

The Les Kilpatrick

Students to Start-ups[®]

Entrepreneurial Skills Training Workshop Series

The 2009 series is composed of seven workshops scheduled between February & May 2009 oriented towards building a student's skills in thinking about and preparing to become a founder or key employee in an investment-grade medical device venture. Each workshop is taught by successful entrepreneurs who enjoy sharing the secrets of their success.

In workshop #2 you will learn:

In this workshop, we will cover the typical milestones that compose the sequence through which most investment grade medical device companies pass on their way to subsequent acquisition. Further we will breakdown these milestones into their organizational, product, governance, financial and market-based components. Know more on how and why the key to increasing a business' valuation is to carefully define milestones and then meet them.

In this workshop, you will be equipped with skills to design, develop and implement checkpoints to quantify the growth of your venture. Learn how to create measurable metrics that you will use to track your progress against these milestones.

About the Presenter:

Seth has over 18 years of experience as a corporate finance professional in North America. Seth began his career in venture capital as an Analyst with both the Ventana Growth Funds and Sureste Venture Management. In both of these capacities Seth gained significant exposure to the creation of several successful venture-backed companies in the Life Sciences.

Prior to founding Katan in 2001, Seth worked in a merchant banking capacity with Union Bank of California, N.A., in the Specialized Lending Media and Telecommunications Group. During his 6 years there, he completed numerous debt financings totaling in excess of several billion dollars, while placing subordinated debt and private equity into several portfolio companies on behalf of the bank.

In the past eight years as a Co-Founder of Katan, Seth has led nine sell-side M&A engagements for companies in the Life Science space, generating aggregate transaction value in excess of \$125.0 million. Additionally, Seth has been responsible for closing three early-stage pharmaceutical partnering assignments with aggregate value generated for clients in excess of \$250.0 million.

Seth holds a MBA in Finance from the University of California, Irvine and a Bachelor of Arts degree in History and Public Affairs from the University of Denver.

Medical Device Company for Acquisition Workshop#2:

Envisioning Milestones and Achieving Them

Presented by

Seth Yakatan, Co-Founder, Katan Associates

This series is developed in partnership with



When

February 24, 2009
5:30 - 8:00 pm

Location

UCI Student Center
Doheny Beach AB

Cost

Free to UCI Students
Seating limited, please reserve your seat early.
Light dinner will be served.

RSVP

<http://milestones.eventbrite.com/>

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Entrepreneurial Skills Workshop Series

All events are:

5:30 pm – 8:00 pm

Pre-event mixer: 5:30 pm onwards

UCI Student Center*

*Seating limited, please reserve your seat early.
Complimentary light dinner will be served.*

2009 Schedule

February 17, 2009

How to Prepare Your Medical Device Company for
Acquisition: an Overview

February 24, 2009

Envisioning Milestones and Achieving Them

March 3, 2009

The Art of Valuation

March 10, 2009

What Makes a Great Investor Pitch

April 8, 2009*

Secrets to Presenting a Winning Investment Pitch

May 5, 2009

Midcourse Corrections

May 12, 2009

Executing the Exit

*Venue for April 8th: Calit2 Auditorium

Visit us at: merage.uci.edu/go/S2S

The University of California at Irvine's Paul Merage School of Business ("UCI") will be videotaping and recording the Students to Start-Ups Workshops, and the videotapes may include the image or likeness of attendees and/or their voice (the "Work"). UCI will make the Work available in the future, in electronic form including, video streaming, video tapes and like medium. By signing up as a Workshop Registrant, I understand that the Student to Start-Ups Workshop will be recorded and hereby release to UCI any and all rights that I may have for UCI to release and otherwise redistribute the Work, for profit or not for profit, in any form and in any manner.

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