



#### New Leaf Venture Partners

A leader in life sciences technology investing, focusing primarily on later stage biopharmaceutical products, early stage medical devices and laboratory infrastructure technologies.

**Industry:** Venture Capital  
**Geography:** United States

#### Deployment Summary

- TIBCO Spotfire software quickly analyzes huge volumes of data, efficiently identifying trends, patterns and outliers.
- Build new columns from expressions and annotate data "on the fly".
- Analysis can be output to PowerPoint, Excel, Word and PDF.

#### Benefits

- Enables brainstorming to look for new relationships and make better decisions.
- Data integration and dynamic querying capabilities provide tremendous time savings.
- Powerful visual relationships generate novel investment ideas.



"TIBCO Spotfire has incredibly broad appeal for a range of applications because of its dynamic querying capabilities, powerful visual representation and tremendous time savings. I think any hedge fund or mutual fund portfolio manager would find it very valuable."

**Adam Kaye, Analyst New Leaf Venture Partners**

## New Leaf Venture Partners Employs TIBCO Spotfire Software to Generate Novel Investment Ideas

New Leaf Venture Partners is a \$1.1 billion healthcare venture capital fund and a leader in life sciences technology investing. Its investment professionals bring a unique blend of technological, clinical and operational experience to the company's investments. New Leaf focuses primarily on later stage biopharmaceutical products, early stage medical devices and laboratory infrastructure technologies.

The Company currently manages over \$800 million of assets, including the entire healthcare technology portfolio of the Sprout Group, one of the oldest U.S. venture capital fund groups, and it is actively investing a \$310-million healthcare technology-dedicated fund, New Leaf Ventures I, L.P.

New Leaf typically analyzes private companies, looking largely at qualitative information, e.g., company-specific information such as the pipeline status of a pharmaceutical company's product. Recently, New Leaf decided to increase its focus on opportunities with publicly held companies. In contrast with privately held entities, selecting publicly traded securities for investment involves evaluating voluminous amounts of fundamental data to develop a clear

understanding of the factors driving equity valuation.

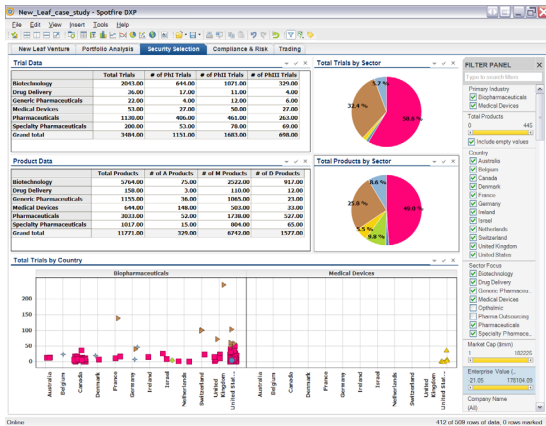
Analyzing revenue and earnings growth, stock price performance, market values and various valuation multiples, all with different periodicities, is especially onerous if thousands of companies are being researched; whereas there's a significant upside for the investor who is able to identify opportunities, trends, patterns, outliers, etc. in this data more effectively than the competition.

#### Current Analysis Tools aren't up to the Challenge

Analyzing the public company metrics derived from multiple data streams overwhelmed New Leaf analyst Adam Kaye. The company's current systems and applications (primarily Excel and DDE links) couldn't handle the large amounts of data he needed to analyze. Much time was wasted on waiting for calculations in response to data queries and navigating screen after screen of textual information. New Leaf decided to turn to TIBCO Spotfire software for assistance.

TIBCO Spotfire software combines numerous columns of categorical and relational data in a single

## SUCCESS STORY



Analytics must be visual so that results can be immediately seen, understood and communicated; interactive so that each business user can ask and answer their own questions leading to new breakthroughs; and guided so that best methods can be captured and shared throughout your organization.

platform where portfolio managers, analysts, financial engineers, traders and compliance managers can dynamically query and interact with the variables. By analyzing data so quickly Spotfire software reveals new insights and trends that may have been previously hidden. "Spotfire DXP software is a fantastic brainstorming tool for me to use with senior management in looking for new relationships," notes analyst Adam Kaye. "It acts as a visual and interactive screening tool that enables us to make better decisions faster, in terms of what we want to look for in potential public investments, and to take those ideas to the next level."

### Dynamic Querying Capabilities and Powerful Visual Data Representation

Spotfire software enables Adam and the rest of the portfolio management team to more clearly identify the characteristics of securities that may drive investment returns, compare these securities to valuation methods, analyze actual returns with forecast returns, further understand the composition of the portfolio by drilling down into holdings to visualize performance over many factors

and customize results by seamlessly combining data from multiple sources. "With Excel, the more data you have, the harder it is to analyze," remarks Adam. "With Spotfire, the opposite is true – the more data it handles, the more powerful it becomes."

Adam found it easy to get started using Spotfire software; in fact the application's intuitive interface enabled him to start identifying clear trends and relationships amongst public companies after just a few hours of training. Analytic ideas and approaches can be captured, saved and passed to other members of the team for further analysis. The results can be output to other applications like PowerPoint, Word, Excel or Adobe Acrobat and used to communicate investment results to New Leaf investors with a much more impactful presentation.

"Spotfire has incredibly broad appeal for a range of applications because of its dynamic querying capabilities, powerful visual representation and tremendous time savings," concludes Adam. "I think any hedge fund or mutual fund portfolio manager would find it very valuable."

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**Adam Kaye, Analyst, New Leaf Venture Partners**



**TIBCO Software Inc.** (NASDAQ: TIBX) is a leading independent business integration software company and a leading enabler of real-time business, helping companies become more cost-effective, more agile and more efficient. TIBCO has delivered the value of real-time business, what TIBCO calls The Power of Now®, to thousands of customers around the world and in a wide variety of industries.

For more information contact authorized Spotfire Partner:



5330 Stadium Trace Parkway  
Suite 100  
Birmingham, AL 35244

Tel: 1-205-443-1000  
www.syncsite.net