

Biotechnology Venture Development: *The New Rules of Engagement*

KEYNOTE SPEAKER



G. Steven Burrill
Chief Executive Officer
Burrill & Company

G. Steven Burrill has been involved in the growth and prosperity of the biotechnology industry for over 40 years. An early pioneer, Mr. Burrill is one of the original architects of the industry and one of its most avid and sustained developers. He currently serves as Chairman of the Board of Pharmasset (NASDAQ: VRUS) and is a member of the Boards of Directors of Catalyst Biosciences, DepoMed (NASDAQ: DEPO), Intranasal, Phytomedics, Proteogenix, Proventys, Targacept (NASDAQ: TRGT) and XDx. Prior to founding Burrill & Company in 1994, he spent 28 years with Ernst & Young, directing and coordinating the firm's services to clients in the biotechnology/life sciences/high technology/manufacturing industries worldwide. In 2002, Mr. Burrill was recognized as the biotech investment visionary by the prestigious Scientific American magazine (The Scientific American 50).

Mr. Burrill is a founder and currently serves as the Chairman of the Board of the Foundation for the National Medals of Science and Technology. Additionally, he serves as Chairman of the Board on Campaign for Medical Research as well as Chairman of the San Francisco Mayor's Biotech Advisory Committee (MAYBAC). Other not-for-profit activities include serving on the Boards of Directors for the Bay Area Science Infrastructure Consortium, BayBio, California Healthcare Institute, The Exploratorium, Genetics Policy Institute, The Kellogg Center for Biotechnology, Kramden Institute, The National Health Museum, and Research!America. He also serves as an advisor on the MIT Center for Biomedical Innovation.

COMPANY PRESENTER

Dr. Aya Jakobovits
Executive Vice President,
Head of Research & Development
Agensys, Inc.

Dr. Aya Jakobovits is an Executive Vice President and Head of Research & Development at Agensys, a wholly owned subsidiary of Astellas, Inc. She directs research and development, clinical, business and corporate development as well as intellectual property activities at Agensys.

During her tenure, Agensys has transitioned into a fully integrated product-based company that has attained many accomplishments: the establishment of a large portfolio of novel clinically relevant cancer targets protected by a strong patent estate; development of a rich pipeline of therapeutic human antibodies to multiple cancer indications in different stages of clinical development; partnerships with Merck, sanofi-pasteur, Genentech and Seattle Genetics that

brought in \$60 million, and the raising of over \$120 million in equity capital. In December 2007 Agensys was acquired by Astellas in a deal with a total value of up to \$535 million.

Before joining Agensys, Dr. Jakobovits served as the Director, Discovery Research and Principal Scientist at Abgenix, Inc. (1996-1999) where she led the generation of human antibody-producing Xenomouse[®] strains and their utilization for the development of therapeutic human antibodies, including Vectibix[®]. She initiated and led the development of Xenomouse[®] technology at Cell Genesys, Inc. (1989-1996) where she was one of the scientific founders and served in a number of positions, her most senior as Director of Molecular Immunology.

Dr. Jakobovits did post-doctoral studies in the Department of Anatomy at the University of California, San Francisco, followed by the Department of Molecular Biology at Genentech. She received her Ph.D. in Life Sciences and a MSc. in Chemistry from the Weizmann Institute of Science, Rehovot, Israel, and her B.Sc. cum laude in Chemistry from the Hebrew University of Jerusalem, Israel.

PANELISTS

Dr. Neven Karlovac

Sr. Adviser, Institute for Technology Advancement (ITA)
UCLA

Dr. Neven Karlovac is a Senior Technology Strategist at UCLA ITA focusing on life sciences and biomedical technologies and advanced electronic and communications technologies, especially fiber optics. He has over thirty years of experience in technology and business management for companies ranging from early-stage startups to Global 500 corporations. As President of Palitek Consulting, he provides strategic business advice and management services to emerging growth companies. He is also a Senior Advisor for Technology Commercialization & Innovation at Larta Institute and a Principal Advisor for National Institutes of Health Commercialization Assistance Program (NIH-CAP).

Dr. Karlovac started his career designing instrumentation for nuclear radiation measurement and life sciences at EG&G ORTEC, an early developer of electrophoresis systems and PET imaging equipment. Recognizing early the potential of optical fibers, he switched to this new field, and led the commercialization of fiber optic and optoelectronics technologies in positions of increasing responsibility at Rockwell International, Alcatel, and Telco Systems, including the position of President and COO of Alcatel Network Systems. Dr. Karlovac came to California in 1994 as the CEO of Accuwave Corporation, an early-stage venture-funded startup, where he commercialized a new technology for volume holography and launched in the market a pioneering laser frequency control product. Since then, he has been involved with a number of startups (including Authentix, Fiberspace, Aprisa, Litropy, and LuxN Corporation) as a co-founder, executive, or consultant.

Dr. Karlovac holds B.S. and M.S. degrees in Electrical Engineering from the University of Zagreb in Croatia, a PhD in Electrical Engineering from the University of Tennessee, Knoxville, and has attended executive courses at Stanford and Oxford Universities. He is a Senior Member of IEEE.



Miss Lina Ramos
President & CEO
Emerging Growth Enterprise, LLC

Lina Ramos is an accomplished executive and entrepreneur with over 12 years of success in planning, operating & financing private ventures, start-up divisions and multiple product lines and services in the USA and Internationally. She currently leads EMERGING GROWTH Enterprise's growth-stage practice, working with Sr. Management and Founding Teams to turn proven products & services into profitable, high-growth businesses positioned for market leadership. Client companies and key activities have included: SAIC Technology - spin-out; Applied Gene Technologies - commercial partners & government alliances; Parity Computing - industry-specific market expansion; ID Analytics - government market development, and 3E Company – company growth strategy and investor presentation to close on \$25Mil in venture financing for a management buyout.

With regards to Homeland Security, Crisis & Consequence Management and Government sector activity, Ms. Ramos has been a key lead in building our portfolio companies through SBIR I, SBIR II and Center for Commercialization of Advanced Technologies Grant Funding. In addition, Ms. Ramos has been an active team member in identifying relevant government agencies (including the Department of Transportation, Border Patrol and the Department of Public Safety) for potential collaboration and sales. For several years, Ms. Ramos, Principal, EMERGING GROWTH Enterprise, has been on the mentoring board for a San Diego-based organization funded by the government and founded by SPAWAR, UCSD, SDSU, Jacobs School of Engineering and Lockheed Martin Orincon Technologies (formerly Orincon). The mission of this organization, the Center for Commercialization of Advanced technologies, is to cross-pollinate commercial technologies for enhancing homeland security and crisis and consequence management.

Prior to EMERGING GROWTH Enterprise, Ms. Ramos held P&L responsibility at the division, category, and products & services levels for Fortune 1000's including Booz Allen Sales Estimating System, Procter & Gamble and Monsanto where she held P&L responsibility for a Pharmaceutical spin-off of a Nutrition & Consumer Division in Europe, and was later selected to work directly with Monsanto's CEO on biotechnology and pharmaceutical growth initiatives including the APLAC launch (Asia Pacific, Latin America & Canada) of Cox2-based Celebrex, the most successful drug in USA history. Ms. Ramos has lead in numerous strategic alliance relationships involving co-branding, distribution, product development and internet-based data mining with partners including: Nestle, Pfizer, Becton Dickinson and the Japanese Minister of Agriculture, Forestry and Fisheries (MAFF). Her demonstrated results in operations, enterprise growth and strategic alliances/acquisitions include a \$185Mil acquisition approval and 28% division sales turn-around establishing market leadership for a 105 person spin-out division which she built and ran; \$10Mil+ multi-product launch for franchise expansion; and \$20Mil free media PR campaign for a software technology (www.rice-research.org).

Ms. Ramos holds a Bachelor of Science degree in Business from the Haas School of Business at U.C. Berkeley and a MBA from the Graduate School of Business at Stanford University.

Dr. Mark G. Tilley
Senior Investment Manager
DSM Venturing

Mark Tilley is currently a Senior Investment Manager with DSM Venturing B.V., the Venture Capital arm of DSM N.V.; a \$10B Netherlands based specialty performance materials and life science

company. In his current role, he has lead due-diligence and investments in start-up companies and venture funds and has board seats with CreAgri, Novomer, Van Technologies, Harland Medical Systems and InMat. Mark is a secondee to NGEN Enabling Technologies, a clean-tech and materials Venture Fund and shares an office with the fund in Santa Barbara.

Prior to joining the Venturing team of DSM, he was Vice President of Research and Business Development for DSM Desotech Inc, an operating division of DSM that is the global market leader in fiber optic coatings and stereo lithographic resins. During his tenure, he led a team of marketing and technical people and built a flat panel displays materials business that was acquired by JSR in 2005. Also during this time, he was elected to Radtech International trade group, and founded and chaired the electronic applications user group.

Mark also has held marketing and R&D positions at SDC Coatings, a J.V. founded Dow Corning and Pilkington Glass plc, and now currently under the Compass Private Equity Group, and GE Plastics where he started his career at their Corporate R&D center as a Senior Scientist.

Mark holds a BS in Chemistry from the University of Manchester Institute of Science and Technology in Manchester, UK, a PhD from North Dakota State University in Fargo, and a MBA from Pepperdine, California. He has also conducted research in photo-physics at the Hahn-Meitner Institute in Berlin and at the University of Notre Dame in South Bend, IN.

MODERATOR/PRODUCER

Rogelio Nochebuena

President

Nochebuena R&D

Nochebuena R&D is a consulting organization based in Pasadena that assists small companies as well as large enterprises to solve problems in a cost-effective way in the fields of lasers and nanotechnology. Mr. Nochebuena has more than 20 years of experience in high technology. He has worked in Fortune 100 companies as well as start-ups. Some of the companies that he has worked for include Agilent Technologies, Xerox Corp., and Carl Zeiss where he served in senior technical and marketing positions. His consulting practice includes clients such as Lawrence Livermore National Labs, Intelligent Optical Systems as well as tier one universities.

SPONSORS

CHRISTIE | PARKER | HALE LLP
Leaders in Intellectual Property Law & Complex Litigation

GT GreenbergTraurig

JETRO Los Angeles
Japan External Trade Organization

K&L | GATES
Kirkpatrick & Lockhart Preston Gates Ellis LLP

km Maginnis
Knechtel & McIntyre LLP
Certified Public Accountants and Consultants

PRICEWATERHOUSECOOPERS PwC

ReedSmith
The business of relationships.

**Stubbs
Alderton &
Markiles, LLP**
BUSINESS & TECHNOLOGY LAW

