



# KAIROS VENTURE PARTNERS III, L.P.

A UNIQUE PLATFORM TO COMMERCIALIZE EARLY-STAGE LEADING UNIVERSITY RESEARCH

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**Frances Arnold**

Caltech

**Nobel Prize in chemistry 2018**

Kairos Investment:  
Provivi



**Napoleone Ferrara**

UCSD

**Lasker Award for medical research 2019**

Kairos Investment:  
NVasc



**Robert H. Grubbs**

Caltech

**Nobel Prize in chemistry 2005**

Kairos Investments:  
Applaud, Foldax, NVasc



**Philip Low**

Purdue University

**Distinguished Professor  
Presidential Scholar for Drug Discovery**

Kairos Investment:  
Novosteo



**Chad Mirkin**

Northwestern

**1200+ patents  
230 awards**

Kairos Investment:  
Stoicheia



**Dennis Slamon**

UCLA

**Lasker Award for medical research 2019**

Kairos Investment:  
1200 Pharma

We partner with the world's  
leading scientists to solve  
humanity's greatest challenges



## Experience

Kairos founded in 2015  
and initially partnered  
with Caltech



## Access

Our ecosystem gives us  
early and unique access  
to disruptive innovations



## Create

We have deployed \$265M  
into 55 companies across  
all our funds



## Align

General Partners are  
~18% of committed  
capital across our funds

# Our portfolio companies are working on the world's first...

- Synthetic pheromone for row crop protection
- Polymeric aortic and mitral heart valves
- Wireless power charging at a meaningful distance
- Injection-molded metal gears and parts
- 3D printer for bio-integrated living tissue implant
- Dual-folded airplane wing with world's best range, speed, and payload

AND DOZENS MORE!

# OPPORTUNITY

Crossing the chasm from research to commercialization

Provide funding early, typically first institutional investor

Supply strategic direction from Executives in Residence (EIRs)

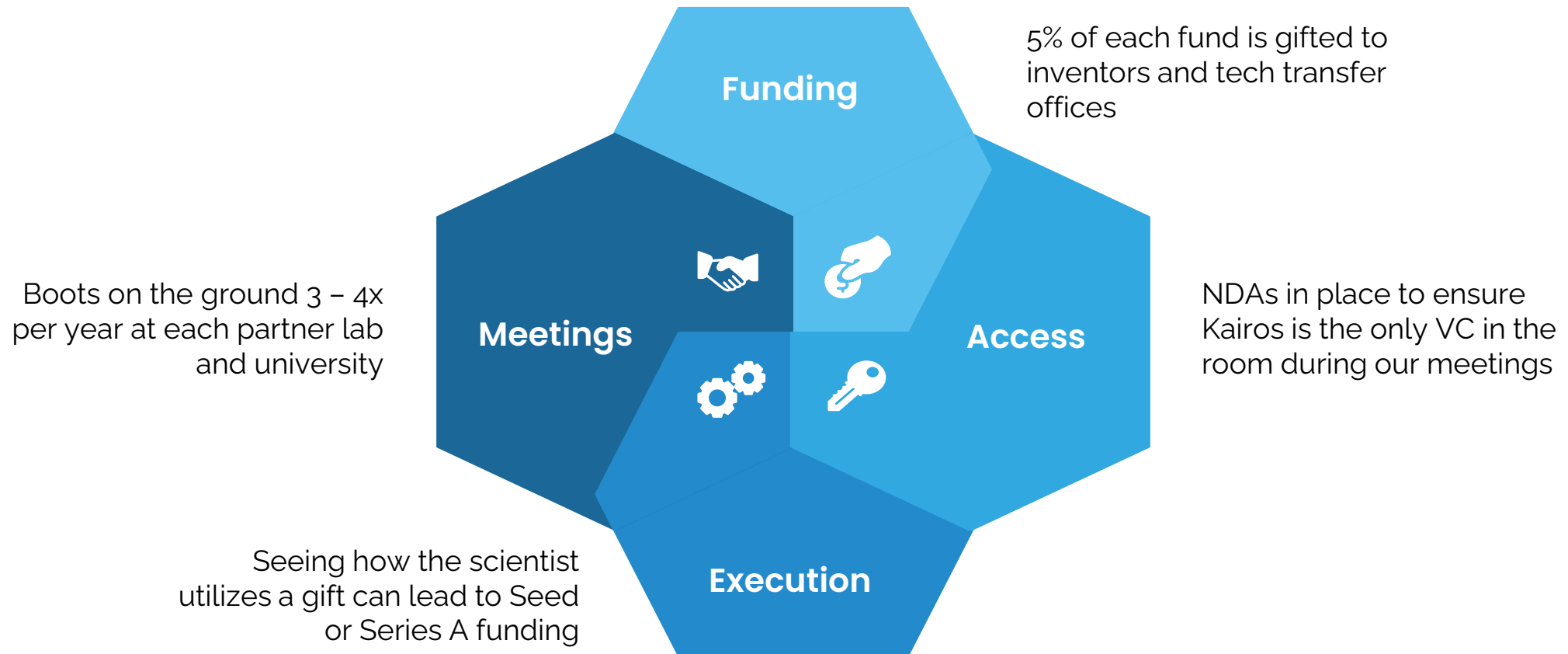
Leverage shared services in finance, HR, and marketing

Utilize relationships to build management teams and secure follow-on financing



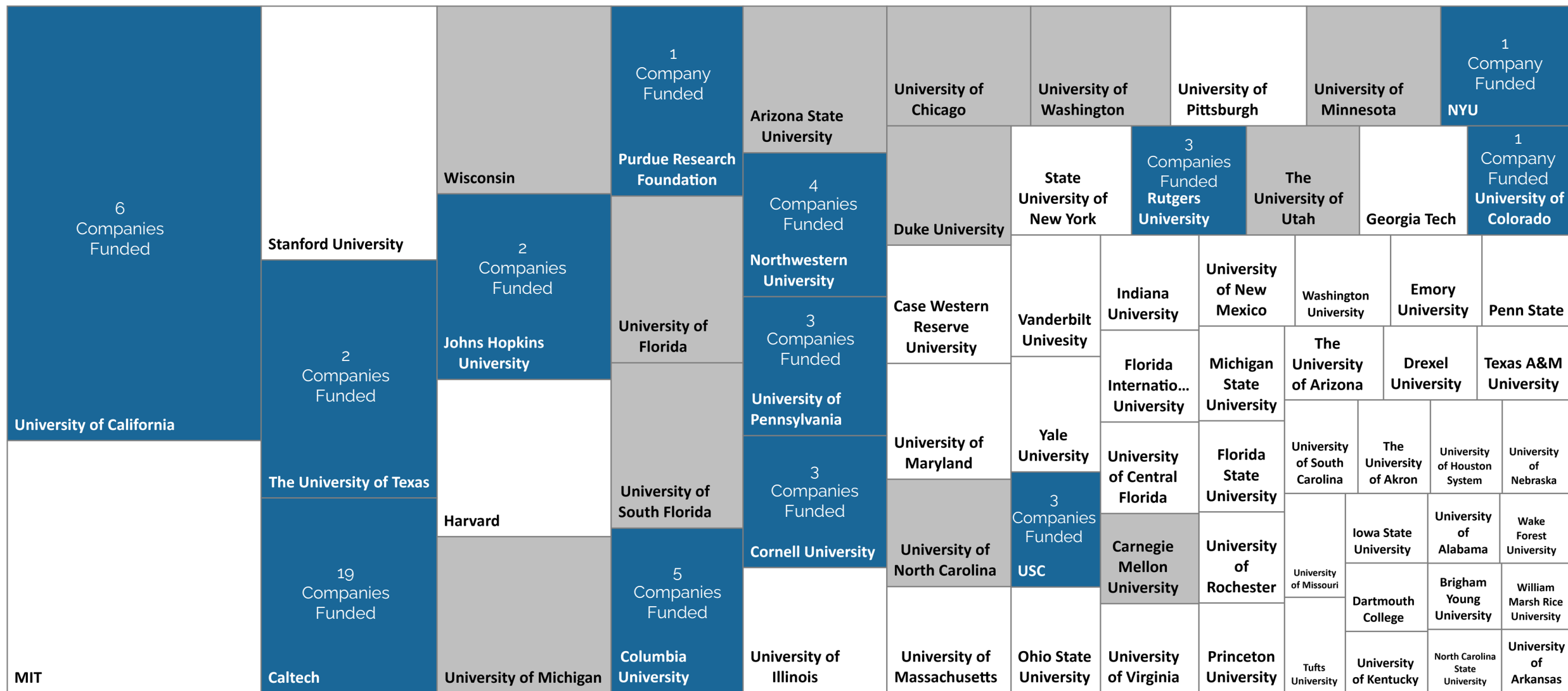
# KAIROS GIFT PROGRAM

We have utilized gifts to create an ecosystem to access the top labs and universities



# KAIROS UNIVERSITY ECOSYSTEM

## Top U.S. Universities Granted Utility Patents 2015-2020



Current University Partner

Future University Partner

No Current Relationship

One investment does not have a university affiliation and one is from Oxford University  
Source: National Academy of Inventors (NAI)

# DUE DILIGENCE PROCESS

Kairos has access to a large number of investment ideas because the Kairos Method builds deep relationships with top universities and labs with thousands of exceptional researchers across the nation

1

6,000+ screened ideas

Source

2

2,000+ pitches evaluated  
Market potential reviewed  
One page overview created

Initial Assessment

3

180+ innovations researched by Kairos due diligence scientists  
Engage subject matter experts  
40-60 page report reviewed

In-Depth Due Diligence

4

180+ ideas presented to the committee of business leaders  
Majority rule investment decision

Committee Meeting

5

56 companies founded since inception

Investment





# MEET OUR TEAM

## Due Diligence Specialists



**Alex Andrianopoulos**  
Chief R&D Officer  
[Bio](#)



**Martin Brena, PhD**  
Investment Associate  
[Bio](#)



**Josh Palmer, PhD**  
Principal  
[Bio](#)



**Teddy Albertson, PhD**  
Investment Associate

## Executives in Residence



**Nikos Iatropoulos**  
Regional Partner, Central US  
[Bio](#)



**Travis Blake, PhD**  
Principal, Physical Sciences  
[Bio](#)

## Board Advisor



**George Lauro**  
Board Advisor

Our investment approach partners our scientist analysts who evaluate the promise of new scientific discoveries with experienced executives who commercialize them

# MEET OUR TEAM

The Investment Committee Members are Renowned Executives and General Partners and Investors in Our Funds

## Investment Committee



**Jim Demetriades**

Kairos CEO  
Founder of SeeBeyond, Serial Entrepreneur in Technology, Media, and Hospitality



**Philip Barach**

Co-Founder & President of DoubleLine Capital



**Steven B. Fink**

Former CEO of Lawrence Investments, Serial Entrepreneur in Technology and Biotechnology



**David Fuente**

Former Chairman & CEO of Office Depot and Former President of Sherwin-Williams



**Kent Kresa**

Former Chairman & CEO of Northrop Grumman and Former Chairman of General Motors



**Ronald L. Olson**

A named partner of Munger, Tolles & Olson  
(non-voting)



**Ronald D. Sugar**

Independent Chairman of Uber and Former President, Chairman & CEO of Northrop Grumman, and on the Boards of Chevron, Apple, Amgen, and Air Lease Corporation



**Burt Sugarman**

TV & Film Producer and has invested in, bought, operated, and sold a wide range of assets and businesses



**Gene T. Sykes**

Managing Director of the Investment Banking Division of Goldman Sachs & Co. LLC  
(non-voting)



**Todd Thomson**

Kairos COO & CFO  
Former CFO of Citigroup & CEO of Citi's Wealth Management Division and Co-founder and past Chairman of Dynasty Financial Partners



# KVP I, KVP II, KVO I, KAIROS SPV, & KAIROS-PROVIVI SPV INVESTMENT



Provivi is the only company that can produce natural insect pheromones at scale to protect row crops through mating disruption. Unlike traditional insecticides, which kill all insects, these pheromones are natural inhibitors of pest population growth, are not toxic, and do not poison the natural farm ecosystem. The traditionally high cost of synthesizing pest pheromones has been a barrier to the adoption of this technology in low-cost, large acreage row crops. Provivi's low-cost, patented production method means that the current ~2 million acres of crops treated with pheromones can greatly expand. Provivi alone treated ~650k acres in 2021 and they hope to cross the 1 million acres threshold next year. We estimate the total addressable market for Provivi's current portfolio crop products to be 1 billion acres.

**Market Opportunity** The 2022 global pesticides [market](#) will be worth \$67B with a 5.7% CAGR (\$79B in 2025).

## CO-INVESTOR(S)

BASF, Bill and Melinda Gates Foundation, Corteva, DOW-Pioneer, MLSCF, Pontifax, Temasek, Tybourne, and Vivo Capital

## WEBSITE

<https://provivi.com/en>

## SELECT MEDIA COVERAGE

[Provivi Announces Supply Agreement for Pheromones Biomanufacturing](#)

[Provivi Announces Regulatory Approvals in Europe](#)

[Provivi announces strategic relationship with the Bill & Melinda Gates Foundation](#)

## FOUNDING SCIENTIST

Frances Arnold, PhD

- Linus Pauling Professor, Caltech
- PhD in Chem E from UC Berkeley
- Nobel Prize winner
- External co-chair of President Joe Biden's Council of Advisors on Science and Technology (PCAST)

## INITIAL INVESTMENT

**\$2.5M**

## TOTAL INVESTMENT

**\$35.4M**

## INVESTMENT CURRENT VALUE

**\$55.2M**

## INVESTMENT STAGE(S)

**A/B/C**

## UNIVERSITY PARTNER

**Caltech**

## BOARD REPRESENTATIVE

Jim Demetriades



# KVP I, KVO I, & SPV INVESTMENT



Tria™ heart valves are the world's first polymeric aortic, TAVR, tricuspid, and mitral valves – and are designed to last a lifetime. Valve replacement options today include mechanical valves that may last a lifetime but come with the long-term use of blood thinners, and tissue valves (pig or cow) don't cause clotting but cost 1M animal lives per year for the parts and wear out over time. Patients that get a Tria™ valve don't have the risk of experiencing thrombogenicity, calcification, or a valve with a 10 to 15-year lifespan. Plus, Tria™ valves cost a fraction of the mechanical and tissue options.

The 2019 trial of Foldax's polymer aortic heart valve concluded successfully in December of 2021 with 40 human patients. The mitral valve human trial began in February of 2021 and has six enrolled patients.

**Market Opportunity** The global transcatheter aortic valve replacement [market](#) is worth \$3.1B (2021) and expected to grow to \$7.1B by 2026 (18.5% CAGR). The global surgical mitral valve repair [market](#) was worth \$764M in 2020 and is expected to grow to \$2.2B by 2027 (16.4% CAGR).

## CO-INVESTOR(S)

BioStar Investors  
Angel Physician Fund  
Sayan Bioventures

## SELECT MEDIA COVERAGE

[First Clinical Study on TRIA Biopolymer Heart Valve Shows Excellent One-Year Performance](#)

[Foldax Receives Approval for Clinical Trial of TRIA Biopolymer Surgical Aortic Heart Valve in India](#)

[Foldax Selected as 2021 Top Medtech Startup](#)

## WEBSITE

<https://foldax.com/>

## FOUNDING SCIENTIST

Robert (Bob) Grubbs

- Before his passing, Bob was the Victor and Elizabeth Atkins Professor of Chemistry at the Caltech
- In 2005, Bob was a co-recipient of the Nobel Prize in Chemistry

## INITIAL INVESTMENT

**\$2.5M**

## TOTAL INVESTMENT

**\$16.8M**

## INVESTMENT CURRENT VALUE

**\$37.2M**

## INVESTMENT STAGE(S)

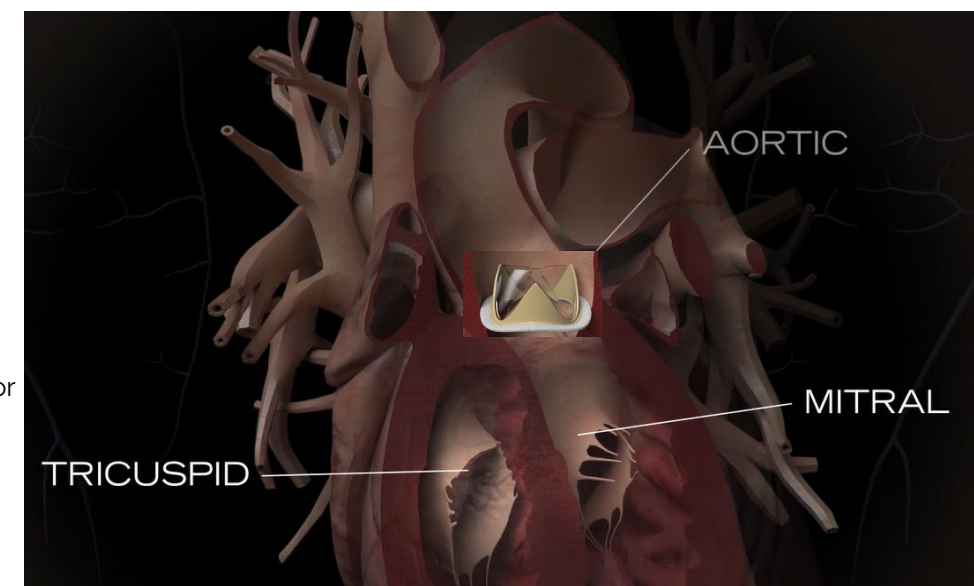
**A/B/C/D**

## UNIVERSITY PARTNER

**Caltech**

## BOARD REPRESENTATIVE

Jim Demetriades





# KVP II, KVO I, & KVP III INVESTMENT



MixComm's millimeter-wave communications chips increases the power output of 5G base stations by 2-3x and their integrated antenna/chip package offers a complete solution reducing the barrier to entry into 5G. As a result, MixComm chipsets allow telecom carriers to deploy 4-9x fewer base 5G stations, resulting in dramatic cost savings and allowing widespread deployment of 5G for the first time! MixComm is poised to become the standard for base stations globally.

Sivers Semiconductors AB agreed to acquire MixComm in 2021. Three of the largest 5G base station providers are working with or analyzing MixComm's products for their base stations along with several satellite providers. We have the chance to win ~70% of the world's 5G base stations and satellites transmission capabilities. At the completion of the acquisition in Q1 2022, Kairos will join the Board and will be the largest shareholder in Sivers.

**Market Opportunity** The 5G mmWave chipset [market](#) will be worth \$16B in 2022 with a CAGR of 37% (\$41B in 2025).

## ACQUIROR

Sivers Semiconductors AB  
("Sivers"; Nasdaq  
Stockholm: OM.SIVE)

## WEBSITE

[www.Mixcomm-inc.com](http://www.Mixcomm-inc.com)

## SELECT MEDIA COVERAGE

[Sivers Semiconductors Acquires MixComm](#)

[RFSOI beamforming technology recognized among the best by the 2021 Military & Aerospace Electronics Innovators Awards](#)

## FOUNDING SCIENTIST

Harish Krishnaswamy, PhD

- Associate professor of electrical engineering, Columbia University
- DARPA Microelectronics Exploratory Council Member
- 2017-2019 IEEE SSCS Distinguished Lecturer
- 2018 IEEE RFIC Symposium Best Student Paper and Best Demo Awards

ACQUIRED

## INITIAL INVESTMENT

\$1.3M

## TOTAL INVESTMENT

\$14.2M

## INVESTMENT CURRENT VALUE

\$59.4M

## INVESTMENT STAGE(S)

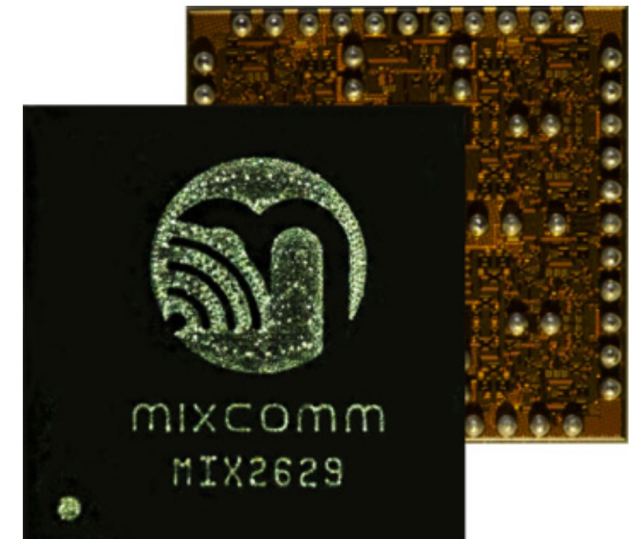
A/B

## UNIVERSITY PARTNER

 COLUMBIA UNIVERSITY

## BOARD REPRESENTATIVE EXECUTIVE IN RESIDENCE

Todd Thomson  
Nikos Iatropoulos



# KVP I, KVP II, KVO I, & KVP III INVESTMENT



Imagine if the smartphone in your pocket, gamepad in your hand, or watch on your wrist could charge wirelessly. No cables, no wireless charging pads, just wireless power beamed through the air by a router, much like Wi-Fi. GuRu's proprietary technology cuts the final cord by enabling safe and precise transmission and recovery of micro-watt to multi-watt wireless power over-the-air at unprecedented distances.

GuRu has been working closely with Motorola following the joint announcement of their partnership in early 2021. The company continues to expand its pipeline with leaders across various market segments including consumer devices, IOT, home and appliances, automotive, and others, increasing agreements in place and completing deliverables for various evaluation and proof of concept efforts. This activity is expected to drive deeper engagements.

**Market Opportunity** The consumer devices charger [market](#) was \$30B in 2020 with a CAGR of 1.4% (\$32B in 2025).

## CO-INVESTOR(S)

BOLD Capital

## SELECT MEDIA COVERAGE

[Motorola 'Space Charging' video shows it over-the-air recharging 4 phones at once](#)

[Motorola 'WirelessPower' Tech Charges Devices From 10 Feet Away](#)

## WEBSITE

<https://guru.inc/>

## FOUNDING SCIENTIST

- Ali Hajimiri, PhD
- Holds the Bren Chaired Professorship in Electrical Engineering and Medical Engineering, Directorship of the Holistic Integrated Circuit Laboratory, as well as co-Directorship of the Space Solar Power Project at Caltech

## INITIAL INVESTMENT

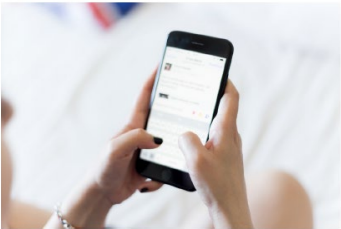
\$1.2M

## TOTAL INVESTMENT

\$15.9M

## INVESTMENT CURRENT VALUE

\$12.3M



Wireless mobile charging

## INVESTMENT STAGE

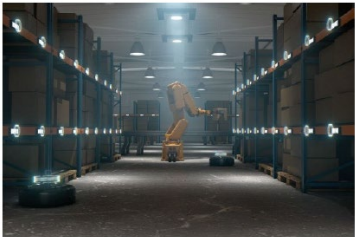
Note/A

## UNIVERSITY PARTNER

Caltech

## BOARD REPRESENTATIVE

Jim Demetriades



Wireless IOT charging



Automotive devices



# KVP III INVESTMENT



Vivodyne uniquely grows 3D, fully-vascularized human organoids (“organs-on-chip”) and can deploy them in fully automated instruments conducting thousands of experiments at a time. By employing excellent emulators of human organs, Vivodyne empowers medical researchers to better predict performance of therapeutics on humans, without the waste of sacrificing millions of test animals. As a result, the rate of success for discovering efficacious drugs will dramatically increase from the current abysmal 1% approval rate for drugs tested through traditional methods on animals, while also moving the pharmaceutical industry to a more ethical pathway.

In 2021, Vivodyne closed deals with several global pharmaceutical companies to begin “early adopter” studies and is expanding its client base.

**Market Opportunity** Vivodyne's technology is expected to capture a meaningful part of, and significantly outpace, the global animal model market. That [market](#) was worth \$1.47B in 2020. It is expected to grow to \$2.68B by 2030 (6.1% CAGR).

CO-INVESTOR(S)	SELECT MEDIA COVERAGE	FOUNDING SCIENTIST
N/A	N/A	Andrei Georgescu, CEO

**WEBSITE**  
<https://vivodyne.com/>

INITIAL INVESTMENT

\$2.0M

TOTAL INVESTMENT

\$2.0M

INVESTMENT CURRENT VALUE

\$2.0M

INVESTMENT STAGE

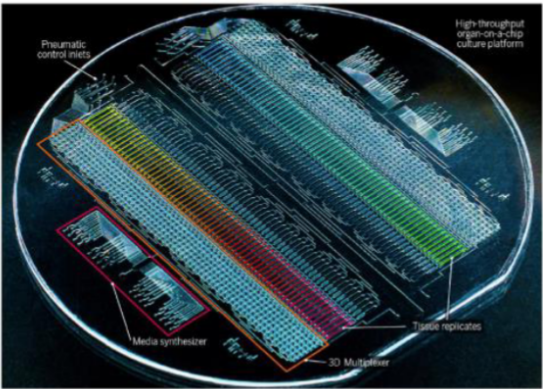
Seed

UNIVERSITY PARTNER



BOARD REPRESENTATIVE  
EXECUTIVE IN RESIDENCE

Alex Andrianopoulos



# KVP III INVESTMENT

## P T E R O D Y N A M I C S

PteroDynamics has developed and patented a unique drone with folding airplane wings that has world's best range, spend, and payload. The Trans-wing© design can scale to meet multiple air mobility needs from small package delivery drones (<5 lbs.) to freight movement aircraft (5-100s lbs.) to a five-to-six-person air taxi for passenger transportation. This innovation has many critical advantages to existing VTOL designs, the greatest two being 1. a much smaller size and greater stability in its takeoff/landing configuration and 2. significantly longer range and endurance for any given energy source and payload.

After winning a Navy contract in 2021, PteroDynamics is focused on delivering three of its 13-foot wingspan, all electric cargo delivery. This plane has a payload capacity of 15lbs.

**Market Opportunity** The 2022 drone delivery [market](#) will be worth \$1.4B with a CAGR of 54.5% (\$5.2B in 2025). PteroDynamics also stands to take a bite out of the \$100B taxi market and the \$400B airline market.

### CO-INVESTOR(S)

N/A

### SELECT MEDIA COVERAGE

[PteroDynamics Secures Contract with US Navy to Deliver Cargo VTOL Aircraft](#)

[10 Unique EVTOL Aircraft That Do Things Very Differently](#)

### FOUNDING SCIENTIST

Val Petrov, PhD  
 • MS in math, PhD in chemistry, and post-doc in nonlinear dynamics

### WEBSITE

[www.pterodynamics.com/](http://www.pterodynamics.com/)

### INITIAL INVESTMENT

**\$0.65M**

### TOTAL INVESTMENT

**\$2.7M**

### INVESTMENT CURRENT VALUE

**\$2.8M**

### INVESTMENT STAGE

**Note**

### UNIVERSITY PARTNER

N/A

### BOARD REPRESENTATIVE

Todd Thomson





# KVP II & KVP III INVESTMENT



Transient Plasma Systems (TPS) has developed the world's first cold plasma internal combustion engine ignition system. Electric vehicles are on the rise, but fossil-fueled engines are not going away soon. TPS is creating a spark plug that can go into existing engines, improving fuel efficiency by 20% and reduces emissions by 50%.

In 2021, TPS received a \$1M grant from the US Navy, bringing the total received for technology development and testing from government agencies (Department of Energy, Air Force, Army, Navy, and State of California) and commercial partners (Toyota, Hyundai, Caterpillar, Cummins, and Wartsila) to over \$10M.

**Market Opportunity** Emissions control systems are worth roughly \$40B with a CAGR of roughly 5% (\$49B in 2025). [Markets and Markets](#), [Transparency Market Research](#), [Global Market Insights](#), [Markets and Markets](#), [Stratview Research](#)

## CO-INVESTOR(S)

N/A

## SELECT MEDIA COVERAGE

[Transient Plasma Systems Reports Significant Breakthroughs in Ignition Technology](#)

['Lightning bolt' approach to fuel ignition](#)

## FOUNDING SCIENTIST

Dan Singleton, PhD

## WEBSITE

[www.transientplasmasystems.com/](http://www.transientplasmasystems.com/)

## INITIAL INVESTMENT

**\$0.67M**

## TOTAL INVESTMENT

**\$7.5M**

## INVESTMENT CURRENT VALUE

**\$9.5M**

## INVESTMENT STAGE

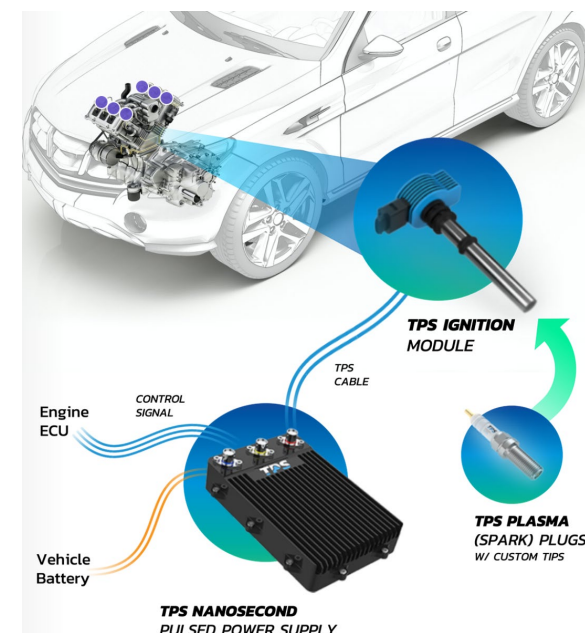
**Note/A**

## UNIVERSITY PARTNER

**USC** University of Southern California

## BOARD REPRESENTATIVE EXECUTIVE IN RESIDENCE

Jim Demetriades  
Travis Blake



# KVP I, KVP II, KVO I, KVP III, & SPV INVESTMENT



AMORPHOLOGY

Amorphology is creating the world's first injection-molded metal gears and parts with micron-level accuracy. Its patented and proven materials have advanced features over the industry's current steel or titanium parts. These include achieving near theoretical yield strengths, reducing the need for time-consuming and expensive machining and post processing of parts, high hardness and corrosion resistance, a low coefficient of friction, and gears/gearboxes that can operate without lubricants. Our metals are particularly suited for extremely small to micron size gears, specialty gears, cold, harsh or corrosive environments, and industries where lubrication-free gearboxes are beneficial - such as food handling, space, or medical devices.

The company recently made a breakthrough, having injection molded gears with 3–7-micron precision in the first run. This is a world's first!

**Market Opportunity** The market potential expected to be \$35B, with \$32B from automotive and the rest split between industrial robots and other smaller applications.

CO-INVESTOR(S)

N/A

SELECT MEDIA COVERAGE

- [Metallic Glass Gears Make for Graceful Robots](#)
- [Gears Made of Metallic Glass Could Be Ideal for Space Missions](#)

FOUNDING SCIENTIST

- Douglas Hofmann, PhD
- Principal at NASA Jet Propulsion Laboratory/California Institute of Technology
  - Over 30 publications
  - Presidential Early Career Award for Scientists and Engineers

WEBSITE

[www.amorphology.com](http://www.amorphology.com)

INITIAL INVESTMENT

\$0.20M

TOTAL INVESTMENT

\$20.6M

INVESTMENT CURRENT VALUE

\$46.7M

INVESTMENT STAGE

Note/A/B

UNIVERSITY PARTNER

Caltech

BOARD REPRESENTATIVES

Jim Demetriades  
Todd Thomson



# KVP III INVESTMENTS

Latest News Articles Accessed by Clicking On A Company's Logo Below, Where Available



12

New

16

Follow-on



# POTENTIAL FUNDING STAGES

Tranched Investments to Minimize Risk While Testing Scientific & Business Milestones

	<u>Gift</u>	<u>Seed</u>	<u>Series A</u>	<u>Follow-on</u>
# of Companies at Stage*	63	17	20	13
Amount	\$50k – \$150k	\$500k to \$4M	\$2M to \$10M	\$5M to \$15M
Ownership		10 – 40%	20 – 75%	10 – 75%
Structure		Convertible Note or Equity	Series A	Series B, C & D
Purpose	Establish relationships with professors, labs and university tech transfer office	Fund to establish the commercial pathway	Lead round if there is a demonstration that the science works	Maintain pro-rata ownership through future rounds of strategic capital**
Support		Kairos Executive in Residence interim CEO or COO	Hire CEO(s) and other staff to run operations	Maintain voting rights and board positions

\*Excludes five closed companies.

\*\*On occasion, we may invest funds above (if there is availability) or below (allow important strategic partners to participate in a financing round) the pro-rata ownership.



# INVESTMENT GUIDELINES

## Building a Portfolio of Disruptive Improvements

	<u>LIFE SCIENCES</u>	<u>PHYSICAL SCIENCES</u>
TOTAL ADDRESSABLE MARKET (PER COMPANY)	\$1Bn+	\$500M+
RETURN TARGET (BASED ON ESTIMATED TIME TO EXIT)	5-10x	5-10x
ESTIMATED EXIT TIMING (FROM INITIAL INVESTMENT)	Sold pre-revenue	6 years
TYPICAL EXIT	5 – 8 years	4 – 7 years
MAXIMUM PERCENT OF FUND CAPITAL ALLOCATED TO A COMPANY	10%	10%
TARGET ALLOCATION IN PORTFOLIO	50%	50%



# SUMMARY OF TERMS

FUND	Kairos Venture Partners III, L.P. (KVP III)
MANAGEMENT FEE	2%, drops to 1.5% after Investment Period at 0.1% each year
CARRIED INTEREST	20%
FUND TERM	10 years (ability to have two consecutive one-year extensions)
INVESTMENT PERIOD	4 years
GIFT RATE	Up to 5% of fund
DISTRIBUTION	Modified European Waterfall
REPORTING	Quarterly investor letter, ad hoc updates and annual independent audits

\$250M

Target fund size

10%

General Partner and Investment Committee commitment target

5-10x

Return target



# TRACK RECORD



	Kairos Venture Partners I	Kairos Venture Partners II	Kairos Venture Opportunities I	Associated SPVs	Kairos Venture Partners III
<b>Vintage</b>	2015	2017	2019	Varies by SPV	2020
<b>Fund Size</b>	\$46M	\$132M	\$31M	\$57M	Fundraising in Progress
<b>Invested Amount</b>	\$38M	\$111M	\$29M	\$57M	\$29M
<b>Funds Invested (%)</b>	84%	84%	95%	100%	Fundraising in Progress
<b>Number/Total Amount of Gifts</b>	8/\$2.95M	70/\$5.23M	N/A	N/A	N/A
<b>Number of Investments</b>	16	35	9	10	28
<b>Average Age of Investment (yrs)</b>	4.9	3.1	1.6	2.2	1
<b>Valuation</b>	\$86M	\$138M	\$53M	\$64M	\$35M
<b>Gross Multiple of Invested Capital</b>	2.25x	1.25x	1.80x	Varies by SPV	1.04x
<b>Net Multiple of Invested Capital</b>	1.68x	1.04x	1.65x	Varies by SPV	0.96x
<b>Net Internal Rate of Return (based on previous round valuation)</b>	10.9%	1.1%	31.2%	Varies by SPV	-4.5%
<b>Exit Assumptions - Gross Multiple of Invested Capital</b>	6.2 – 16.8x	2.2 – 5.2x	3.2 – 7.9x	Varies by SPV	N/A

Data as of 09.2021



# APPENDIX: SERVICE PROVIDERS

## ACA COMPLIANCE GROUP

Compliance Consultant  
Michael Bowers  
[mbowers@acacompliancegroup.com](mailto:mbowers@acacompliancegroup.com)  
215.622.1130

## AKIN GUMP STRAUSS HAUER & FELD LLP

Legal Counsel  
Jim Deeken  
[jdeeken@akingump.com](mailto:jdeeken@akingump.com)  
214.969.4788

## ERNST & YOUNG

Auditor  
Joost J. Hendriks  
[joost.hendriks@ey.com](mailto:joost.hendriks@ey.com)  
213.240.7428

## UMB FUND SERVICES

Administrator  
Robert Hamaker  
[robert.hamaker@umb.com](mailto:robert.hamaker@umb.com)  
801.866.0512



# APPENDIX: INVESTMENT COMMITTEE BIOGRAPHIES



## Jim Demetriades

Jim is the Founder and CEO of Kairos, a serial entrepreneur, and early-stage investor. Jim became passionate about computers and scientific innovations at the age of 9 when his father, an inventor, entrepreneur, and rocket scientist would drop him off at the Caltech computer room. At Kairos, he has created a new style of venture capital investing that has financed and supported the development of numerous world's first technologies that seek to solve some of humanity's greatest challenges. Prior to founding Kairos, Jim started SeeBeyond at the age of 26, a software company that invented and patented several technologies in the software industry. SeeBeyond specialized in composite, client server-based integration technology, distributed integration technologies, and cloud-based integration and development products. These integration products were ranked number one globally by the Gartner Group. Jim grew SeeBeyond into the world's largest organically matured and self-funded integration software company in dozens of industries, including GM, Porsche, BMW, Pepsi, NY Columbia Presbyterian, JPMorgan Chase, Unilever, Air Liquide, the British NHS, Aetna, and the Cleveland Clinic among others. He has experience working in dozens of industries as SeeBeyond solved his clients' complex global integration needs. Jim took the company public and subsequently sold it to Sun Microsystems (now part of Oracle) in 2005. Jim has also been a real estate owner, manager, and developer. He currently serves on the boards of numerous portfolio companies and is active in various philanthropic and political initiatives.

## Todd Thomson

Todd is the COO and CFO for Kairos Ventures. He is an accomplished operating executive and entrepreneur, having served as Citigroup CFO for 5 years and as CEO of Citigroup's \$10 Billion Global Wealth Management division for 2.5 years. Todd is a leading practitioner on M&A and business strategy, having led the acquisition and strategy efforts for Citigroup and GE Capital, as well as serving as advisor to Fortune 500 firms while at Bain & Co., Booz Allen Hamilton, and Barents Group. He has extensive investing experience as CEO of Citigroup Alternative Investments, Chairman of the Citi Pension Investment Committee, Chairman of the Dynasty Investment Committee, and a member of the Investment Committees for the Davidson College and World Resources Institute endowments. At Kairos, Todd oversees all operational and financial aspects of the firm and serves on the Kairos Investment Committee. Kairos has partnered closely with 16 prominent universities to select and commercialize their most ground-breaking patented innovations in life sciences and physical sciences. Just prior to joining Kairos, Todd has been Co-Founder and Chairman of Dynasty Financial Partners, the leading investment and technology platform for sophisticated independent advisors. Founded by Todd and his colleagues in 2010, Dynasty serves nearly 50 RIA firms nationally, with \$45Bn in assets under advisement. Todd received his MBA, with Distinction, from the Wharton School of Business and his BA in Economics from Davidson College.



# APPENDIX: INVESTMENT COMMITTEE BIOGRAPHIES

## Philip Barach

Phil is Co-Founder and President of DoubleLine Capital. Prior to DoubleLine, he was Co-Founder and Group Managing Director of the TCW Mortgage Group, where Phil spent more than 23 years. He has more than 32 years of fixed income investment experience. Before joining TCW, Barach was a Senior Vice President at Sun Life Insurance Company in Los Angeles, where he was responsible for the asset/liability management of the firm and oversight and management of the company's \$5 billion investment portfolio.

## Steven B. Fink

Steve is the former Chief Executive Officer of Lawrence Investments, LLC, a venture with Larry Ellison of Oracle. Steve was a founding partner, Managing Director, and Vice Chairman of Knowledge Universe, and is on the board of City of Hope. Formerly, Steve was the Chair of Lexicon, Chair and Founder of Life Storage, Chair & CEO of Anthony's Manufacturing, Founder & Chair of LeapFrog, and Chair of Spring Group. He serves on the boards of C-COR, Heron International (Chair), K-12, City of Hope, Herb Ritts Foundation, American College of Physicians Foundation, Jackson Laboratory, Smithsonian Institute, and UCLA Foundation.

## David Fuente

Dave is the former Chairman and CEO of Office Depot and the former President of Sherwin-Williams. He earned his B.S. and M.S. degrees from Purdue.

## Kent Kresa

Kent is former Chairman and CEO of Northrop Grumman and the former Chairman of General Motors. He has worked with DARPA, the Lincoln Laboratory at M.I.T., Avery Dennison, the Fluor Corporation, and the MannKind Corporation. Kent received his B.S., M.S., and E.A.A. degrees from M.I.T.



# APPENDIX: INVESTMENT COMMITTEE BIOGRAPHIES

## Ronald L. Olson

Ron is a non-voting member of Kairos Ventures' investment committee and is a name partner of Munger, Tolles & Olson whose practice involves a combination of litigation and corporate counseling. Ron is ranked among Chambers USA's Senior Statesmen in California litigation. He is a director of Berkshire Hathaway, Western Asset Trusts and Provivi. Ron received his B.A. from Drake University and studied law at Linacre College, University of Oxford, and the University of Michigan Law School.

## Ronald D. Sugar

Ron is the Independent Chairman of Uber. He served as the former President, Chairman, and CEO of Northrop Grumman Corporation. He serves on the boards of Chevron Corporation, Apple, Inc., Amgen Inc., and Air Lease Corporation. Ron received his B.S. and Ph.D. in engineering from UCLA.

## Burt Sugarman

Burt is a successful Beverly Hills-based TV and Film producer. He has invested in, bought, operated, and sold a wide range of assets and businesses, including real estate, newspaper and broadcasting, fast-food restaurants, car distributors, and building materials (cement).

## Gene T. Sykes

Gene is a non-voting member of Kairos Ventures' investment committee is the Managing Director of the Investment Banking Division of Goldman Sachs & Co. LLC in Los Angeles. He is Co-Chairman of Global Mergers and Acquisitions (M&A) and Co-Chairman of the Global Technology, Media and Telecom Group. Gene is Chairman for the Alliance for Southern California Innovation. He serves on the boards of the Pacific Council on International Policy, the Los Angeles 2028 Organizing Committee, Common Sense Media and the Governor's Task Force on Business and Jobs Recovery in California. Gene earned his A.B. from Harvard University and his MBA from Stanford University.



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As presented herein, IRRs and multiples with respect to unrealized investments assume that such investments were sold for cash at their indicated unrealized values and the proceeds therefrom distributed to investors. Actual realized returns on unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions at the time of disposition, legal and contractual restrictions on transfer that may limit liquidity, any related transaction costs and the timing and manner of sale, all of which may differ from the assumptions and circumstances on which the valuations used in the prior performance data contained herein are based. Accordingly, the actual realized returns on unrealized investments may differ materially from the returns indicated herein.

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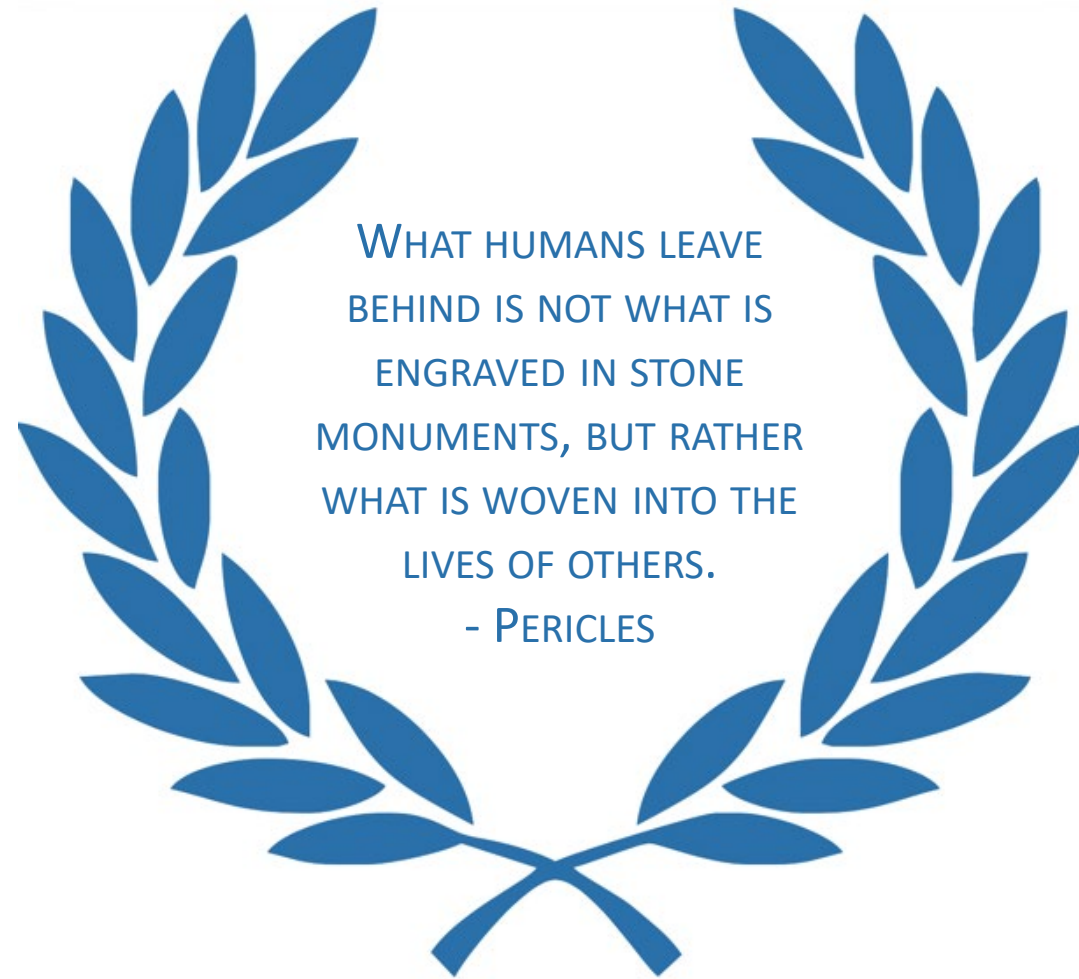
may involve complex tax structures and delays in distributing important tax information; (v) are not subject to the same regulatory requirements as mutual Funds; and (vi) often charge high fees.

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WHAT HUMANS LEAVE  
BEHIND IS NOT WHAT IS  
ENGRAVED IN STONE  
MONUMENTS, BUT RATHER  
WHAT IS WOVEN INTO THE  
LIVES OF OTHERS.

- PERICLES

Katie Kowinski  
Head of Investor Relations  
[katiek@kairosventures.com](mailto:katiek@kairosventures.com)  
415.722.2345