investor*”) under the following terms and conditions, offers to subscribe (the “*Offer*”) for the securities of NeoStem, Inc., a Delaware corporation (the “*Company*” or “*NeoStem*”). The Company is offering (the “*Offering*”) units (“*Units*”) at a per Unit price equal to the greater of (i) \$.40 or (ii) a penny above the closing market price per share of the Company’s Common Stock on the date the Investor executes this Subscription Agreement (the “*Closing Price*”), with each Unit consisting of (a) one share (the “*Common Shares*”) of common stock, \$.001 par value (the “*Common Stock*”) and (b) one accompanying warrant (each, a “*Warrant*” and together the “*Warrants*”) for the purchase of one share of Common Stock (each, a “*Warrant Share*”) at an exercise price equal to the greater of (i) \$.51, subject to adjustment, becoming exercisable six months after the date of issuance and expiring five years from the date of issuance. The form of Warrant is attached hereto as Exhibit A.

The Investor understands that the Units are being issued pursuant to one or more exemptions from the registration requirements of the Securities Act of 1933, as amended (the “*Securities Act*” or the “*Act*”), in a private placement pursuant to an exemption from registration under Regulation D promulgated under Section 4(2) and Rule 506 of the Act and/or an exemption from registration under Regulation S promulgated under the Securities Act. As such, the Common Stock, the Warrants and the Warrant Shares each are “*restricted securities*” and may not be sold or transferred absent a registration statement declared effective under the Act or an exemption from the registration requirements of the Act.

1. Subscription.

The closing (the “*Closing*”) of the transactions hereunder shall take place at the offices of the Company or at such other location as the Company may determine after the receipt by the Company of subscriptions for Units from Investors from time to time and after it has been determined that all conditions in this Agreement have been met. At each Closing, funds equal to the Subscription Amount of each Investor shall be delivered to the Company and the Company shall promptly thereafter deliver to each such Investor his, her or its respective Common Shares and Warrants as provided herein. The Company may close on any number of Units it may choose in its sole determination.

Subject to the terms and conditions hereinafter set forth in this Subscription Agreement, the Investor hereby offers to subscribe for Units as set forth in the Investor Signature Page attached hereto and contemporaneously herewith makes payment for the purchase of the Units by wire transfer or bank check.

2. Conditions.

The Offer is made subject to the following conditions: (i) that the Company, acting in good faith, shall have the right to accept or reject this Offer, in whole or in part, for any reason; (ii) that the Investor agrees to comply with the terms of this Subscription Agreement; and (iii) the Units are accepted for listing on the NYSE-Amex.

Acceptance of this Offer shall be deemed given by the countersigning of this Subscription Agreement by the Company. In the event the Company does not accept the Offer, any and all proceeds for the purchase of the Units by the Investor shall be returned to Investor.

3. Representations and Warranties of the Investor.

The Investor, in order to induce the Company to accept this Offer, hereby warrants and represents as follows:

PLEASE CHECK ONE OR BOTH OF THE TWO BOXES BELOW AS APPROPRIATE:

Investor is purchasing under Regulation D

OR

Investor is purchasing under Regulation S

(a) Organization; Authority. The Investor, if not an individual, is an entity duly organized, validly existing and in good standing under the laws of the jurisdiction of its organization with the requisite power and authority to enter into and to consummate the transactions contemplated by this Subscription Agreement and otherwise to carry out its obligations hereunder. The purchase by Investor of the Units hereunder has been duly authorized by all necessary action on the part of Investor. This Subscription Agreement has been duly executed by Investor, and when delivered by Investor in accordance with the terms hereof, will constitute the valid and legally binding obligation of Investor, enforceable against it in accordance with its terms, except (i) as limited by general equitable principles and applicable bankruptcy, insolvency, reorganization, moratorium and other laws of general application affecting enforcement of creditors' rights generally, and (ii) as limited by laws relating to the availability of specific performance, injunctive relief or other equitable remedies.

(b) Investor Representation for Purchase under Regulation D.

(i) Restricted Securities. Investor understands that the Units, Common Shares, Warrants and Warrant Shares (collectively the "Securities") are each "restricted securities" and have not been registered under the Securities Act or qualified under any applicable state securities law by reason of their issuance in a transaction that does not require registration or qualification (based in part on the accuracy of the representations and warranties of the Investor contained herein), and that such securities must be held indefinitely unless a subsequent disposition is registered under the Securities Act or any applicable state securities laws or is exempt from such registration. The Investor hereby agrees that the Company may insert the following or similar legend on the face of the certificates evidencing the Units, Common Shares, Warrants and Warrant Shares, if required in compliance with federal and state securities laws:

"THESE SECURITIES HAVE NOT BEEN REGISTERED UNDER THE SECURITIES ACT OF 1933, AS AMENDED (THE "SECURITIES ACT") NOR UNDER THE SECURITIES LAWS OF ANY STATE. THEY MAY NOT BE SOLD, OFFERED FOR SALE, OR HYPOTHECATED IN THE ABSENCE OF A REGISTRATION STATEMENT IN EFFECT WITH RESPECT TO THE SECURITIES UNDER SUCH ACT OR AN OPINION OF COUNSEL REASONABLY SATISFACTORY TO THE COMPANY THAT SUCH REGISTRATION IS NOT REQUIRED PURSUANT TO A VALID EXEMPTION THEREFROM UNDER THE SECURITIES ACT."

The Investor understands and acknowledges that the U.S. Securities and Exchange Commission (the "Commission") currently takes the position that coverage of short sales of shares of the Common Stock "against the box" prior to the effective date of a registration statement registering the re-sale of the Common Shares and the Warrant Shares is a violation of Section 5 of the Securities Act, as set forth in Item 65, Section 5 under Section A, of the Manual of Publicly Available Telephone Interpretations, dated July 1997, compiled by the Office of Chief Counsel, Division of Corporation Finance. Accordingly, the Investor agrees not to use any of the Common Shares or Warrant Shares to cover any short sales made prior to the effective date of such registration statement.

(ii) No Distribution. Investor is acquiring the Units as principal for its own account, in the ordinary course of its business, and not with a view to or for distributing or reselling such Units or any part thereof. Investor has no present intention of distributing any of such Common Shares, Warrants or Warrant Shares and has no agreement or understanding, directly or indirectly, with any other individual, corporation, partnership, trust, incorporated or unincorporated association, joint venture, limited liability company, joint stock company, government (or an agency or subdivision thereof), or other entity of any kind (each, a "Person") regarding the distribution of such Common Shares, Warrants or Warrant Shares (this representation and warranty not limiting such Investor's right or intent to sell the Common Share, Warrants or Warrant Shares pursuant to a Registration Statement or otherwise in compliance with applicable federal and state securities laws).

(iii) Investor Status. Investor is an "Accredited Investor" as defined in Rule 501(a)(1), (a)(2), (a)(3), (a)(7), or (a)(8) under the Securities Act. In general, an Accredited Investor is deemed to be an institution with assets in excess of \$5,000,000 or individuals with net worth in excess of \$1,000,000 (excluding the value of the Investor's home) or annual income exceeding \$200,000, or \$300,000 jointly with their spouse and is defined on Schedule A hereto.

(iv) Experience of Investor. Investor, either alone or together with its representatives, has such knowledge, sophistication, and experience in business and financial matters so as to be capable of evaluating the merits and risks of the prospective investment in the Units, and has so evaluated the merits and risks of such investment. The Investor has not authorized any Person to act as his Purchaser Representative (as that term is defined in Regulation D of the General Rules and Regulations under the Act) in connection with this transaction. Investor is able to bear the economic risk of an investment in the Units and, at the present time, is able to afford a complete loss of such investment.

(v) General Solicitation. Investor is not purchasing the Units as a result of any advertisement, article, notice or other communication regarding the Units published in any newspaper, magazine, or similar media or broadcast over television or radio or presented at any seminar or any other general solicitation or general advertisement.

(c) Investor Representations for Purchase under Regulation S.

(i) Restricted Securities. Investor understands that the Units, Common Shares, Warrants and Warrant Shares (collectively the "Securities") are each "restricted securities" and have not been registered under the Securities Act or qualified under any applicable state securities law by reason of their issuance in a transaction that does not require registration or qualification (based in part on the accuracy of the representations and warranties of the Investor contained herein), and that such securities must be held indefinitely unless a subsequent disposition is registered under the Securities Act or any applicable state securities laws or is exempt from such registration. The Investor hereby agrees that the Company may insert the following or similar legend on the face of the certificates evidencing the Units, Common Shares, Warrants and Warrant Shares, if required in compliance with federal and state securities laws:

"THESE SECURITIES HAVE NOT BEEN REGISTERED UNDER THE SECURITIES ACT OF 1933, AS AMENDED (THE "ACT"), AND MAY NOT BE SOLD, TRANSFERRED OR OTHERWISE DISTRIBUTED, DIRECTLY OR INDIRECTLY, IN THE UNITED STATES, ITS TERRITORIES, POSSESSIONS, OR AREAS SUBJECT TO ITS JURISDICTION, OR TO OR FOR THE ACCOUNT OR BENEFIT OF A "U.S. PERSON" AS THAT TERM IS DEFINED IN RULE 902 OR REGULATION S OF THE ACT, AT ANY TIME PRIOR TO ONE (1) YEAR AFTER THE ISSUANCE OF THIS CERTIFICATE, IN THE ABSENCE OF (i) AN EFFECTIVE REGISTRATION STATEMENT FOR THE SECURITIES UNDER THE ACT, OR (ii) AN OPINION OF COUNSEL REASONABLY SATISFACTORY TO THE COMPANY THAT SUCH REGISTRATION IS NOT REQUIRED PURSUANT TO A VALID EXEMPTION THEREFROM UNDER THE ACT. HEDGING TRANSACTIONS INVOLVING THE SHARES REPRESENTED HEREBY MAY NOT BE CONDUCTED UNLESS IN COMPLIANCE WITH THE ACT. ANY SALES, TRANSFERS OR OTHER DISTRIBUTIONS OF THE SECURITIES MUST BE MADE IN ACCORDANCE WITH THE PROVISIONS OF REGULATION S OF THE ACT. THIS CERTIFICATE MUST BE SURRENDERED TO THE COMPANY OR ITS TRANSFER AGENT AS A CONDITION PRECEDENT TO THE SALE, TRANSFER OR OTHER DISTRIBUTION OF ANY INTEREST IN ANY OF THE SECURITIES REPRESENTED BY THIS CERTIFICATE."

The Investor understands and acknowledges that the U.S. Securities and Exchange Commission (the "Commission") currently takes the position that coverage of short sales of shares of the Common Shares "against the box" prior to the effective date of a registration statement registering the re-sale of the Units, Common Shares, Warrants and Warrant Shares is a violation of Section 5 of the Securities Act, as set forth in Item 65, Section 5 under Section A, of the Manual of Publicly Available Telephone Interpretations, dated July 1997, compiled by the Office of Chief Counsel, Division of Corporation Finance. Accordingly, without limiting the restrictions set forth herein, Investor agrees not to use any of the Units, Common Shares, Warrants and Warrant Shares to cover any short sales made prior to the effective date of such registration statement.

(ii) (a) Non-U.S. Person. The Investor is a Non-U.S. Person (as defined herein). As used herein, the term "United States" means and includes the United States of America, its territories and possessions, any State of the United States, and the District of Columbia, and the term "Non-U.S. Person" means any person who is not a U.S. Person, within the meaning of Regulation S, the definition of which is set forth on Schedule B attached hereto, or is deemed not to be a U.S. Person pursuant to Rule 902(k)(2) of Regulation S, as set forth on Schedule C attached hereto.

(b) The Investor has been advised and acknowledges that:

1. the Securities have not been, and when issued, will not be registered pursuant to the Securities Act, the securities laws of any state of the United States or the securities laws of any other country;
2. in issuing and selling the Securities to the Investor pursuant hereto, the Company is relying upon the "safe harbor" provided by Regulation S;

3. it is a condition to the availability of the Regulation S “safe harbor” that the Securities not be offered or sold in the United States or to a U.S. Person until the expiration of a period of one year following the Closing (the “*Restricted Period*”); and

4. notwithstanding the foregoing, prior to the expiration of the Restricted Period the Securities may be offered or sold by the holder thereof if such offer and sale is made in compliance with the terms of this Agreement and either: (A) if the offer or sale is within the United States or to or for the account of a U.S. Person (as such terms are defined in Regulation S), the sale is made pursuant to an effective registration statement or pursuant to an exemption from the registration requirements of the Securities Act; or (B) the offer and sale is outside the United States and to other than a U.S. Person.

(iii) The Investor agrees that with respect to the Securities until the expiration of the Restricted Period:

1. the Investor, its agents or its representatives have not and will not solicit offers to buy, offer for sale or sell any of the Securities, or any beneficial interest therein in the United States or to or for the account of a U.S. Person during the Restricted Period; and

2. notwithstanding the foregoing, prior to the expiration of the Restricted Period the Securities shall not be offered or sold by the holder thereof unless such offer and sale is made in compliance with the terms of this Agreement and either: (A) if the offer or sale is within the United States or to or for the account of a U.S. Person (as such terms are defined in Regulation S), the sale is made pursuant to an effective registration statement or pursuant to an exemption from the registration requirements of the Securities Act; or (B) the offer and sale is outside the United States and to other than a U.S. Person; and

3. the Investor will not engage in hedging transactions with regard to the Securities unless in compliance with the Securities Act.

The foregoing restrictions are binding upon subsequent transferees of the Securities, except for transferees pursuant to an effective registration statement. The Investor agrees that after the Restricted Period, the Securities may be offered or sold within the United States or to or for the account of a U.S. Person only pursuant to applicable securities laws, including, without limitation, Regulation S.

(iv) The Investor is not purchasing the Securities as a result of any advertisement, article, notice or other communication regarding the Securities published in any newspaper, magazine or similar media or broadcast over television or radio or presented at any seminar or other general solicitation or advertisement. The Investor has not engaged, nor is it aware that any party has engaged, and the Investor will not engage or cause any third party to engage, in any “directed selling efforts,” as such term is defined in Regulation S, in the United States with respect to the Securities.

(v) The Investor: (1) is domiciled and has its principal place of business outside the United States; (2) certifies it is not a U.S. Person and is not acquiring the Securities for the account or benefit of any U.S. Person; and (3) at the time of the Closing, the Investor or persons acting on the Investor's behalf in connection therewith will be located outside the United States.

(vi) At the time of offering to the Investor and communication of the Investor's order to purchase the Securities and at the time of the Investor's execution of this Agreement, the Investor or persons acting on the Investor's behalf in connection therewith were located outside the United States.

(vii) The Investor is not a “distributor” (as defined in Regulation S) or a “dealer” (as defined in the Securities Act).

(viii) The Investor acknowledges that the Company shall make a notation in its stock books regarding the restrictions on transfer set forth in this Agreement and shall transfer such shares on the books of the Company only to the extent consistent therewith. In particular, the Investor acknowledges that the Company shall refuse to register any



transfer of the Securities not made in accordance with the provisions of Regulation S, pursuant to registration pursuant to the Securities Act or pursuant to an available exemption from registration.

(ix) The Investor hereby represents that the Investor is satisfied as to the full observance of the laws of the Investor's jurisdiction in connection with any invitation to subscribe for the Securities or any use of the Agreement, including (i) the legal requirements within such Investor's jurisdiction for the purchase of the Securities, (ii) any foreign exchange restrictions applicable to such purchase, (iii) any governmental or other consents that may need to be obtained and (iv) the income tax and other tax consequences, if any, that may be relevant to the purchase, holding, redemption, sale or transfer of the Securities. The Investor's subscription and payment for, and the Investor's continued beneficial ownership of, the Securities will not violate any applicable securities or other laws of the Investor's jurisdiction.

(x) The Investor is a resident of a country (an "*International Jurisdiction*") other than Canada or the United States and the decision to subscribe for the Securities was taken in such International Jurisdiction.

(xi) The delivery of this Subscription Agreement, the acceptance of it by the Company and the issuance of the Securities to the Investor complies with all laws applicable to the Investor, including the laws of the Investor's jurisdiction of formation, and all other applicable laws, and will not cause the Company to become subject to, or require it to comply with, any disclosure, prospectus, filing or reporting requirements under any applicable laws of the International Jurisdiction.

(xii) The Investor is knowledgeable of, or has been independently advised as to, the application or jurisdiction of the securities laws of the International Jurisdiction which would apply to the subscription (other than the securities laws of Canada and the United States).

(xiii) The Investor is purchasing the Securities pursuant to exemptions from the prospectus and registration requirements (or their equivalent) under the applicable securities laws of that International Jurisdiction or, if such is not applicable, each is permitted to purchase the Securities under the applicable securities laws of the International Jurisdiction without the need to rely on an exemption.

(xiv) The applicable securities laws do not require the Company to register any of the Securities, file a prospectus or similar document, or make any filings or disclosures or seek any approvals of any kind whatsoever from any regulatory authority of any kind whatsoever in the International Jurisdiction.

(xv) The Investor will not sell, transfer or dispose of the Securities except in accordance with all applicable laws, including, without limitation, applicable securities laws of each of International Jurisdiction, Canada and the United States, and the Investor acknowledges that the Company shall have no obligation to register any such purported sale, transfer or disposition which violates applicable, International Jurisdiction, Canadian or United States or other securities laws.

(xvi) Investor Status. Investor is an "Accredited Investor" as defined in Rule 501(a)(1), (a)(2), (a)(3), (a)(7), or (a)(8) under the Securities Act. In general, an Accredited Investor is deemed to be an institution with assets in excess of \$5,000,000 or individuals with net worth in excess of \$1,000,000 (excluding the value of an Investor's home) or annual income exceeding \$200,000, or \$300,000 jointly with their spouse and is defined on Schedule A hereto.

(xvii) Experience of Investor. The Investor, either alone or together with its representatives, has such knowledge, sophistication, and experience in business and financial matters so as to be capable of evaluating the merits and risks of the prospective investment in the Securities, and has so evaluated the merits and risks of such investment. The Investor is able to bear the economic risk of an investment in the Securities and, at the present time, is able to afford a complete loss of such investment.

(d) Access to Information. The Investor has reviewed the SEC Reports (as that term is defined in Section 4(g)), as well as a confidential draft of the Company's report on Form 10-Q for the quarter ended March 31, 2012, to be filed on or before May 15, 2012 (the "Supplemental Information"). The Investor has also been afforded the opportunity to ask questions of, and receive answers from, the officers and/or directors of the Company concerning the terms and conditions of the Offering and to obtain any additional information, to the extent that the Company possesses such information, which Investor considers necessary and appropriate in order to permit Investor to evaluate the merits and

risks of an investment in the Units. It is understood that all documents, records, and books pertaining to this investment have been made available for inspection by the Investor during reasonable business hours at the Company's principal place of business. Notwithstanding the foregoing, it is understood that the Investor is purchasing the Units without being furnished any prospectus setting forth all of the information that would be required to be furnished under the Securities Act and this Offering has not been passed upon or the merits thereof endorsed or approved by any state or federal authorities.

#### 4. Representations and Warranties of the Company.

The Company hereby makes the following representations and warranties to the Investor:

(a) Organization and Qualification. The Company is a corporation duly incorporated, validly existing and in good standing under the laws of the State of Delaware, with the requisite power and authority to own and use its properties and assets and to carry on its business as currently conducted. The Company is not in violation or default of any of the provisions of its respective certificate or articles of incorporation, bylaws or other organizational or charter documents. The Company is duly qualified to conduct business and is in good standing as a foreign corporation in each jurisdiction in which the nature of the business conducted or property owned by it makes such qualification necessary, except where the failure to be so qualified or in good standing, as the case may be, would not have or reasonably be expected to result in (i) a material adverse effect on the legality, validity or enforceability of this Subscription Agreement, (ii) a material adverse effect on the results of operations, assets, business, prospects or financial condition of the Company, taken as a whole, or (iii) a material adverse effect on the Company's ability to perform in any material respect on a timely basis its obligations under this Subscription Agreement (any of (i), (ii), or (iii), a "*Material Adverse Effect*").

(b) Authorization; Enforcement. The Company has the requisite corporate power and authority to enter into and to consummate the Offering, to issue the Units and, upon due exercise of the Warrants, to duly issue the shares of Common Stock deliverable thereunder. The execution and delivery of this Subscription Agreement and the Units by the Company and the consummation by it of the transactions contemplated hereby have been duly authorized by all necessary action on the part of the Company and no further consent or action is required by the Company, other than the Required Approvals (as defined below). This Subscription Agreement, when executed and delivered in accordance with the terms hereof, will constitute the valid and binding obligation of the Company enforceable against the Company in accordance with its terms, except (i) as limited by applicable bankruptcy, insolvency, reorganization, moratorium, and other laws of general application affecting enforcement of creditors' rights generally and (ii) as limited by laws relating to the availability of specific performance, injunctive relief or other equitable remedies.

(c) No Conflicts. The execution, delivery, and performance of this Subscription Agreement by the Company and the consummation by the Company of the Offering and issuance of the Units does not and will not: (i) conflict with or violate any provision of the Company's certificate or articles of incorporation, bylaws or other organizational or charter documents or (ii) subject to obtaining the Required Approvals, conflict with, or constitute a default (or an event that with notice or lapse of time or both would become a default) under, or give to others any rights of termination, amendment, acceleration or cancellation (with or without notice, lapse of time or both) of any agreement, credit facility, debt, or other instrument (evidencing the Company's debt or otherwise) or other understanding to which the Company is a party or by which any property or asset of the Company is bound or affected, or (iii) result in a violation of any law, rule, regulation, order, judgment, injunction, decree, or other restriction of any court or governmental authority as currently in effect to which the Company is subject (including federal and state securities laws and regulations), or by which any property or asset of the Company is bound or affected; except in the case of each of clauses (ii) and (iii), such as could not, individually or in the aggregate have a Material Adverse Effect.

(d) Filings, Consents, and Approvals. The Company is not required to obtain any consent, waiver, authorization, or order of, give any notice to, or make any filing or registration with, any court or other federal, state, local, or other governmental authority or other Person in connection with the execution, delivery and performance by the Company of this Subscription Agreement, other than: (i) the filing with the Securities and Exchange Commission ("*Commission*") of the Registration Statement pursuant to Section 5, (ii) the filing with the Commission of a Form D pursuant to Commission Regulation D (as applicable), (iii) any applicable Blue Sky filings, and (iv) listing with the NYSE Amex (collectively, the "*Required Approvals*").

(e) Issuance of the Units. The Units, and each component or underlying security, are duly authorized and, when issued and paid for in accordance with this Subscription Agreement, will be duly and validly issued, fully paid and nonassessable, free and clear of all liens, and not subject to any preemptive rights. The Company will reserve from its duly authorized capital stock a number of shares of Common Stock required for issuance of the Warrant Shares.

(f) Capitalization. The number of shares and type of all authorized, issued, and outstanding capital stock of the Company is as set forth in the SEC Reports as of the respective dates set forth therein. No Person has any right of first refusal, preemptive right, right of participation, or any similar right to participate in the Offering; provided that it is understood that the Company's Series E Preferred Stock (and the warrants issued in connection with such Series E Preferred Stock) have certain anti-dilution rights as described in the SEC Reports. No further approval or authorization of any stockholder, the Board of Directors of the Company, or others is required for the issuance and sale of the Units and the underlying Warrant Shares. Upon exercise of the Warrants in accordance with their terms, the Warrant Shares issuable thereby will be deemed duly authorized, validly issued, fully paid and non-accessible in all respects.

(g) SEC Reports; Financial Statements. The Company has filed all reports required to be filed by it under the Securities Act and the Exchange Act, including pursuant to Section 13(a) or 15(d) thereof, for the one year preceding the date hereof (or such shorter period as the Company was required by law to file such material) (the foregoing materials being collectively referred to herein as the "SEC Reports"). As of their respective dates, the SEC Reports complied in all material respects with the requirements of the Securities Act and the Exchange Act and the rules and regulations of the Commission promulgated thereunder, and none of the SEC Reports, when filed, contained any untrue statement of a material fact or omitted to state a material fact required to be stated therein or necessary in order to make the statements therein, in light of the circumstances under which they were made, not misleading. The Company has advised Investor(s) that a copy of each of the SEC Reports (together with all exhibits and schedules thereto and as amended to date) is available at <http://www.sec.gov>, a website maintained by the Commission where Investor(s) may view the SEC Reports.

(h) Private Placement. Assuming the accuracy of the Investor representations and warranties set forth in Section 3, no registration under the Securities Act is required for the offer and sale of the Units by the Company to the Investor as contemplated hereby or the exercise of the Warrants.

(i) No General Solicitation. Neither the Company nor any Person acting on behalf of the Company has offered or sold any of the Units by any form of general solicitation or general advertising. The Company has offered the Units for sale only to each investor in the Offering and certain other "accredited investors" within the meaning of Rule 501 under the Securities Act.

5. Registration Rights. If, at any time after June 1, 2012 the Company shall determine to prepare and file with the Securities and Exchange Commission (the "SEC") a registration statement relating to an offering for its own account or the account of others under the Securities Act of 1933, as amended (the "Securities Act") or any of its equity securities (a "Registration Statement"), other than a pre-effective or post-effective amendment to a current registration statement or other than on Form S-4 or Form S-8 (each as promulgated under the Securities Act) or their then equivalents relating to equity securities to be issued solely in connection with any acquisition of any entity or business or equity securities issuable in connection with stock option or other employee benefit plans and so long as Investor's Shares qualify for inclusion on the SEC form being utilized by the Company, then the Company shall provide to Investor with respect to the Shares (hereinafter, the "Registrable Securities") the opportunity to have such Registrable Securities included in such Registration Statement; provided, that the Company shall only be required to provide such opportunity until the earliest of (i) the date all of such Registrable Securities have been sold pursuant to a Registration Statement, (ii) the date all of such Registrable Securities have otherwise been transferred to persons who may trade such shares without restriction under the Securities Act, and the Company has delivered a new certificate or other evidence of ownership for such securities not bearing a restrictive legend, and (iii) the date all of such Registrable Securities may be sold without volume or manner of sale limitations pursuant to Rule 144 (the "Effectiveness Period"). In connection with any registration:

(i) Investor may not participate in any registration hereunder which is underwritten unless Investor (A) agrees to sell its securities on the basis provided in any underwriting arrangements approved by the Company and (B) with respect to any registration, timely completes and executes all questionnaires and other customary documents.

(ii) All fees, disbursements and out-of-pocket expenses and costs incurred by the Company in connection with the preparation and filing of the Registration Statement shall be borne by the Company. Investor shall bear any reasonable cost of underwriting and/or brokerage discounts, fees, and commissions, if any, applicable to the Registrable Securities being registered and sold by an underwriter for the Investor and the fees and expenses of the Investor's counsel. The Company shall use its reasonable best efforts to qualify any of the Registrable Securities for sale in such states as the Investor reasonably designates provided that the Company shall not be required to qualify in any state which will require an escrow or other restriction relating to the Company and/or the sellers, or which will require the Company to qualify to do business in such state or require the Company to file therein any general consent to service of process and the Company shall in no event be required to qualify in greater than five states.

(iii) Notwithstanding any other provisions hereof, with respect to an underwritten public offering by the Company, if the managing underwriter advises the Company that marketing or other factors require a limitation of the number of shares to be underwritten, then there shall be excluded from such registration and underwriting to the extent necessary to satisfy such limitation, Registrable Securities held by the Investor prior to any cutback of shares to be sold for the Company or any other holder of shares with registration rights. Further, the Investor shall agree not to sell any Registrable Securities included in the underwritten public offering for such period as may be reasonably required by the managing underwriter. In connection with filing any Registration Statement; if the SEC limits the amount of securities to be registered, then the Company shall be allowed to exclude the Registrable Securities from the Registration Statement prior to excluding any securities it desires to register on its own account and any securities entitled to registration rights under any other agreement to which the Company is a party.

6. Other Agreements of the Company and the Investor.

(a) Exercise Procedures. The form of Notice of Exercise included in the Warrants sets forth the totality of the procedures required of the Investor in order to exercise the Warrants.

(b) Press Releases. The Company may issue a press release if required upon the final closing of the offering and in its reasonable discretion.

(c) Confidentiality. Each Investor agrees that he, she or it will keep confidential and will not disclose, divulge or use for any purpose any confidential, proprietary or secret information, including the Supplemental Information, which such Investor may obtain from the Company pursuant to financial statements, reports and other materials or information submitted by the Company to such Investor pursuant to or in connection with this Subscription Agreement or otherwise (but not including the filed SEC Reports) (“Confidential Information”), unless such Confidential Information is known, or until such Confidential Information becomes known, to the public (other than as a result of a breach of this section by such Investor); provided, however, that an Investor may disclose Confidential Information (i) to his, her or its attorneys, accountants, consultants, and other professionals to the extent necessary to obtain their services in connection with monitoring his, her or its investment in the Company, or (ii) as may otherwise be required by law, provided that the Investor takes reasonable steps to minimize the extent of any such required disclosure and promptly notifies the Company when it becomes aware of such legal requirement.

7. Miscellaneous.

(a) Termination. The Investor agrees that he shall not cancel, terminate, or revoke this Subscription Agreement or any agreement of the Investor made hereunder other than as set forth herein, and that this Subscription Agreement shall survive the death or disability of the Investor. If the Company elects to cancel this Subscription Agreement, provided that it returns to the Investor, without interest and without deduction, all sums paid by the Investor, this Offer shall be null and void and of no further force and effect, and no party shall have any rights against any other party hereunder.

(b) Entire Agreement. This Subscription Agreement, together with the schedules and exhibits hereto, contains the entire understanding of the Company and the Investor with respect to the subject matter hereof.

(c) Notices. Any and all notices or other communications or deliveries required or permitted to be provided hereunder shall be in writing and shall be deemed given and effective on the earliest of (a) the second Business Day following the date of mailing, if sent by U.S. nationally recognized overnight courier service, or (b) upon actual receipt by the party to whom such notice is required to be given. The address for such notices and communications shall be to the Investor at his address set forth on the Investor Signature Page, and to the Company at the addresses set forth in the SEC Reports.

(d) Amendments; Waivers. No provision of this Agreement may be waived or amended except in a written instrument signed, in the case of an amendment, or in the case of a waiver, by the Company and the individual Investor. No waiver of any default with respect to any provision, condition or requirement of this Agreement shall be deemed to be a continuing waiver in the future or a waiver of any subsequent default or a waiver of any other provision, condition or requirement hereof, nor shall any delay or omission of either party to exercise any right hereunder in any manner impair the exercise of any such right.

(e) Construction. The headings herein are for convenience only, do not constitute a part of this Subscription Agreement and shall not be deemed to limit or affect any of the provisions hereof.

(f) Successors and Assigns. This Subscription Agreement shall be binding upon and inure to the benefit of the

parties and their successors and permitted assigns. The Company may not assign this Subscription Agreement or any rights or obligations hereunder without the prior written consent of each Investor in the Offering. Investor may assign any or all of its rights under this Agreement to any Person to whom Investor assigns or transfers any of the Common Shares or Warrant Shares.

(g) No Third-Party Beneficiaries. This Subscription Agreement is intended for the benefit of the parties hereto and their respective successors and permitted assigns and is not for the benefit of, nor may any provision hereof be enforced by, any other Person.

(h) Governing Law. All questions concerning the construction, validity, enforcement, and interpretation of this Subscription Agreement shall be governed by and construed and enforced in accordance with the internal laws of the State of New York, without regard to the principles of conflicts of law thereof. Each party agrees that all legal proceedings concerning the interpretations, enforcement and defense of the transactions contemplated by this Subscription Agreement (whether brought against a party hereto or its respective affiliates, directors, officers, shareholders, employees, or agents) shall be commenced exclusively in the state and federal courts sitting in the City of New York. Each party hereby irrevocably submits to the exclusive jurisdiction of the state and federal courts sitting in the City of New York, Borough of Manhattan for the adjudication of any dispute hereunder or in connection herewith or with any transaction contemplated hereby or discussed herein, and hereby irrevocably waives, and agrees not to assert in any suit, action or proceeding, any claim that it is not personally subject to the jurisdiction of any such court, that such suit, action or proceeding is improper or inconvenient venue for such proceeding. Each party hereby irrevocably waives personal service of process and consents to process being served in any such suit, action or proceeding by mailing a copy thereof via registered or certified mail or overnight delivery (with evidence of delivery) to such party at the address in effect for notices to it under this Subscription Agreement and agrees that such service shall constitute good and sufficient service of process and notice thereof. Nothing contained herein shall be deemed to limit in any way any right to serve process in any manner permitted by law. The parties hereby waive all rights to a trial by jury. If either party shall commence an action or proceeding to enforce any provisions of this Subscription Agreement, then the prevailing party in such action or proceeding shall be reimbursed by the other party for its attorneys' fees and other costs and expenses incurred with the investigation, preparation, and prosecution of such action or proceeding.

(i) Survival. The representations and warranties contained herein shall survive the closing of the transaction hereunder.

(j) Execution. In the event that any signature is delivered by facsimile transmission, such signature shall create a valid and binding obligation of the party executing (or on whose behalf such signature is executed) with the same force and effect as if such facsimile signature page were an original thereof. This Agreement may be executed in two or more counterparts each of which shall be deemed an original, but all of which shall together constitute one and the same instrument.

(k) Severability. If any provision of this Subscription Agreement is held to be invalid or unenforceable in any respect, the validity and enforceability of the remaining terms and provisions of this Subscription Agreement shall not in any way be affected or impaired thereby and the parties will attempt to agree upon a valid and enforceable provision that is a reasonable substitute therefor, and upon so agreeing, shall incorporate such substitute provision in this Subscription Agreement.

(l) Remedies. In addition to being entitled to exercise all rights provided herein or granted by law, including recovery of damages, each of Investor and the Company will be entitled to specific performance under this Subscription Agreement. The parties agree that monetary damages may not be adequate compensation for any loss incurred by reason of any breach of obligations described in the foregoing sentence and hereby agrees to waive in any action for specific performance of any such obligation the defense that a remedy at law would be adequate.

(m) Fees and Expenses. Except as provided in writing, the parties hereto shall be responsible for their own legal and other expenses, if any, in connection with this transaction.

**INVESTOR SIGNATURE PAGE FOR NEOSTEM, INC. SUBSCRIPTION AGREEMENT**

**Please print or type, Use ink only. (All Parties Must Sign)**

The undersigned Investor hereby certifies that he (i) has received and relied solely upon the SEC Reports, this Subscription Agreement and their respective exhibits and schedules, (ii) agrees to all the terms and conditions of this Subscription Agreement, (iii) meets the suitability standards set forth herein and (iv) is a resident of the state or foreign jurisdiction indicated below.

Dollar Amount of Units Subscribed for: \$ \_\_\_\_\_

\_\_\_\_\_ Name of Investor (Print) \_\_\_\_\_ and  
\_\_\_\_\_ indicate capacity of signatory

\_\_\_\_\_ under the signature:  
\_\_\_\_\_  Trust  
\_\_\_\_\_ Name of Joint Investor (if any) (Print)  Estate  Uniform Gifts to Minors Act  
\_\_\_\_\_ State of  
\_\_\_\_\_ Signature of Investor  Attorney-in-fact  Corporation  
\_\_\_\_\_  Other  
\_\_\_\_\_ Signature of Joint Investor (if any)

\_\_\_\_\_ If Joint Ownership, Check one:  
\_\_\_\_\_  Joint Tenants with Right of Survivorship  Tenants in Common  
\_\_\_\_\_ Capacity of Signatory (if applicable)  
\_\_\_\_\_  Tenants by the Entirety  
\_\_\_\_\_ Social Security or Taxpayer Identification Number  Community Property

Investor Address: \_\_\_\_\_ Backup Withholding Statement:  
\_\_\_\_\_  Please check this box only if the \_\_\_\_\_ investor is subject to  
\_\_\_\_\_ backup  
\_\_\_\_\_ Street Address \_\_\_\_\_ withholding

\_\_\_\_\_ Foreign Person:  
City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_  Please check this box only if the  
investor is a nonresident alien,  
Foreign partnership, foreign trust,  
Corporation, or foreign estate

Telephone: (\_\_\_\_) \_\_\_\_\_ Country \_\_\_\_\_  
Passport# \_\_\_\_\_  
Fax: (\_\_\_\_) \_\_\_\_\_ ID# \_\_\_\_\_  
E-mail: \_\_\_\_\_ ID Type \_\_\_\_\_  
Address for Delivery of Units (if different from above):

\_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

THE SUBSCRIPTION FOR UNITS OF NEOSTEM, INC. BY THE ABOVE NAMED INVESTOR(S) IS ACCEPTED THIS \_\_\_\_\_ DAY OF MAY 2012.

NEOSTEM, INC.

By:  
Name: Robin L. Smith  
Title: Chairman and CEO

Schedule A

Accredited Investor

An “accredited Investor” means:

- i. a bank, insurance company, registered investment company, business development company, or small business investment company;
- ii. an employee benefit plan, within the meaning of the Employee Retirement Income Security Act, if a bank, insurance company, or registered investment adviser makes the investment decisions, or if the plan has total assets in excess of \$5 million;
- iii. a charitable organization, corporation, or partnership with assets exceeding \$5 million;
- iv. a director, executive officer, or general partner of the company selling the securities;
- v. a business in which all the equity owners are accredited investors;
- vi. a natural person who has individual net worth, or joint net worth with the person's spouse, that exceeds \$1 million at the time of the purchase, exclusive of the value of the person's primary residence;
- vii. a natural person with income exceeding \$200,000 in each of the two most recent years or joint income with a spouse exceeding \$300,000 for those years and a reasonable expectation of the same income level in the current year; or
- viii. a trust with assets in excess of \$5 million, not formed to acquire the securities offered, whose purchases a sophisticated person makes.



Schedule B

U.S. Person

A "U.S. person" means:

- i. Any natural person resident in the United States;
- ii. Any partnership or corporation organized or incorporated under the laws of the United States;
- iii. Any estate of which any executor or administrator is a U.S. person;
- iv. Any trust of which any trustee is a U.S. person;
- v. Any agency or branch of a foreign entity located in the United States;
- vi. Any non-discretionary account or similar account (other than an estate or trust) held by a dealer or other fiduciary for the benefit or account of a U.S. person;
- vii. Any discretionary account or similar account (other than an estate or trust) held by a dealer or other fiduciary organized, incorporated, or (if an individual) resident in the United States; and
- viii. Any partnership or corporation if:
  - a. Organized or incorporated under the laws of any foreign jurisdiction; and
  - b. Formed by a U.S. person principally for the purpose of investing in securities not registered under the Act, unless it is organized or incorporated, and owned, by accredited investors (as defined in Rule 501(a)) who are not natural persons, estates or trusts.

Schedule C

Non-U.S. Person

The following are not "U.S. persons":

- i. Any discretionary account or similar account (other than an estate or trust) held for the benefit or account of a non-U.S. person by a dealer or other professional fiduciary organized, incorporated, or (if an individual) resident in the United States;
- ii. Any estate of which any professional fiduciary acting as executor or administrator is a U.S. person if:
  - a. An executor or administrator of the estate who is not a U.S. person has sole or shared investment discretion with respect to the assets of the estate; and
  - b. The estate is governed by foreign law;
- iii. Any trust of which any professional fiduciary acting as trustee is a U.S. person, if a trustee who is not a U.S. person has sole or shared investment discretion with respect to the trust assets, and no beneficiary of the trust (and no settlor if the trust is revocable) is a U.S. person;
- iv. An employee benefit plan established and administered in accordance with the law of a country other than the United States and customary practices and documentation of such country;
- v. Any agency or branch of a U.S. person located outside the United States if:
  - a. The agency or branch operates for valid business reasons; and
  - b. The agency or branch is engaged in the business of insurance or banking and is subject to substantive insurance or banking regulation, respectively, in the jurisdiction where located; and
- vi. The International Monetary Fund, the International Bank for Reconstruction and Development, the Inter-American Development Bank, the Asian Development Bank, the African Development Bank, the United Nations, and their agencies, affiliates and pension plans, and any other similar international organizations, their agencies, affiliates and pension plans.

THE SECURITIES EVIDENCED BY THIS CERTIFICATE HAVE NOT BEEN REGISTERED UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED (THE "SECURITIES ACT"), OR ANY OTHER APPLICABLE SECURITIES LAWS AND HAVE BEEN ISSUED IN RELIANCE UPON AN EXEMPTION FROM THE REGISTRATION REQUIREMENTS OF THE SECURITIES ACT AND SUCH OTHER SECURITIES LAWS. NEITHER THIS SECURITY NOR ANY INTEREST OR PARTICIPATION HEREIN MAY BE SOLD, ASSIGNED, TRANSFERRED, ENCUMBERED, OR OTHERWISE DISPOSED OF, EXCEPT PURSUANT TO AN EFFECTIVE REGISTRATION STATEMENT UNDER THE SECURITIES ACT OR AN OPINION OF COUNSEL REASONABLY SATISFACTORY TO THE COMPANY THAT SUCH REGISTRATION IS NOT REQUIRED.

Warrant No. \_\_\_\_\_

**WARRANT TO PURCHASE SHARES OF COMMON STOCK**

**OF**

**NEOSTEM, INC.**

THIS CERTIFIES that, for value received, \_\_\_\_\_ is entitled to purchase from NEOSTEM, INC., a Delaware corporation (the "Corporation"), subject to the terms and conditions hereof, \_\_\_\_\_ (\_\_\_\_\_) shares (the "Warrant Shares") of common stock, \$.001 par value (the "Common Stock"). This warrant, together with all warrants hereafter issued in exchange or substitution for this warrant, is referred to as the "Warrant" and the holder of this Warrant is referred to as the "Holder." The number of Warrant Shares is subject to adjustment as hereinafter provided. Notwithstanding anything to the contrary contained herein, this Warrant shall expire at 5:00 p.m. (Eastern Time) on \_\_\_\_\_, 2017 (the "Termination Date").

1. Exercise of Warrants. The Holder may, at any time six months after the date of issuance and prior to the Termination Date, exercise this Warrant in whole or in part at an exercise price per share equal to \$.51 per share, subject to adjustment as provided herein (the "Exercise Price"), by the surrender of this Warrant (properly endorsed) at the principal office of the Corporation, or at such other agency or office of the Corporation in the United States of America as the Corporation may designate by notice in writing to the Holder at the address of such Holder appearing on the books of the Corporation, and by payment to the Corporation of the Exercise Price in lawful money of the United States by check or wire transfer for each share of Common Stock being purchased. Upon any partial exercise of this Warrant, there shall be executed and issued to the Holder a new Warrant in respect of the shares of Common Stock as to which this Warrant shall not have been exercised. In the event of the exercise of the rights represented by this Warrant, a certificate or certificates for the Warrant Shares so purchased, as applicable, registered in the name of the Holder, shall be delivered to the Holder hereof as soon as practicable after the rights represented by this Warrant shall have been so exercised.

2. Reservation of Warrant Shares. The Corporation agrees that, prior to the expiration of this Warrant, it will at all times have authorized and in reserve, and will keep available, solely for issuance or delivery upon the exercise of this Warrant, the number of Warrant Shares as from time to time shall be issuable by the Corporation upon the exercise of this Warrant.

3. No Stockholder Rights; No Rights to Net Cash Settle. This Warrant shall not entitle the holder hereof to any voting rights or other rights as a stockholder of the Corporation. In no event may this Warrant be net cash settled.

4. Transferability of Warrant. Prior to the Termination Date and subject to compliance with applicable Federal and State securities and other laws, this Warrant and all rights hereunder are transferable, in whole or in part, at the office or agency of the Company by the Holder in person or by duly authorized attorney, upon surrender of this

Warrant together with the Assignment Form annexed hereto properly endorsed for transfer. Any registration rights to which this Warrant may then be subject shall be transferred together with the Warrant to the subsequent Investor.

5. Certain Adjustments. With respect to any rights that Holder has to exercise this Warrant and convert into shares of Common Stock, Holder shall be entitled to the following adjustments:

(a) Merger or Consolidation. If at any time there shall be a merger or a consolidation of the Corporation with or into another entity when the Corporation is not the surviving corporation, then, as part of such merger or consolidation, lawful provision shall be made so that the holder hereof shall thereafter be entitled to receive upon exercise of this Warrant, during the period specified herein and upon payment of the aggregate Exercise Price then in effect, the number of shares of stock or other securities or property (including cash) of the successor corporation resulting from such merger or consolidation, to which the holder hereof as the holder of the stock deliverable upon exercise of this Warrant would have been entitled in such merger or consolidation if this Warrant had been exercised immediately before such transaction. In any such case, appropriate adjustment shall be made in the application of the provisions of this Warrant with respect to the rights and interests of the holder hereof as the holder of this Warrant after the merger or consolidation.

(b) Reclassification, Recapitalization, etc. If the Corporation at any time shall, by subdivision, combination or reclassification of securities, recapitalization, automatic conversion, or other similar event affecting the number or character of outstanding shares of Common Stock, or otherwise, change any of the securities as to which purchase rights under this Warrant exist into the same or a different number of securities of any other class or classes, this Warrant shall thereafter represent the right to acquire such number and kind of securities as would have been issuable as the result of such change with respect to the securities that were subject to the purchase rights under this Warrant immediately prior to such subdivision, combination, reclassification or other change.

(c) Split or Combination of Common Stock and Stock Dividend. In case the Corporation shall at any time subdivide, redivide, recapitalize, split (forward or reverse) or change its outstanding shares of Common Stock into a greater number of shares or declare a dividend upon its Common Stock payable solely in shares of Common Stock, the Exercise Price shall be proportionately reduced and the number of Warrant Shares proportionately increased. Conversely, in case the outstanding shares of Common Stock of the Corporation shall be combined into a smaller number of shares, the Exercise Price shall be proportionately increased and the number of Warrant Shares proportionately reduced.

6. Legend and Stop Transfer Orders. Upon exercise of any part of the Warrant, the Corporation shall instruct its transfer agent to enter stop transfer orders with respect to such Warrant Shares, and all certificates or instruments representing the Warrant Shares shall bear on the face thereof substantially the following legend:

THE SECURITIES EVIDENCED BY THIS CERTIFICATE HAVE NOT BEEN REGISTERED UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED (THE "SECURITIES ACT"), OR ANY OTHER APPLICABLE SECURITIES LAWS AND HAVE BEEN ISSUED IN RELIANCE UPON AN EXEMPTION FROM THE REGISTRATION REQUIREMENTS OF THE SECURITIES ACT AND SUCH OTHER SECURITIES LAWS. NEITHER THIS SECURITY NOR ANY INTEREST OR PARTICIPATION HEREIN MAY BE SOLD, ASSIGNED, TRANSFERRED, ENCUMBERED, OR OTHERWISE DISPOSED OF, EXCEPT PURSUANT TO AN EFFECTIVE REGISTRATION STATEMENT UNDER THE SECURITIES ACT OR AN OPINION OF COUNSEL REASONABLY SATISFACTORY TO THE CORPORATION THAT SUCH REGISTRATION IS NOT REQUIRED.

7. Redemption of Warrant. This Warrant is subject to redemption by the Company as provided in this Section 7.

(a) This Warrant may be redeemed, at the option of the Company, in whole and not in part, at a redemption price of \$.0001 per Warrant (the "Redemption Price"), provided (i) the average closing price of the Common Stock as quoted by Bloomberg, LP, or the Principal Trading Market (as defined below) on which the Common Stock is included for quotation or trading, shall equal or exceed \$1.00 per share (taking into account all adjustments) for

twenty (20) out of thirty (30) consecutive trading days.

(b) If the conditions set forth in Section 7(a) are met, and the Company desires to exercise its right to redeem this Warrant, it shall mail a notice (the "Redemption Notice") to the registered holder of this Warrant by first class mail, postage prepaid, at least ten (10) business days prior to the date fixed by the Company for redemption of the Warrants (the "Redemption Date").

(c) The Redemption Notice shall specify (i) the Redemption Price, (ii) the Redemption Date, (iii) the place where the Warrant certificates shall be delivered and the redemption price paid, and (iv) that the right to exercise this Warrant shall terminate at 5:00 p.m. (New York time) on the business day immediately preceding the Redemption Date. No failure to mail such notice nor any defect therein or in the mailing thereof shall affect the validity of the proceedings for such redemption except as to a holder (a) to whom notice was not mailed, or (b) whose notice was defective. An affidavit of the Secretary or an Assistant Secretary of the Company that the Redemption Notice has been mailed shall, in the absence of fraud, be *prima facie* evidence of the facts stated therein.

(d) Any right to exercise a Warrant shall terminate at 5:00 p.m. (New York time) on the business day immediately preceding the Redemption Date. On and after the Redemption Date, the holder of this Warrant shall have no further rights except to receive, upon surrender of this Warrant, the Redemption Price.

(e) From and after the Redemption Date, the Company shall, at the place specified in the Redemption Notice, upon presentation and surrender to the Company by or on behalf of the holder thereof the warrant certificates evidencing this Warrant being redeemed, deliver, or cause to be delivered to or upon the written order of such holder, a sum in cash equal to the Redemption Price of this Warrant. From and after the Redemption Date, this Warrant shall expire and become void and all rights hereunder and under the warrant certificates, except the right to receive payment of the Redemption Price, shall cease.

8. Miscellaneous. This Warrant shall be governed by and construed in accordance with the laws of the State of New York. All the covenants and provisions of this Warrant by or for the benefit of the Corporation shall bind and inure to the benefit of its successors and assigns hereunder. Nothing in this Warrant shall be construed to give to any person or corporation other than the Corporation and the holder of this Warrant any legal or equitable right, remedy, or claim under this Warrant. This Warrant shall be for the sole and exclusive benefit of the Corporation and the Holder. The section headings herein are for convenience only and are not part of this Warrant and shall not affect the interpretation hereof. Upon receipt of evidence satisfactory to the Corporation of the loss, theft, destruction, or mutilation of this Warrant, and of indemnity reasonably satisfactory to the Corporation, if lost, stolen, or destroyed, and upon surrender and cancellation of this Warrant, if mutilated, the Corporation shall execute and deliver to the Holder a new Warrant of like date, tenor, and denomination.

IN WITNESS WHEREOF, the Corporation has caused this Warrant to be executed by its duly authorized officers under its seal, this \_\_\_ day of May 2012.

NEOSTEM, INC.

Robin L. Smith, Chairman & Chief Executive Officer

**WARRANT EXERCISE FORM**

**To Be Executed by the Holder in Order to Exercise Warrant**

To: NeoStem, Inc.                      Dated: \_\_\_\_\_, 20\_\_  
420 Lexington Avenue  
Suite 450  
New York, New York 10170  
Attn: Chairman and CEO

The undersigned, pursuant to the provisions set forth in the attached Warrant No. \_\_\_\_\_, hereby irrevocably elects to purchase \_\_\_\_\_ shares of the Common Stock of NeoStem, Inc. covered by such Warrant.

- The undersigned herewith makes payment of the full purchase price for such shares at the price per share provided for in such Warrant. Such payment takes the form of \$\_\_\_\_\_ in lawful money of the United States.

The undersigned hereby requests that certificates for the Warrant Shares purchased hereby be issued in the name of:

(please print or type name and address)

(please insert social security or other identifying number)

and be delivered as follows:

(please print or type name and address)

(please insert social security or other identifying number)

and if such number of shares of Common Stock shall not be all the shares evidenced by this Warrant Certificate, that a new Warrant for the balance of such shares be registered in the name of, and delivered to, Holder.

Signature of Holder

SIGNATURE GUARANTEE:

**ASSIGNMENT FORM**

(To assign the foregoing warrant, execute this form. Do not use this form to exercise the warrant.)

FOR VALUE RECEIVED, the foregoing Warrant and all rights evidenced thereby are hereby assigned to

whose address is

Dated: \_\_\_\_\_, 20\_\_

Holder's Signature:

Holder's Address:

Signature Guaranteed:

NOTE: The signature to this Assignment Form must correspond with the name as it appears on the face of the Warrant, without alteration or enlargement or any change whatsoever, and must be guaranteed by a bank or trust Corporation. Officers of corporations and those acting in a fiduciary or other representative capacity should file proper evidence of authority to assign the foregoing Warrant.

THE SECURITIES EVIDENCED BY THIS CERTIFICATE HAVE NOT BEEN REGISTERED UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED (THE "SECURITIES ACT"), OR ANY OTHER APPLICABLE SECURITIES LAWS AND HAVE BEEN ISSUED IN RELIANCE UPON AN EXEMPTION FROM THE REGISTRATION REQUIREMENTS OF THE SECURITIES ACT AND SUCH OTHER SECURITIES LAWS. NEITHER THIS SECURITY NOR ANY INTEREST OR PARTICIPATION HEREIN MAY BE SOLD, ASSIGNED, TRANSFERRED, ENCUMBERED, OR OTHERWISE DISPOSED OF, EXCEPT PURSUANT TO AN EFFECTIVE REGISTRATION STATEMENT UNDER THE SECURITIES ACT OR AN OPINION OF COUNSEL REASONABLY SATISFACTORY TO THE COMPANY THAT SUCH REGISTRATION IS NOT REQUIRED.

**WARRANT TO PURCHASE SHARES OF COMMON STOCK**  
**OF**  
**NEOSTEM, INC.**

THIS CERTIFIES that, for value received, [Investor] is entitled to purchase from NEOSTEM, INC., a Delaware corporation (the "Corporation"), subject to the terms and conditions hereof, [ ] ( ) shares (the "Warrant Shares") of common stock, \$.001 par value (the "Common Stock"). This warrant, together with all warrants hereafter issued in exchange or substitution for this warrant, is referred to as the "Warrant" and the holder of this Warrant is referred to as the "Holder." The number of Warrant Shares is subject to adjustment as hereinafter provided. Notwithstanding anything to the contrary contained herein, this Warrant shall expire at 5:00 p.m. (Eastern Time) on July \_\_, 2017 (the "Termination Date").

1. Exercise of Warrants. The Holder may, at any time, after the date of issuance and prior to the Termination Date, exercise this Warrant in whole or in part at an exercise price per share equal to [the closing price on the date Investor exercises its old warrant], subject to adjustment as provided herein (the "Exercise Price"), by the surrender of this Warrant (properly endorsed) at the principal office of the Corporation, or at such other agency or office of the Corporation in the United States of America as the Corporation may designate by notice in writing to the Holder at the address of such Holder appearing on the books of the Corporation, and by payment to the Corporation of the Exercise Price in lawful money of the United States by check or wire transfer for each share of Common Stock being purchased. Upon any partial exercise of this Warrant, there shall be executed and issued to the Holder a new Warrant in respect of the shares of Common Stock as to which this Warrant shall not have been exercised. In the event of the exercise of the rights represented by this Warrant, a certificate or certificates for the Warrant Shares so purchased, as applicable, registered in the name of the Holder, shall be delivered to the Holder hereof as soon as practicable after the rights represented by this Warrant shall have been so exercised.

2. Reservation of Warrant Shares. The Corporation agrees that, prior to the expiration of this Warrant, it will at all times have authorized and in reserve, and will keep available, solely for issuance or delivery upon the exercise of this Warrant, the number of Warrant Shares as from time to time shall be issuable by the Corporation upon the exercise of this Warrant.

3. No Stockholder Rights; No Rights to Net Cash Settle. This Warrant shall not entitle the holder hereof to any voting rights or other rights as a stockholder of the Corporation. In no event may this Warrant be net cash settled.

4. Transferability of Warrant. Prior to the Termination Date and subject to compliance with applicable Federal and State securities and other laws, this Warrant and all rights hereunder are transferable, in whole or in part, at the office or agency of the Company by the Holder in person or by duly authorized attorney, upon surrender of this Warrant together with the Assignment Form annexed hereto properly endorsed for transfer. Any registration rights to which this Warrant may then be subject shall be transferred together with the Warrant to the subsequent Investor.



5. Certain Adjustments. With respect to any rights that Holder has to exercise this Warrant and convert into shares of Common Stock, Holder shall be entitled to the following adjustments:

(a) Merger or Consolidation. If at any time there shall be a merger or a consolidation of the Corporation with or into another entity when the Corporation is not the surviving corporation, then, as part of such merger or consolidation, lawful provision shall be made so that the holder hereof shall thereafter be entitled to receive upon exercise of this Warrant, during the period specified herein and upon payment of the aggregate Exercise Price then in effect, the number of shares of stock or other securities or property (including cash) of the successor corporation resulting from such merger or consolidation, to which the holder hereof as the holder of the stock deliverable upon exercise of this Warrant would have been entitled in such merger or consolidation if this Warrant had been exercised immediately before such transaction. In any such case, appropriate adjustment shall be made in the application of the provisions of this Warrant with respect to the rights and interests of the holder hereof as the holder of this Warrant after the merger or consolidation.

(b) Reclassification, Recapitalization, etc. If the Corporation at any time shall, by subdivision, combination or reclassification of securities, recapitalization, automatic conversion, or other similar event affecting the number or character of outstanding shares of Common Stock, or otherwise, change any of the securities as to which purchase rights under this Warrant exist into the same or a different number of securities of any other class or classes, this Warrant shall thereafter represent the right to acquire such number and kind of securities as would have been issuable as the result of such change with respect to the securities that were subject to the purchase rights under this Warrant immediately prior to such subdivision, combination, reclassification or other change.

(c) Split or Combination of Common Stock and Stock Dividend. In case the Corporation shall at any time subdivide, redivide, recapitalize, split (forward or reverse) or change its outstanding shares of Common Stock into a greater number of shares or declare a dividend upon its Common Stock payable solely in shares of Common Stock, the Exercise Price shall be proportionately reduced and the number of Warrant Shares proportionately increased. Conversely, in case the outstanding shares of Common Stock of the Corporation shall be combined into a smaller number of shares, the Exercise Price shall be proportionately increased and the number of Warrant Shares proportionately reduced.

6. Legend and Stop Transfer Orders. Upon exercise of any part of the Warrant, the Corporation shall instruct its transfer agent to enter stop transfer orders with respect to such Warrant Shares, and all certificates or instruments representing the Warrant Shares shall bear on the face thereof substantially the following legend:

THE SECURITIES EVIDENCED BY THIS CERTIFICATE HAVE NOT BEEN REGISTERED UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED (THE "SECURITIES ACT"), OR ANY OTHER APPLICABLE SECURITIES LAWS AND HAVE BEEN ISSUED IN RELIANCE UPON AN EXEMPTION FROM THE REGISTRATION REQUIREMENTS OF THE SECURITIES ACT AND SUCH OTHER SECURITIES LAWS. NEITHER THIS SECURITY NOR ANY INTEREST OR PARTICIPATION HEREIN MAY BE SOLD, ASSIGNED, TRANSFERRED, ENCUMBERED, OR OTHERWISE DISPOSED OF, EXCEPT PURSUANT TO AN EFFECTIVE REGISTRATION STATEMENT UNDER THE SECURITIES ACT OR AN OPINION OF COUNSEL REASONABLY SATISFACTORY TO THE CORPORATION THAT SUCH REGISTRATION IS NOT REQUIRED.

7. Redemption of Warrant. This Warrant is subject to redemption by the Company as provided in this Section 7.

(a) This Warrant may be redeemed, at the option of the Company, in whole and not in part, at a redemption price of \$.0001 per Warrant (the "Redemption Price"), provided (i) the average closing price of the Common Stock as quoted by Bloomberg, LP, or the Principal Trading Market (as defined below) on which the Common Stock is included for quotation or trading, shall equal or exceed \$1.00 per share (taking into account all adjustments) for twenty (20) out of thirty (30) consecutive trading days.

(b) If the conditions set forth in Section 7(a) are met, and the Company desires to exercise its

right to redeem this Warrant, it shall mail a notice (the "Redemption Notice") to the registered holder of this Warrant by first class mail, postage prepaid, at least ten (10) business days prior to the date fixed by the Company for redemption of the Warrants (the "Redemption Date").

(c) The Redemption Notice shall specify (i) the Redemption Price, (ii) the Redemption Date, (iii) the place where the Warrant certificates shall be delivered and the redemption price paid, and (iv) that the right to exercise this Warrant shall terminate at 5:00 p.m. (New York time) on the business day immediately preceding the Redemption Date. No failure to mail such notice nor any defect therein or in the mailing thereof shall affect the validity of the proceedings for such redemption except as to a holder (a) to whom notice was not mailed, or (b) whose notice was defective. An affidavit of the Secretary or an Assistant Secretary of the Company that the Redemption Notice has been mailed shall, in the absence of fraud, be *prima facie* evidence of the facts stated therein.

(d) Any right to exercise a Warrant shall terminate at 5:00 p.m. (New York time) on the business day immediately preceding the Redemption Date. On and after the Redemption Date, the holder of this Warrant shall have no further rights except to receive, upon surrender of this Warrant, the Redemption Price.

(e) From and after the Redemption Date, the Company shall, at the place specified in the Redemption Notice, upon presentation and surrender to the Company by or on behalf of the holder thereof the warrant certificates evidencing this Warrant being redeemed, deliver, or cause to be delivered to or upon the written order of such holder, a sum in cash equal to the Redemption Price of this Warrant. From and after the Redemption Date, this Warrant shall expire and become void and all rights hereunder and under the warrant certificates, except the right to receive payment of the Redemption Price, shall cease.

8. Miscellaneous. This Warrant shall be governed by and construed in accordance with the laws of the State of New York. All the covenants and provisions of this Warrant by or for the benefit of the Corporation shall bind and inure to the benefit of its successors and assigns hereunder. Nothing in this Warrant shall be construed to give to any person or corporation other than the Corporation and the holder of this Warrant any legal or equitable right, remedy, or claim under this Warrant. This Warrant shall be for the sole and exclusive benefit of the Corporation and the Holder. The section headings herein are for convenience only and are not part of this Warrant and shall not affect the interpretation hereof. Upon receipt of evidence satisfactory to the Corporation of the loss, theft, destruction, or mutilation of this Warrant, and of indemnity reasonably satisfactory to the Corporation, if lost, stolen, or destroyed, and upon surrender and cancellation of this Warrant, if mutilated, the Corporation shall execute and deliver to the Holder a new Warrant of like date, tenor, and denomination.

IN WITNESS WHEREOF, the Corporation has caused this Warrant to be executed by its duly authorized officers under its seal, this \_\_\_\_ day of July 2012.

NEOSTEM, INC.

Robin L. Smith, Chairman & Chief Executive Officer

**WARRANT EXERCISE FORM**

**To Be Executed by the Holder in Order to Exercise Warrant**

To: NeoStem, Inc.                      Dated: \_\_\_\_\_, 20\_\_  
420 Lexington Avenue  
Suite 450  
New York, New York 10170  
Attn: Chairman and CEO

The undersigned, pursuant to the provisions set forth in the attached Warrant No. \_\_\_\_\_, hereby irrevocably elects to purchase \_\_\_\_\_ shares of the Common Stock of NeoStem, Inc. covered by such Warrant.

- The undersigned herewith makes payment of the full purchase price for such shares at the price per share provided for in such Warrant. Such payment takes the form of \$\_\_\_\_\_ in lawful money of the United States.

The undersigned hereby requests that certificates for the Warrant Shares purchased hereby be issued in the name of:

(please print or type name and address)

(please insert social security or other identifying number)

and be delivered as follows:

(please print or type name and address)

(please insert social security or other identifying number)

and if such number of shares of Common Stock shall not be all the shares evidenced by this Warrant Certificate, that a new Warrant for the balance of such shares be registered in the name of, and delivered to, Holder.

Signature of Holder

SIGNATURE GUARANTEE:

**ASSIGNMENT FORM**

(To assign the foregoing warrant, execute this form. Do not use this form to exercise the warrant.)

FOR VALUE RECEIVED, the foregoing Warrant and all rights evidenced thereby are hereby assigned to

whose address is

Dated: \_\_\_\_\_, 20\_\_

Holder's Signature:

Holder's Address:

Signature Guaranteed:

NOTE: The signature to this Assignment Form must correspond with the name as it appears on the face of the Warrant, without alteration or enlargement or any change whatsoever, and must be guaranteed by a bank or trust Corporation. Officers of corporations and those acting in a fiduciary or other representative capacity should file proper evidence of authority to assign the foregoing Warrant.

## CERTIFICATION

I, Robin Smith, M.D., certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of NeoStem, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: August 13, 2012

/s/ Robin Smith, M.D.

Name: Robin Smith, M.D.

Title: Chief Executive Officer of NeoStem, Inc.

A signed original of this written statement required by Section 302 has been provided to NeoStem, Inc. and will be retained by NeoStem, Inc. and furnished to the Securities and Exchange Commission or its staff upon request.

## CERTIFICATION

I, Larry A. May, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of NeoStem, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: August 13, 2012

/s/ Larry A. May

Name: Larry A. May

Title: Chief Financial Officer of NeoStem, Inc.

A signed original of this written statement required by Section 302 has been provided to NeoStem, Inc. and will be retained by NeoStem, Inc. and furnished to the Securities and Exchange Commission or its staff upon request.

**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of NeoStem, Inc. (the "Company") on Form 10-Q for the period ended June 30, 2012 filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Robin Smith, M.D., Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, to my knowledge that:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 as amended; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition of the Company as of the dates presented and the results of operations of the Company for the periods presented.

Dated: August 13, 2012

/s/ Robin Smith, M.D.  
Robin Smith, M.D.  
Chief Executive Officer

The foregoing certification is being furnished solely pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (subsections (a) and (b) of Section 1350, Chapter 63 of Title 18, United States Code) and is not being filed as part of the Form 10-Q or as a separate disclosure document.

A signed original of this written statement required by Section 906 has been provided to NeoStem, Inc. and will be retained by NeoStem, Inc. and furnished to the Securities and Exchange Commission or its staff upon request.

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**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of NeoStem, Inc. (the "Company") on Form 10-Q for the period ended June 30, 2012 filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Larry A. May, Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, to my knowledge that:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 as amended ; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition of the Company as of the dates presented and the results of operations of the Company for the periods presented.

Dated: August 13, 2012

/s/ Larry A. May  
Larry A. May  
Chief Financial Officer

The foregoing certification is being furnished solely pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 (subsections (a) and (b) of Section 1350, Chapter 63 of Title 18, United States Code) and is not being filed as part of the Form 10-Q or as a separate disclosure document.

A signed original of this written statement required by Section 906 has been provided to NeoStem, Inc. and will be retained by NeoStem, Inc. and furnished to the Securities and Exchange Commission or its staff upon request.

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