



MADISON SQUARE GARDEN
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Speaker Biographies

*National Finalist 2002 Ernst & Young Entrepreneur Of The Year Award
Kauffman National Supporter of Entrepreneurship Award*

**Biotech & Life Sciences
Global Venture Congress-2006**

"Honesty, Integrity, Leadership, & Philanthropy"

PANEL I: A BIRD'S EYE VIEW

**Investor Perspectives of Biotechnology & Life Sciences Venture
Landscapes**

Session Chair/Moderator:

Andrew D. Firlick, M.D., *General Partner, Foundation Medical Partners*

Dr. Firlik's career spans neurosurgery, entrepreneurship, and venture capital. He joined Foundation Medical Partners in 2005 to concentrate on medical device and biopharmaceutical investments. Prior to Foundation, he was a venture partner at Sprout Group and Managing Director of its healthcare technology spinout, New Leaf Venture Partners. Previously, he was a principal at Canaan Partners. Dr. Firlik has led venture capital investments and served on the board of directors of several companies, including BioNeuronics Corporation, Sopherion Therapeutics, Transoma Medical, Omnisonics Medical Technologies, Viacor Medical, and Spine Wave.

He is a founder and an inventor of the core technology platform of Northstar Neuroscience (NASDAQ: NSTR), a medical device company that is currently conducting late stage clinical trials of a neuromodulation technology for stroke recovery and earlier stage trials for other neurologic applications. He is currently the Chairman of NovaVision, a medical therapeutics firm focusing on neuroplasticity for visual disorders. He also currently serves on the board of

directors of several companies, including BioNeuronics, a neurotechnology company, and Spine Wave, a medical device company in the spine field. Dr. Firlik is a member of the Life Sciences Advisory Board of Cornell University and the Industrial Advisory Board of Cleveland Clinic Foundation Innovations Center.

Dr. Firlik spent 12 years in the healthcare profession during his medical training and practice as a neurological surgeon. He has published more than 50 articles in the medical literature, written chapters for several medical textbooks, and is the co-editor of a book about cerebrovascular surgery. His scientific work has been presented at many international conferences and he has been an inventor of numerous filed patents.

He studied biology at Cornell University and Oxford University, received his MBA from the Katz Graduate School of Business at the University of Pittsburgh, and his MD from Cornell University Medical College. As a board certified neurosurgeon, Dr. Firlik serves as Clinical Assistant Professor of Neurosurgery at the New York University School of Medicine and operates at the Manhattan VA Harbor Healthcare System.

Panel Speakers:

Soo Ming Jie, *Senior Partner, Sino Fortune Capital*
Member of the Executive Committee Guangdong Zhongshan
Pharmaceutical Group

David is Senior Partner of Sino Fortune Capital. He also holds senior positions at a number of companies within the portfolio of Sino Fortune. He previously held senior positions at Merrill Lynch & Co., Morgan Stanley & Co, Jardine Matheson and Eastern Asset Management. He is a senior member of the secretariat of the Monte Jade Association (HK) and Vice-Chairman and Head of International for the Peking University MBA Union. He has more than 15 years of experience in China. David received his BA in Political Science from Southern Methodist University, Dallas, Texas, and an MBA from Beijing University, Guanghua School of Management. He also attended University College at Oxford, England and the Chinese University, Yale-in China program.

Simba Gill, Ph.D., *Venture Partner, Texas Pacific Group Ventures*

Dr. Simba Gill is a partner and Entrepreneur-in-Residence in TPG Ventures, L.P. Prior to joining TPG in 2006, Dr. Gill was President of Maxygen (NASDAQ:MAXY), a biotechnology company focused on developing next-generation protein therapeutics. While at Maxygen, Dr. Gill was instrumental in taking the company public and establishing several significant strategic alliances across the agricultural, chemicals and therapeutics sectors, raising over \$500 million in capital and revenue from private investments, public offerings and strategic alliances. Dr. Gill also played a lead role in the creation of Maxygen's chemicals business Codexis, its agricultural business Verdia (and its subsequent sale to DuPont), as well as the acquisition and subsequent integration of Profound Pharmaceuticals - now run as Maxygen's wholly owned Danish subsidiary. Earlier in his career, Dr. Gill held various international and U.S. general management, corporate and marketing positions at Boehringer Mannheim. These positions included joint Global Product Manager for its lead therapeutic product Recormon as well as being part of the leadership team that developed and launched the Elecsys immunodiagnosics system. Dr. Gill also worked as Director of Corporate Business Development at Systemix immediately prior to its acquisition by Novartis and was head of Business Development at Megabios, establishing major partnerships with Pfizer and Eli Lilly. He was a member of the Executive team that took Megabios public in 1996. Dr. Gill received his Ph.D. in the field of antibody humanization at Kings College, London University in collaboration with the U.K. biotechnology company Celltech. He received his M.B.A. from INSEAD in Fontainebleau, France.

John Wilkerson, Ph.D., *Managing Director/Co-Founder, Galen Partners*

John Wilkerson is Chairman and founding general partner of Galen, a \$650 million private equity fund investing in late stage healthcare businesses. Prior to Galen, Wilkerson was the founder and Chairman of The Wilkerson Group (TWG) now IBM Healthcare Consulting. Before TWG, Mr. Wilkerson was a Vice President and Partner of Smith Barney, Harris Upham and Co. where he was responsible for medical supply security analysis. Wilkerson joined the health products industry in 1972 where he held a variety of marketing and management positions at Johnson & Johnson. Wilkerson holds a Ph.D. from Cornell University where he specialized in managerial economics and marketing

research. Additionally, he holds an undergraduate degree in Biological Sciences. Currently Mr. Wilkerson is a member of the Cornell biotechnology task force.

Wilkerson is a board member of Stericycle, a publicly held company and represents Galen on the boards of MedAssets, Paradigm Health, Dow Pharmaceutical Sciences, JDS Pharmaceuticals and Tech Pharmacy Services. He is Chairman of Atlantic Health Systems, a New Jersey hospital system and immediate past President of the Board of the American Folk Art Museum where he continues to serve as a Board member.

Arthur Klausner, Partner, Pappas Ventures

Arthur joined Pappas in 2005 as a Partner. From 1990 through February 2004, he was with Domain Associates, a venture capital firm specializing in life sciences companies, serving as a General Partner from 1997 through 2004. During that time, he was a board member of Domain portfolio companies such as Santarus (IPO in 2004, Nasdaq: SNTS), X-Cepto (acquired by Exelixis), and Altea Therapeutics, and he was a board observer for Peninsula Pharmaceuticals (acquired by Johnson & Johnson). He is currently a board member for Syndax Pharmaceuticals, and he is an observer at CeNeRx BioPharma and Cerexa. Previously, Arthur spent six years at *Bio/Technology* magazine (now *Nature Biotechnology*), where as Senior Editor he researched and prepared over 200 articles concerning scientific and business aspects of applied biology.

Samuel Wu, Ph.D., M.D., Principal, SV Life Sciences

Dr Samuel Wu joined SVLS in 2002 and is focused on biotech and medical device investments. He is actively involved as a board observer at Alba Therapeutics, Archemix, Confluent Surgical, Mpex Pharmaceuticals and Sapphire (formerly Rejuvenon).

Prior to joining SVLS, Samuel was an Engagement Manager with McKinsey and Company's Pharmaceuticals and Medical Products practice, where he led teams of consultants serving clients on M&A, portfolio analysis and other strategic issues.

Samuel earned an MD and a PhD in Biochemistry from Stanford University

and completed his internship in Internal Medicine at the University of California, Los Angeles. He holds an AB in Biochemistry from Harvard College.

PANEL II: *VENTURE FRONTIERS*, Healthcare Infrastructure & Services

Session Chair/Moderator:

Kenneth S. Abramowitz, *Managing General Partner/Co-founder, NGN Capital*

Kenneth S. Abramowitz is a Managing General Partner and co-founder of NGN Capital, a \$250 million worldwide healthcare venture capital fund. He joined NGN from The Carlyle Group in New York where he was Managing Director from 2001 to 2003, focused on U.S. buyout opportunities in the healthcare industry. Prior to joining Carlyle, Mr. Abramowitz worked as an Analyst at Sanford C. Bernstein & Co. where he covered the medical-supply, hospital-management and HMO industries for 23 years. Mr. Abramowitz has published several notable studies on healthcare service companies, major medical mergers and cardiovascular device innovation, among others. Mr. Abramowitz earned a B.A. from Columbia University in 1972 and an M.B.A. from Harvard Business School in 1976. Mr. Abramowitz currently sits on the Board of Directors of EKOS Corp., Option Care, Inc., OptiScan Biomedical Corp., Power Medical Interventions, Inc., and Small Bone Innovations, Inc.

During the past ten years, Mr. Abramowitz has published several notable studies: "HMOs, PBMs, Hospitals and Distributors Better Focused Than Ever On Controlling Pharmaceuticals Costs" (2000), "Healthcare Service Companies To Increasingly Benefit From Upgrading Quality Of Care" (1999), "Health-Care Service Sector: Striving For Balance Of Power" (1998), "Major Medical Mergers Creating Powerful Agents of Change" (1997), "Cardiovascular Device Innovation Offsetting A Challenging Environment" (1996), "HMOs: Cycle Bottoming; Secular Opportunity Undiminished" (1996), "Financial Implications Of Regional Revolutionary Change In Health Care" (1995), "Financial Implications Of Revolutionary Change In Health Care" (1994), "Future Of Health Care Delivery In America" (1993), "Medical Supply Company Diversification Into Pharmaceutical Products And Services Within A Cost-Containment

Environment” (1992), “New Developments In The Operating Room Environment” (1991). He has also published numerous articles including: “Privatizing Health Care” (Imaging Economics) and “HMO Market Share Headed To 100 Percent” (Managing Employee Health Benefits).

Panel Speakers:

Ilya Oshman, *Vice President/General Manager, Pfizer Strategic Investments Group*

Ilya Oshman is a Vice President and General Manager for Pfizer’s Strategic Investments Group. Ilya’s previous experience includes managing European and World-Wide Marketing finance, serving as a country manager and working in business development at Pfizer. He also served as a Senior Vice President at the US-Russia Investment Fund and was a Senior Analyst in Arthur Andersen’s consulting division. Ilya is a Board observer at Evolution Benefits Inc. and SupplyScape. He has a Bachelor’s degree in Aerospace Engineering from Princeton University and a MBA/MA in International Studies from the Lauder Institute of the Wharton School at the University of Pennsylvania.

Andrew Jay, DMD, *Managing Partner, Medical Solutions Fund.*

Dr. Andrew Jay is Managing Partner of the Medical Solutions Fund. Within the Med Fund Portfolio he is on the board of U-Systems and Molecular Insight Pharmaceuticals as well as an observer at MDdatacor.

He previously was an analyst following the medical technology industry at Alex Brown and Wachovia Securities. Sectors under coverage included imaging, orthopedics, cardiovascular, vision, diabetes, and neurologic devices.

During his career, he was instrumental in raising substantial equity capital for a multitude of companies and published over 10,000 pages of research.

Dr. Jay's prior experience includes consulting for Arthur D. Little and running his substantial dental practice. He has a Bachelor of Science from Rensselaer Polytechnic Institute, a DMD from the University of Pennsylvania and an MBA from the Kellogg School at Northwestern.

Gregory M. Weinhoff, MD, *Partner, CHL Medical Partners*

Greg is a graduate of Harvard College, Harvard Medical School and Harvard Business School, where he was a Baker Scholar.

Prior to joining CHL Medical Partners in 2001, Greg was a Senior Associate at Whitney & Co. where he concentrated on private equity investments in healthcare technology and services companies. Prior to his graduate training, Greg was a financial analyst in the Healthcare Corporate Finance Group at Morgan Stanley & Co. where he worked on financings and merger and acquisition assignments for a number of biotechnology, pharmaceutical, and healthcare services clients.

While at CHL, Greg has been the founding CEO of Amicus Therapeutics, Inc. where he has played a key role in identifying and licensing the platform technology, hiring the management team and developing the company's strategic plan. He also played a key role in the early development and financing of Fidelis SeniorCare, Inc., Resolvix Pharmaceuticals, Inc. and VaxInnate Corporation. He currently serves as a director of these four companies.

David Azad, *Principal, Galen Partners*

Mr. Azad joined Galen in 2006. Prior to joining Galen, he was an Associate Principal in the healthcare practices of McKinsey & Company. Previously, he was an attorney with Latham & Watkins in Washington, DC, where he focused on healthcare and tax law.

Mr. Azad currently serves on the Board of Directors of a Galen privately held portfolio company. He earned an A.B. from Duke University and a J.D. from the University of Chicago.

Michael E. Aspinwall, *Managing Partner, CCP Equity Partners*

Michael E. Aspinwall, Managing Partner, specializes in healthcare services, specialty managed care, disease management, healthcare information technologies and related outsourcing services. Prior to joining CCP Equity Partners in 2002, Mr. Aspinwall was a Managing Partner of Bear Stearns Health Innoventures, a sponsored venture capital fund. Prior to Bear Stearns, Mr. Aspinwall was Senior Vice President and Co-Head of healthcare investing at GE Equity, General Electric's private

equity business. Prior to GE, Mr. Aspinwall spent seven years at Chase Manhattan Bank, where he established and led the Healthcare Financial Services Division, providing financing and information exchange services to healthcare companies. From 1977 to 1987, he served in several senior corporate development and strategic planning roles with Pitney Bowes and FMC Corporation. Mr. Aspinwall holds a BS degree from Worcester Polytechnic Institute and an MBA from the University of Chicago Graduate School of Business.

PANEL III: *VENTURE FRONTIERS*, Medical Devices & Diagnostics

Session Chair/Moderator:

Douglas E. Kelly, M.D., *General Partner, Alloy Ventures*

Doug Kelly received a BA in Biochemistry and Molecular Biology from the University of California at San Diego, an M.D. from the Albert Einstein College of Medicine, and an MBA from Stanford. Prior to joining Alloy Ventures, he worked for two European venture capital firms, as well as Ligand Pharmaceuticals, and as an independent consultant. He was a seed- or early-stage investor in Favril (NASDAQ: FVRL), Macusight and Novasys, and is also a director of Adiana, Arbor Surgical, BARRx, Crux Biomedical, KaloBios, Pharsight (NASDAQ:PHST.OB) and Restoration Robotics. Additionally, Doug teaches Stanford University's, Business 16; "Financing The Start-up."

Panel Speakers:

John Maroney, *General Partner, Delphi Ventures*

John joined Delphi Ventures as a General Partner in 2003 and focuses on medical device and diagnostic investments.

Prior to joining Delphi, John was President and CEO of EndoTex Interventional Systems, Inc. a development stage, venture backed, start-up company where he redirected the technology, resized the team and raised more than \$50.0 million over six years through a series of venture capital, technology licensing, and

corporate partnership financings. From 1988 to 1997, John held a variety of senior management positions including President and General Manager at EP Technologies, Vice President of Operations at both Boston Scientific Corporation and Cardiovascular Imaging Systems (CVIS). While at CVIS, John was a key member of the senior management team during the Company's IPO and eventual acquisition by Boston Scientific Corporation. He holds a B.S. Mechanical Engineering, University of California, Davis

Nissim Darvish, Partner, Pitango Venture Capital

Dr. Nissim Darvish joined Pitango in 2002 to expand the Life Sciences Department. As a Partner in Pitango, Nissim brings a venture capital experience which includes serving as an Entrepreneur in Residence with Medica Venture Partners. His scientific background, together with his practical experience as a CEO of a company which was acquired, adds value to the companies where he serves as a board member.

Prior to that, Dr. Darvish was among the founders of Impulse Dynamics, a highly successful developer of cardiovascular implantable devices, and for 7 years served as its CEO and President. Earlier in his career, Dr. Darvish was a research fellow at the US National Institute of Health in the fields of neurobiology and electrophysiology. He has held numerous academic and research appointments and has an extensive list of awards, prizes, publications and published patents in his field.

Dr. Darvish holds a M.D. (cum laude) and D.Sc. in Medical Sciences from the Technion - Israel Institute of Technology. Dr Darvish is on the Board of: Atria Medical, dbMotion, Inotek Pharmaceuticals Corporation, QuantomiX, superDimension Ltd., TopSpin Medical (public), and Vascular Biogenics (VBL).

John L. Brooks, III General Partner, Prism Venture Partners

John Brooks brings a wealth of strategic, clinical, operational and financial experience to his current and prospective portfolio companies. Brooks actively works with Prism's life sciences companies to grow successful businesses by evaluating the myriad of issues facing early- and growth-stage companies.

Regulatory, reimbursement, clinical adoption, marketing and distribution and other critical business issues require proactive investors that have dealt with those issues directly.

Prior to co-founding Prism, Brooks served as a General Manager at Pfizer/Valleylab where he developed and executed a comprehensive, minimally invasive surgery and emerging opportunity strategy. Prior to that at Pfizer/Strato, he led the growth of a rapidly evolving vascular access medical device business.

Brooks also held several vice president of finance and operations positions at successful high-tech, venture-backed companies and spent over 10 years in public accounting and consulting focused on supporting venture backed entrepreneurs. He has co-founded three paradigm-shifting life sciences start-ups -- Songbird Hearing, Locus Pharmaceuticals and Insulet -- as part of Prism's unique approach for creating value.

Brooks is currently a member of the Board of Associates for the Whitehead Institute, is on the Draper BioAdvisory Board, and is a Trustee of the Joslin Clinic. He holds an M.S. in Business and a B.B.A. cum laude from the University of Massachusetts at Amherst. He is a Certified Public Accountant and a Certified Financial Planner.

Andrew D. Firlick, M.D., *General Partner, Foundation Medical Partners*

Dr. Firlik's career spans neurosurgery, entrepreneurship, and venture capital. He joined Foundation Medical Partners in 2005 to concentrate on medical device and biopharmaceutical investments. Prior to Foundation, he was a venture partner at Sprout Group and Managing Director of its healthcare technology spinout, New Leaf Venture Partners. Previously, he was a principal at Canaan Partners. Dr. Firlik has led venture capital investments and served on the board of directors of several companies, including BioNeuronics Corporation, Sopherion Therapeutics, Transoma Medical, Omnisonics Medical Technologies, Viacor Medical, and Spine Wave.

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Dr. Firlik spent 12 years in the healthcare profession during his medical training and practice as a neurological surgeon. He has published more than 50 articles in the medical literature, written chapters for several medical textbooks, and is the co-editor of a book about cerebrovascular surgery. His scientific work has been presented at many international conferences and he has been an inventor of numerous filed patents.

He studied biology at Cornell University and Oxford University, received his MBA from the Katz Graduate School of Business at the University of Pittsburgh, and his MD from Cornell University Medical College. As a board certified neurosurgeon, Dr. Firlik serves as Clinical Assistant Professor of Neurosurgery at the New York University School of Medicine and operates at the Manhattan VA Harbor Healthcare System.

Myles D. Greenberg, M.D., *Partner, CHL Medical Partners*

Myles is a graduate of the University of Pennsylvania School of Engineering and Applied Science, Yale University School of Medicine, and Harvard Business School. He completed residency training in emergency medicine at the University of Pittsburgh and is board certified by the American Board of Emergency Medicine. After residency, Myles served on the faculty of the Beth Israel Deaconess Medical Center / Harvard Medical School as Assistant Clinical Director of the emergency department.

Prior to joining CHL Medical Partners in 2004, Myles was a Senior Principal at A. M. Pappas & Associates (now Pappas Ventures) where he led six investments, serving on the boards of four: Angiomics, Inc., Dynogen Pharmaceuticals, Inc., FlowCardia, Inc., and NuVasive, Inc. Myles currently serves on the board of four CHL Medical Partners portfolio companies, IVREA Pharmaceuticals, Inc., Millennium Pharmacy Systems, Inc., Oculir, Inc. and ParinGenix, Inc., where he serves as Chairman.

Panel IV: VENTURE FRONTIERS, Biotech/Biopharmaceuticals/Big Pharma

Session Chair/Moderator:

Arthur Klausner, *Partner, Pappas Ventures*

Mr. Klausner joined the life sciences venture capital firm Pappas Ventures as a Partner in 2005. With approximately \$250 million under management, Pappas focuses on companies within the fields of biotechnology, biopharmaceuticals, specialty pharmaceuticals, drug delivery, and medical devices.

Klausner had previously been a General Partner at the life sciences venture firm Domain Associates. He joined Domain in 1990 after earning an M.B.A. at the Stanford University Graduate School of Business. While attending business school, he completed summer internships emphasizing corporate planning and market research functions at ImClone Systems and Neurogen, two start-up biopharmaceutical companies that subsequently went public. Previously, Klausner had spent six years at *Bio/Technology* magazine (now *Nature Biotechnology*), where as Senior Editor he researched and prepared over 200 articles concerning scientific and business aspects of applied biology. He has also performed consulting projects for the U.S. Office of Technology Assessment, Arthur D. Little Decision Resources, and a variety of pharmaceutical and biotechnology companies. Klausner's undergraduate degree from Princeton University is in Biology. He has served on the board of directors of various biopharmaceutical, specialty pharmaceutical, and medical device companies.

PANEL IV Speakers:

Philip L. Smith, Ph.D., *General Partner, SR One*

Phil joined SR One in June 2002 and has been a general partner since January 2003. Phil is focused on biotechnology with an emphasis on drug delivery. He is currently on the Board of Directors of Cydex, Inc, Linguagen, Inc, Onyvax. Ltd., OctoPlus and Avantium. Prior to SR One, Phil held positions of increasing responsibility within the Pharmaceutical Development group at SmithKline

Beecham/GlaxoSmithKline (1985-2002) ultimately heading up a transnational group responsible for identification and recommendation of or internal development of drug delivery technologies for product development. From 1981-1985, Phil was an Assistant Professor at the University of Kansas Medical Center. Phil received a Ph.D. and M.S. in Medicinal Chemistry/Pharmacology from Northeastern University and a B.S. in Chemistry from the University of Maine.

Markus Goebel, Ph.D., M.D. *Managing Director, Novartis Venture Fund*

Dr. Goebel joined as Managing Director in September 2004. Previously he worked as head Pharma Corporate M&A and head Nervous System BD&L Pharma. An M.D. by training and certified, amongst others, in Haematology/Oncology he worked for Farmitalia Germany and later held several positions in R&D, Marketing and Strategy at Roche headquarters before joining Novartis. Markus Goebel received an M.D. and a Ph.D. from the Ludwig Maximilian's University in Munich and an MBA from Henley.

J.Gordon Foulkes, Ph.D., *Venture Partner, RiverVest Venture Partners*

Gordon Foulkes, Ph.D. is a venture partner at RiverVest. He has more than 25 years of experience in biopharmaceutical research and development. Prior to joining RiverVest, Dr. Foulkes headed research and development in three biotechnology companies including Oncogene Science, Inc. (now OSI Pharmaceuticals), Aurora Biosciences Corporation (acquired by Vertex) and Elitra Pharmaceuticals (acquired by Merck). At OSI he pioneered the early development of cell based high-throughput drug screening and oversaw multiple drug discovery programs, moving several from gene discovery to clinical trials. The most advanced of these programs is Tarceva, an EGF receptor kinase inhibitor which recently was approved for treatment of cancer. He has had a lead role in securing more than 15 corporate partnerships for his companies, resulting in over \$200 million in recognized collaborative revenues. He has also directly participated in raising \$145 million in both private and public offerings. Dr. Foulkes has served on the boards of several companies including Aurora Biosciences, OSI Pharmaceuticals, Elitra Pharmaceuticals and Vitra Biosciences. Dr. Foulkes has held academic positions at the Massachusetts Institute of Technology and was a tenured staff member of The Medical Research Council in the United Kingdom. He completed his Ph.D. in 1980 at the University of Dundee, Scotland, under Professor Sir Philip Cohen.

Seth J. Orlow, M.D., Ph.D., *Venture Partner, Easton Hunt Capital Partners*

Seth's involvement at Easton began in 2001. He has more than 15 years of experience as a consultant to major pharmaceutical companies, biotechnology companies, OTC manufacturers, and private equity firms. Seth was a founder of Anaderm, a drug discovery company acquired by Pfizer in 2002. He is a co-founder of Ivrea Pharmaceuticals, an Easton portfolio company. He is an inventor or co-inventor on numerous patent applications relating to drug discovery and medicinal chemistry. Seth is Chairman of Dermatology and a Professor of Cell Biology, Dermatology & Pediatrics at New York University School of Medicine, New York. He holds an A.B. in Biochemical Sciences from Harvard and an M.D.-Ph.D. from Albert Einstein in Molecular Pharmacology. Seth currently serves on the Boards of Ivrea Pharmaceuticals, Protez Pharmaceuticals and Transave, Inc.

PANEL V: TIPS FOR ENTREPRENEURS, How to Build a Biotech & Life Sciences Company, Secure Funding and Build Strategic Partnership

Session Chair/Moderator:

John Maroney, *General Partner, Delphi Ventures*

John joined Delphi Ventures as a General Partner in 2003 and focuses on medical device and diagnostic investments.

Prior to joining Delphi, John was President and CEO of EndoTex Interventional Systems, Inc. a development stage, venture backed, start-up company where he redirected the technology, resized the team and raised more than \$50.0 million over six years through a series of venture capital, technology licensing, and corporate partnership financings. From 1988 to 1997, John held a variety of senior management positions including President and General Manager at EP

Technologies, Vice President of Operations at both Boston Scientific Corporation and Cardiovascular Imaging Systems (CVIS). While at CVIS, John was a key member of the senior management team during the Company's IPO and eventual acquisition by Boston Scientific Corporation. He holds a B.S. Mechanical Engineering, University of California, Davis.

Panel V Speakers:

Douglas E. Kelly, M.D., *General Partner, Alloy Ventures*

Doug Kelly received a BA in Biochemistry and Molecular Biology from the University of California at San Diego, an M.D. from the Albert Einstein College of Medicine, and an MBA from Stanford. Prior to joining Alloy Ventures, he worked for two European venture capital firms, as well as Ligand Pharmaceuticals, and as an independent consultant. He was a seed- or early-stage investor in Favril (NASDAQ: FVRL), Macusight and Novasys, and is also a director of Adiana, Arbor Surgical, BARRx, Crux Biomedical, KaloBios, Pharsight (NASDAQ:PHST.OB) and Restoration Robotics. Additionally, Doug teaches Stanford University's, Business 16; "Financing The Start-up."

Scott Minick, *Managing Director, ARCH Venture Partners*

Scott Minick is a Managing Director with ARCH, joining the firm as a Venture Partner in 1998. Mr. Minick has been instrumental in the start-up, development and financing of several life sciences portfolio companies and currently serves as a board member at Achaogen, Amphora Discovery, FastTrack Systems, and MedVantx. He is also a board observer for Trubion Pharmaceuticals.

From 1995 until 1998, Mr. Minick was director, President and Chief Operating Officer of SEQUUS Pharmaceuticals, a fully integrated, public biopharmaceutical company. From 1994 to 1995, he served as a director, President and CEO of OncoTherapeutics, a private biotechnology company. Prior to that, Mr. Minick co-founded and was a director, President and CEO of LXR Biotechnology from startup through its IPO. From 1981 to 1993, he was an executive of Baxter Healthcare, holding leadership positions in device, service and diagnostics businesses.

He received his postgraduate training in neurobiology at the Salk Institute, his M.B.A. from Northwestern University, and his B.A. with Honors from University of California at San Diego.

Rodney D. Altman, M.D., *Senior Partner, CMEA Ventures*

Rodney D. Altman, MD joined CMEA in 2006. Prior to joining CMEA, he was a founder and managing director of Aphelion Capital. Previously, he also worked at Piper Jaffray Ventures and was a partner at TVM Techno Venture Management. Before joining TVM, Rod practiced emergency medicine for 10 years. He was the Assistant Medical Director of the emergency department at MacNeal Hospital in suburban Chicago and a Clinical Instructor at the University of Chicago. On a limited basis, Rod continues to practice emergency medicine at Stanford University Medical Center where he is a Clinical Assistant Professor of Emergency Medicine in the Department of Surgery. He graduated from McGill University's Faculty of Medicine as a University Scholar and from University of Chicago's business school with honors. Rod is a Fellow of the American College of Emergency Physicians. At CMEA, he focuses on investments in medical devices, biotechnology therapeutics, and diagnostics.

Alex Zisson, *Partner, Thomas, McNerney & Partners*

Alex joined Thomas, McNerney & Partners in 2002 and is currently a board member of Clarus Therapeutics, Inc., Tranzyme Pharma, Inc. and Zogenix, Inc. Before joining the firm, he spent eleven years in the research department at Hambrecht & Quist (and its successor firms Chase H&Q and JPMorgan H&Q). During his tenure at H&Q, Alex led research teams covering the biotechnology, specialty pharmaceutical, large-cap pharmaceutical, drug delivery and diagnostic industries. He was the lead analyst on 10 book-running IPOs and 20 book-run secondary offerings, raising over \$2 billion for health care companies. In 1997, Alex was named a Managing Director and began assuming management responsibilities for the health care research group and the firm's annual January conference. After the merger of Chase H&Q and JPMorgan, he became the firm's Health Care Strategist. Alex was named twice in The Wall Street Journal's All-Star Analysts Survey, including during his last year at JPMorgan when he placed in all three categories: stock picking (#1 in pharmaceuticals), earnings estimate accuracy (tied for #2), and 'home run' hitting (#8 across all industries). He graduated magna cum laude from Brown University, where he was elected to Phi Beta Kappa.

PANEL VI: EXIT OPTIONS, M & A and IPO

Session Chair/Moderator:

Dan Burstein, *Managing Partner, Millennium Technology Ventures*

Dan Burstein founded Millennium Technology Ventures in 2000 and co-founded Millennium Technology Value Partners in 2004. He serves as a Managing Partner of both funds.

Dan has made personal venture capital investments since 1983, when he first worked as a consultant in Silicon Valley. He began making institutional venture capital investments as the Chief Investment Officer for PS Capital Holdings and PS Capital Ventures, the predecessor funds of Millennium. In the second half of the 1990s, Dan articulated and led the investment thesis of those funds, focusing on early stage companies that were building backbone infrastructure for the Internet and enhancing the security, reliability, and user experience of the web.

For twelve years, from 1988 to 2000, Dan was Senior Advisor at The Blackstone Group. Over the course of his career, he has served as a consultant to the CEOs and senior executives of major global corporations including Sony, Toyota, Microsoft, and Sun Microsystems.

In January 2000, Dan founded Millennium Technology Ventures. The fund invested at a conservative pace in the 2000-2001 environment before shifting its strategy to focus on a unique blend of value-oriented, late stage, and post-public technology investments. The fund has had several successful realizations to date, including the sale of portfolio company Phobos (on whose Board of Directors Dan served) to publicly-traded SonicWALL, as well as more recent public market realizations in companies including Internap (AMEX: IIP) and DOV Pharmaceutical (NASDAQ: DOVP).

Over the last eight years, Dan has served as a director or observer on more than a dozen technology company boards. In addition to Phobos, Dan served on the board of a small public company, Lumisys, where he was involved in the merger and acquisition process that led to a successful sale to Kodak. He is currently on

the boards of Applied Minds, a leading-edge research and development lab in the Millennium Technology Ventures portfolio, and GlobalOptions Group, Inc., an international risk management and security company. Dan is the author of six books on new technology trends and global economic issues, including *Road Warriors*, a 1995 book about the birth of digital media and the Internet. He has also written books about the future of China, Japan, and the European Union. His 1988 book on Japanese finance (*YEN!*) was an international sensation, landing on best-seller lists in the U.S., Japan, and Australia.

Dan has been a forum fellow at the World Economic Forum in Davos and has been honored many times for his books and journalistic work, including awards from the Overseas Press Club and Sigma Delta Chi. He has emerged as an expert on PIPE transactions for venture capital investors, has spoken at many conferences on this subject, and contributed a chapter to a current Bloomberg Press-published book on PIPEs.

Dan has also worked and traveled extensively in China for many years. In addition to his well-known book on China's long-term future, *Big Dragon*, Dan contributed a chapter on leveraged buyouts in China to a Euromoney book on global private equity. He is a frequent guest expert on television programs ranging from CNBC, CNN, Fox, and Bloomberg to Charlie Rose and Oprah. Most recently, Dan Burstein has edited the New York Times-bestselling blockbusters, *Secrets of The Code: The Unauthorized Guide to the Mysteries Behind the Da Vinci Code* and *Secrets of Angels & Demons: The Unauthorized Guide to the Bestselling Novel*. These books are bestsellers not only in the United States but also in more than two dozen international editions, with over two million books in the "Secrets" series now in print around the world.

PANEL VI Speakers:

Jim Cooney, *Managing Director, Equity Capital Markets, Merrill Lynch*

Jim Cooney is a Managing Director at Merrill Lynch in the Equity Capital Markets Americas Group with over ten years of industry experience. An equity origination officer based in New York, Jim is currently responsible for part of the firm's corporate relationships within the life sciences and healthcare services industries.

Jim joined Merrill Lynch in 1996 as a member of the Investment Banking Division's Corporate Finance team. In 1998, Jim transitioned to a role within Equity Capital Markets to focus on the structuring and execution of equity transactions within the public marketplace for institutional clients.

Jim has executed over 300 lead-managed transactions across multiple industries for Merrill Lynch's corporate clients. His expertise spans IPOs, privatizations, marketed secondary sales of stock, Accelerated Global Tenders, block trades, convertible and exchangeable bonds, and corporate derivatives.

In 2000, Jim spent seven months with Merrill Lynch's ECM team in Hong Kong where he helped execute several of the firm's large Asian privatization mandates. Upon returning in January of 2001, Jim was asked to focus his efforts by becoming a healthcare specialist. Since his move to the healthcare sector, Jim has worked on over eighty lead managed healthcare transactions including IPOs for Replidyne, Altus Pharmaceuticals, Coley Pharmaceutical, Aspreva Pharmaceuticals, Theravance, Eyetech Pharmaceuticals & Zymogenetics.

Jim graduated With Distinction from The Pennsylvania State University with a degree in Finance.

Stewart J. Hen, *Managing Director, Warburg Pincus*

Mr. Hen is a Managing Director at Warburg Pincus LLC based in New York. He focuses on life sciences investments including biotechnology, pharmaceuticals, specialty pharmaceuticals, and drug delivery. Mr. Hen has over fifteen years experience in the biotechnology and pharmaceutical industries. Prior to joining Warburg Pincus, Mr. Hen was a consultant at McKinsey & Company where he advised life sciences companies on a range of strategic issues. Prior to McKinsey, he worked at Merck in both R&D and manufacturing. Mr. Hen holds a M.B.A. from The Wharton School where he was named a Palmer Scholar, a M.S. in chemical engineering from the Massachusetts Institute of Technology where he was a National Science Foundation Fellow, and a B.S. in chemical engineering from the University of Delaware. Mr. Hen is a director of Allos Pharmaceuticals, Altus Pharmaceuticals, Prestwick Pharmaceuticals, Neurogen Corporation and RibX Pharmaceuticals, and formerly of The Medicines Company, Triangle Pharmaceuticals and Synaptic Pharmaceuticals. He also serves on the Health Care & Sciences Group of the New York City Investment Fund.

Michael Lytton, *General Partner, Oxford Bioscience Partners*

Michael Lytton joined Oxford Bioscience Partners in January 2001. Prior to that, he was Partner, Chairman of the Technology Group, and a member of the Executive Committee of Palmer & Dodge LLP, a Boston-based law firm.

Mr. Lytton serves on the Boards of Directors of Alantos, Decision Biomarkers, Enanta, GPC Biotech, Rib-X, Santhera, and VaxInnate. Mr. Lytton was also responsible for investments by Oxford in Aveo, Concentric, and Radius. Mr. Lytton is Chairman of the Research and Technology Committee of the Center for Blood Research, Harvard Medical School, where he is also a member of the Board of Trustees. Mr. Lytton also serves on the Boards of Directors of two non-profit organizations, Medicines in Need, a Harvard-based foundation sponsoring clinical development of a novel drug delivery technology to be used for medicines supplied to developing world countries, and the Wildlife Trust, the leading funder worldwide of the field of conservation medicine, which studies how to stem the spread of disease in wildlife and thereby prevent its transmission to humans. In addition, he serves on the Advisory Committee to Connecticut Innovations, a public agency funding early-stage biomedical companies in Connecticut.

Mr. Lytton writes a quarterly column on issues facing early-stage biomedical companies for Start-Up magazine, published by Windhover Information. Mr. Lytton has served on the Executive Board of the MIT Enterprise Forum and the Patent Committee of the Boston University Medical Center. He was a summa cum laude graduate of The Woodrow Wilson School of Public and International Affairs, Princeton University and a recipient of a Fulbright Scholarship for study at the University of London, and he received a J.D. degree cum laude from Harvard Law School. Mr. Lytton also received a M.Sc. degree in Epidemiology and Medical Statistics from the London School of Hygiene and Tropical Medicine.

Jonathan T. Silverstein, JD, *General Partner, OrbiMed Advisors*

Jonathan is a General Partner of OrbiMed. Mr. Silverstein joined OrbiMed in 1998 to focus on private equity and structured transactions in small capitalization

public biotechnology and medical device companies. Mr. Silverstein was previously a Director of Life Sciences in the Investment Banking Department at Sumitomo Bank. During his tenure at Sumitomo, he was in charge of strategic alliances, mergers and acquisitions in the biotech sector. Prior to Mr. Silverstein's tenure at Sumitomo Bank, he was an associate at Hambro Resource Development. Mr. Silverstein has a J.D. and an M.B.A. from the University of San Diego, and a B.A. in Economics from Denison University. Currently, Mr. Silverstein is a Director of Emphasys Medical, Predix Pharmaceuticals, SuperDimension, Adiana, Insulet Corporation, and Avanir Pharmaceuticals.

CHAIRMAN'S BIO

Dr. Gyan Parida, Ph.D., MBA, *Founder/President, SAEC*

Dr. Parida, Founder and President of SAEC, has made SAEC the fastest growing organization in the country, which has grown to over 38,000 members in the past seven years. Over the last three and half years Dr. Parida has evaluated more than 600 business plans and presented more than 120 companies to venture capitalists and angel investors. For his work and leadership Dr. Parida was chosen as one of the three National Finalist for the .2002 Ernst & Young Entrepreneur Of The Year Award, Kauffman Supporter of Entrepreneurship Award. Dr. Parida an academician and scientist by profession has been an educator, speaker and moderator in many entrepreneur/investor conferences.

He has demonstrated thorough knowledge of the Internet revolution that has been changing people's lives and businesses. Dr. Parida is also the president of a privately held think-tank and a Digital Research facility that focuses on consumer centric Internet business opportunities. Dr. Parida also publishes a newsletter that covers various strategic issues faced by high-tech corporations. An accomplished researcher and scientist, Dr. Parida has written and **published**, several articles in international peer reviewed journals and made significant contributions to many innovations, including the development of a new minimally invasive treatment for prostate cancer, which is under human trial. He also discovered the first co-existing cyclic voltammogram that started a new front of research in understanding electrochemical behavior. During his postdoctoral career Dr. Parida has worked on various research projects in life science, biochemistry and biomedical engineering at various US Universities including Southern Methodist University, University of Iowa and Rutgers

University. Dr. Parida has also advised and mentored many Ph.D. and MS candidates.

Dr. Parida's additional expertise includes advising Internet and e-commerce companies on business and technology strategies. He was a key member of the team that developed the \$200 million trade management system at the New York Mercantile Exchange. During 1999-2000 he managed a fund of over \$4 million of technology and biotech stocks. Dr. Parida is also a private investor in start-up companies since 1999. Dr. Parida graduated Beta Gamma Sigma with an MBA in strategy and Investment from the Henry B. Tippie College of Business at The University of Iowa. He received his Ph.D. in Physical and Mathematical Chemistry from the University of Delhi. He also completed a program in International Business from the University of Manchester, England and an Executive Management program in Internet strategy from Sloan School of Management at MIT.