

**Management is doing things right;
Leadership is doing the right things.**

- Peter F. Drucker

TCN

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Omar Amirana, MD
Partner, Oxford Bioscience Partners

Oxford Brand Is Internationally Recognized, Spanning 20 Years in the Industry

- Established Leader in BiInnovation venture capital
- Based in Boston, MA
Inside the MIT/Harvard innovation super-cluster
- Five funds – two in active management mode
*Proven investment performance –
Oxford's first fully realized fund, OBP I,
generated a 28% net annual return to investors over the life of the fund*
- Invest in BioPharma, BioMedical Technologies & Devices, BioEnergy, BioElectronics
Wherever BiInnovation can have a transformative impact
- Start-up through development stage investments
Find and lead over 60% of deals
- International success: US, Europe, Japan, Israel & Canada
Pursue the best opportunities regardless of geography
- Special history of success with Genomics
HGS, Sirna, Solexa, GENSET, Exelixis & others



Omar Amirana, M.D.

Partner



- **5 years at OBP; focused on medtech and company merger & acquisitions**
- **Vice President of Business Dev. for the Cardiology Div. at St. Jude Medical**
- **Co-founder Cardima, Inc., a spin-off of Target Therapeutics**
- **Vice President of Marketing at MedicaLogic**
- **CEO of Resolution Medical**
- **Co-Founder Propel Careers**
- **M.D. from Eastern Virginia Medical School**
- **B.S. in Mechanical Engineering from Tufts University**

Current Active Companies	Type	Fund	Activities
Nfocus Neuromedical	Medtech	V	BOD Seat
Smart Pill	Diagnostics	V	BOD Seat
Coherex	Medtech	IV	BOD Seat
Concentric Medical	MedTech	IV	BOD Observer
Mitralign	Medtech	IV	BOD Seat
CardioFocus	Medtech	III	BOD Seat

What is “VC Backable?”

- Team , Team, Team = Location, Location, Location
- “Hot” Market with Enormous Opportunity
- Large Exit Potential
- Usually Scalable Technology (or Service) with Terrific Margins
- “Protectable” (Trade Secret / IP / other)
- Fundable (reasonable capital requirements to get great exit)

- Honest / Trustworthy / Rational
- Motivated / Hungry
- Credible
- Smart & Knowledgeable with Deep Domain Expertise
- Strong but not bullying
- Has Healthy Checks and Balances
- Results Oriented and Responsive
- “Delights the Customer”

- Best negotiated upfront
- There's never a great time and never a better time
- ABC's: ALWAYS BE CLOSING on great talent
- Great connections often make transitions easier
- Seek your replacement and you ensure your promotion
- “Circle of Trust” vs “Circle of Trusted Advisors”

- What are companies? People
- What gets retained if valuable? People
- What produces Innovation? People
- What fuels economies? People (and cash)
- What do VC's invest in? **PEOPLE**