



## VENTURE CAPITAL

Connecting innovators to the financial resources necessary for success.



# FINANCIAL FORUM

### About CONNECT

CONNECT has assisted in the formation and development of more than 3,000 companies in the San Diego region and is widely regarded as one of the world's most successful organizations linking inventors and entrepreneurs with the resources they need for commercialization of innovative products in high tech and life sciences. The program has been modeled in more than 50 regions around the world. CONNECT has been recognized by *Time, Inc.* and *Entrepreneur* magazines and in 2011 won the national State Science and Technology Institute's 2011 Excellence in Tech Based Economic Development Award for Building Entrepreneurial Capacity. In 2010 CONNECT was the recipient of the Innovation in Economic Development Award from the U.S. Department of Commerce for creation of Regional Innovation Clusters. CONNECT manages the San Diego, Imperial Valley, Inland SoCal Innovation Hub (iHub) designated by the state of California Governor's Office of Business & Economic Development in 2010. Key to our success has been the unique "culture of collaboration" between research organizations, capital sources, professional service providers and the established industries.

## Innovative Financing Models for Early-Stage Companies

December 13, 2011



CATALYZING INNOVATION

8950 Villa La Jolla Drive  
Suite A124  
La Jolla, CA 92037  
858.964.1300

[CONNECT.ORG](http://CONNECT.ORG)

**Jeff Stein, President & Chief Executive Officer, Trius Therapeutics**

Jeff Stein has served as President and Chief Executive Officer of Trius Therapeutics since February 2007, and on its board of directors since 2005. From 2005 through 2007, Dr. Stein was a Kauffman Fellow with the venture capital firm Sofinnova Ventures. He has also served as a Venture Partner with Sofinnova Ventures from 2007 until 2010 and as Director of Venture Development for the UC San Diego from 2005 to 2006. From 1999 to 2005, Dr. Stein served as Executive Vice President, Chief Scientific Officer and a member of the board of directors of Quorex Pharmaceuticals, an anti-infectives company he founded in 1999, which was acquired by Pfizer in 2005. From 1995 to 1999, Dr. Stein was a scientist with Diversa Corporation where he most recently served as Principal Scientist and head of the anti-infectives discovery team. From 1993 to 1995, Dr. Stein served as Principal Scientist with the Agouron Institute, a private research institution, where he conducted research in bacterial genetics. From 1991 to 1993, he was an Alexander Hollaendar Distinguished Postdoctoral Fellow with the California Institute of Technology. Dr. Stein holds a Ph.D. in biochemistry and microbiology from UC San Diego.

**Nikolay Savchuk, Managing Director, Torrey Pines Investment**

Nikolay Savchuk is Managing Director at Torrey Pines Investment (TPI); Chairman of Viriom Ltd., NewVac Ltd., TeaRx Ltd. and Chemical Diversity Research Institute in Moscow, Russia; and serves on the board of ChemRar Hi Tech Center in Moscow, Russia. He has been leading the TPI investment team since 2002. Savchuk is a founder of the Inel Group of IT and media companies in Singapore and Russia, and was an industry representative to the Russian government's Pharma 2020 initiative. Savchuk is an advisor and expert of the Agency Of Strategic Initiatives of the Russian government. He holds a Ph.D. in Mathematics from the Moscow Institute of Physics and Technology.

**MODERATOR****Julia Brown, UC San Diego Board of Trustees**

Julia Brown is a member of the Board of Directors of Targacept, Inc., Labopharm, Inc., and MediQuest Therapeutics, Inc. She previously served on boards of Trius Therapeutics, Inc., Tanox, Inc. and CovX. Brown is a Certified Director having earned certification from Directors Institute at UCLA and from National Association of Corporate Directors. She has trained in executive compensation at Harvard and NACD. Brown is Chair of the Board of Trustees of the UC San Diego Foundation. She is a member of National Association of Corporate Directors and is on the board of the Corporate Directors Forum in San Diego. She is a member of the board of CONNECT and serves on its public policy committee and is a member of the CleanTECH San Diego's Board. Previously, Brown was Executive Vice President of Amylin Pharmaceuticals, Inc. and served as Advisor to the CEO. Prior to joining Amylin, Brown was Executive Vice President of Dura Pharmaceuticals, Inc. She spent over 25 years with Eli Lilly and Company in progressively more senior roles. Brown was Vice President of IVAC Corporation and General Manager of its Vital Signs Division (a Lilly subsidiary) and prior to that, she was Vice President of Worldwide Marketing for Hybritech (another Lilly subsidiary).

2:30 PM	<b>REGISTRATION AND NETWORKING</b>
3:00 PM	<b>WELCOME REMARKS</b> + <b>Louis Coffman</b> , Vice President, Sanford Consortium for Regenerative Medicine + <b>Julia Brown</b> , UC San Diego Board of Trustees
3:10 PM	<b>INNOVATIVE FINANCING MODELS FOR EARLY-STAGE COMPANIES</b> <i>TRIUS Therapeutics Case Study</i> + <b>Jeff Stein</b> , President & CEO, TRIUS Therapeutics  <i>Innovative Deal Structures</i> + <b>Nikolay Savchuk</b> , Managing Director, Torrey Pines Investment
4:00 PM	<b>MODERATED Q&amp;A DISCUSSION</b>
4:30 PM	<b>NETWORKING RECEPTION</b>
5:30 PM	<b>PROGRAM CONCLUDES</b>

HOSTED BY:



SPONSORED BY:

