

ENET PRESENTATION: YAEL SCHWARTZ, PHD

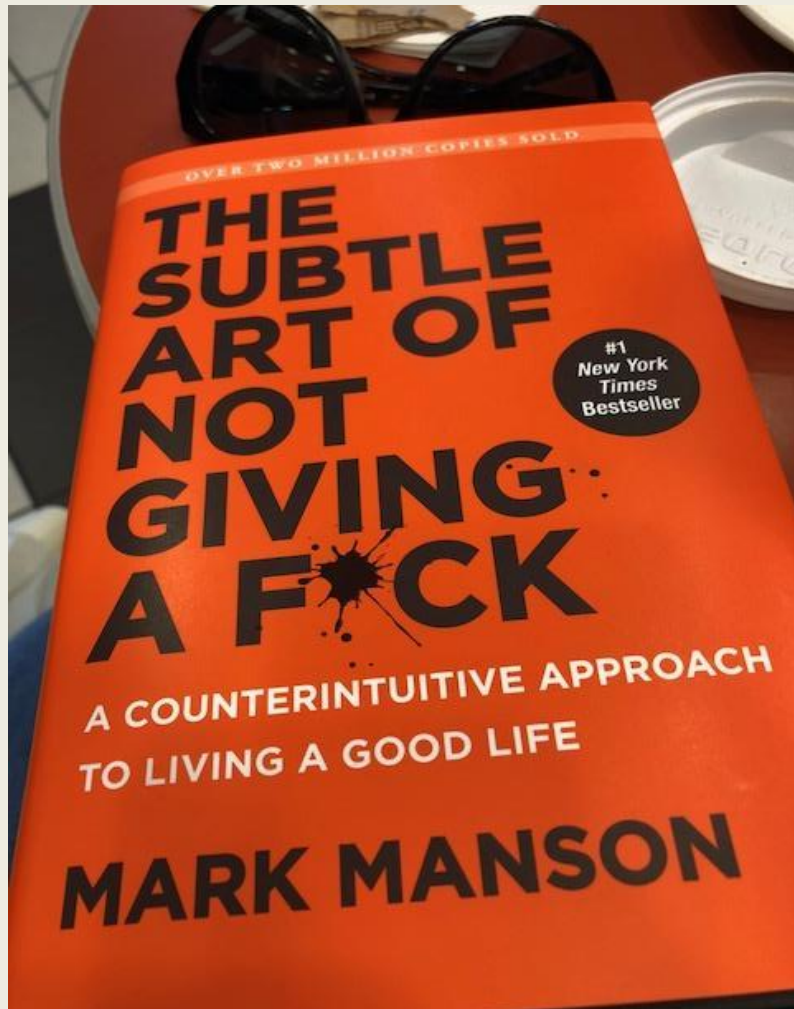
BOSTON, MA
APRIL 17, 2018

Some Background

- Company #1 was founded just before Lehman Brothers declared bankruptcy and the stock market tumbled
- Virtually impossible to raise \$\$
- Raised enough to keep limping forward
- Created a spin-out (Company #2) and got a license deal....more \$\$ in from milestone payments
- Companies #1 and #2 acquired and taken public

Public Company

- Executive Officer and on Board of Directors of public company
- Incompetent CEO ran company into the ground
- Took evasive action and got out with my assets and money for myself, my CSO and to start a new company
- Started Or-Genix
 - Didn't lose (but could have) because I was seasoned, vigilant and a tough negotiator
 - A business model that helps me maintain significant equity



Recommended Reading for Entrepreneurs: This book will teach you that it's OK for things to suck and how to turn your pain into a useful tool.

- "This book will teach you how to lose and let go"
- "It will teach you that you can close your eyes and fall backwards and still be OK"
- "Not giving a f*ck is a simple way of reorienting our expectations for life and choosing what is important and what is not."