

Overview for Academic Institutions

Multi-Stage, Multi-Sector Fund

Partnering with **Leading Research Institutions** to Invest in
Top Venture-backed **Spinouts**



Osage University Partners Overview

UNIQUE VENTURE FUND THAT PARTNERS WITH RESEARCH ORGANIZATIONS TO INVEST IN THEIR SPIN-OUTS BY EXERCISING THEIR PARTICIPATION RIGHTS

- OUP invests in early, middle, and late-stage spinouts in all sectors, including life science, software, advanced materials, semiconductors, clean energy, and more

PARTNER ORGANIZATIONS SHARE IN OUP PROFIT AND BENEFIT FROM SIGNIFICANT SUPPORT IN LAUNCHING AND PROMOTING START-UPS

- Institutions share in OUP's fund profit in return for assigning Participation Rights
- OUP provides programmatic support to TTOs and their start-ups to promote funding activity, hiring, strategic partnerships, and the overall entrepreneurial ecosystem
- OUP shares proprietary data with partners on start-up progress, financing trends, and more

INVESTING OUT OF OUP IV; OUP I, II AND III CONTINUE REALIZATIONS

- ~\$800M AUM between the four funds
- Over 150 portfolio companies
- 30+ IPOs and 10+ successful acquisitions of portfolio companies to date

Core Partners, Associate Partners & Community Partners

Core Partners

Core Partners assign Participation Rights from tech transfer startup licenses to OUP for the “new deal investment period” of each fund

University can jointly exercise any Participation Right 50/50 with OUP

Participate in OUP value-added programs to help improve tech transfer effectiveness and commercialization success

Portion of profits are based on signing up for each fund; other portion is performance based

Core Partners have option to renew for each subsequent fund

Associate Partners

Associate Partners work with OUP non-exclusively; there is no pre-assignment of investment rights

University can jointly exercise any Participation Right 50/50 with OUP

Participate in OUP value-added programs to help improve tech transfer effectiveness and commercialization success

Portion of profits are performance based

Community Partners

Community Partners work with OUP non-exclusively; there is no pre-assignment of investment rights; OUP does not actively track startups from Community Partners

No signed MOU

If OUP were to invest in a startup originating from a Community Partner, the Community Partner would then shift to an Associate Partner relationship

Access to many of the value-added programs to help improve tech transfer effectiveness and commercialization success

The OUP Team

LIFE SCIENCES TEAM

Bill Harrington, MD, MBA
Managing Partner



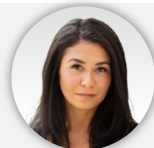
Matt Cohen, PhD
Managing Partner



Anurag Agarwal, PhD
Partner



Mitra Miri, PhD
Principal



TECHNOLOGY TEAM

Marc Singer
Managing Partner



Robert Adelson, JD
Managing Partner



Manny Stockman, PhD
Partner



Ajay Rayasam, MS
Sr. Associate



Nii Dodoo-Amoo, PhD, MBA
Principal



UNIVERSITY RELATIONS

Kirsten Leute, MBA
Partner, University Relations



Jaimie Testai, MS
Best Practices Manager



FINANCE TEAM

Claudia Dunnous, CPA
CFO



Beth Grafstrom, CPA
VP of Finance



Kumar Patel, CPA
Fund Controller



Chris Nawalinski
Fund Accountant



INVESTMENT SUPPORT

Nabil Ullah
Senior Analyst



ADMINISTRATIVE TEAM

Britt Kennett
Senior Executive Assistant



Kayti Mangels
Executive Assistant and Program Coordinator



OUP Investment Focus

ALL STAGES OF NEW VENTURES



Seed

\$100,000 to \$1,000,000



Early

\$1,000,000 to \$5,000,000



Mature

\$5,000,000 to \$10,000,000



BROAD RANGE OF MARKET SECTORS



Hardware



**Information
Technology**



Life Sciences

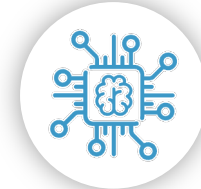


Materials

OUP Invests in Deep Science



Early Access to **~1,100 New** Startups Created Annually, in Addition to **10,000+ Existing** Companies



LIFE SCIENCES

GENETIC ENGINEERING



CELL AND GENE THERAPY



RNA BIOLOGY



ADVANCED DIAGNOSTICS



TARGETED THERAPEUTICS



CNS AND NEUROLOGY



TECH

NEW ARCHITECTURES / QUANTUM COMPUTING



ROBOTICS / AUTONOMOUS EVERYTHING



Embodied



elementary



Opsys Technologies

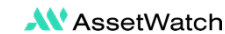
ML / AI



einblick



clarifai



AssetWatch

ADVANCED CYBERSECURITY



corelight



Censys



MENLO SECURITY

“Deep Science” Research-Funded Innovation

- Long term competitive advantages
- High barriers to entry
- Good downside protection

CLIMATE TECH



NuMat TECHNOLOGIES



urjanet

OUP Portfolio Examples:

Significant Stickiness With Universities – Beyond Sharing in Carried Interest

OUP Offers Broad Value-Added **PARTNERSHIP**



Trusted partner for company introductions to VCs, insights, and best practices



Informative **programming** of webinars, seminars, summits, and working groups



Startup license **database** and portal



Economics sharing

Significant **SCALE** of Engagement

In 2023 alone we had/made:

15 Venture education seminars

17 VC / TTO webinars

257 License database inquiries

119 Startup pipeline reviews

712 University portal members

275 Average webinar attendance

Participation Rights (to be included in new licenses)

- 4 Key Terms

- Percentage Participation Right
- Assignability
- 30 Day Notification
- Survivability

- Recommended Language

- ***If the Company proposes to sell any equity securities or securities that are convertible into equity securities of the Company, then the University and/or its Assignee (as defined below) will have the right to purchase up to 10% of the securities issued in each offering on the same terms and conditions as are offered to the other purchasers in each such financing. Company shall provide thirty days advanced written notice of each such financing, including reasonable detail regarding the terms and purchasers in the financing. The term "Assignee" means (a) any entity to which the University's participation rights under this section have been assigned either by the University or another entity, or (b) any entity that is controlled by the University. This paragraph shall survive the termination of this agreement.***

CONTACT

50 Monument Rd, Suite 201

Bala Cynwyd, PA 19004

484.434.2255

oup.vc

Kirsten Leute, Partner, University Relations | kleute@oup.vc

