



## Swain Joins Biofisica Board

Medical device startup Biofisica Inc. has named J. Blount Swain to its board of directors.

A financial management executive with a diverse background, Swain has 25 years of experience in the software, medical device, retail and public-accounting industries. Currently he serves as an entrepreneur-in-residence to a private investment group, managing its portfolio of companies and conducting due diligence for additional equity infusions.

“Blount Swain brings us considerable financial and operational expertise,” said Rafael Andino, Biofisica’s president. “Not only does he have experience in building entrepreneurial firms, but he has also led a medical device company in the wound repair and tissue-engineering space, which is very relevant to what we’re doing at Biofisica.”

Biofisica’s flagship product, the POSiFECT™ RD Bio-Electric Wound Care Dressing, combines two technologies – moist wound-care dressing and electrical stimulation – to produce a disposable, sterile dressing that expedites the normal healing process. “Although our technology accelerates healing for any type of wound, it’s designed especially for ulcers that can afflict the elderly and immobile patients,” Andino explained.

Swain became acquainted with Biofisica in early 2006 at a Southeastern Medical Device Association investor conference. “The wound management market has significant unmet needs and although a variety of technologies have attempted to address those needs, I have not seen any highly efficacious products reach the marketplace,” Swain said. “In contrast, Biofisica’s early clinical data is very compelling and the company appears to have significant potential.”

From 1992 to 2000, Swain was chief financial officer (CFO) for Closure Medical Corp. in Raleigh, N.C., a startup that developed medical adhesive products based on cyanoacrylate (super glue) technology. During his tenure at Closure Medical, Swain secured executed an initial public offering of \$24 million with a follow-on offering of \$19 million. (In 2005, J&J acquired Closure Medical for \$390 million.) private equity investments of \$11 million, negotiated a global licensing and distribution agreement with Johnson & Johnson (J&J) and

Swain also served as CFO for YOUcentric Inc., a developer of customer relationship management (CRM) software, and The Record Bar Inc., a



national chain of music stores. While at YOUcentric, Swain secured \$53 million in venture capital funding. During his nine years at The Record Bar, he managed numerous mergers, acquisitions and divestitures totaling more than \$100 million. In 1989, he negotiated the company's sale to Super Club-Belgium for \$83 million.

“Blount’s background in corporate finance will help Biofisica identify and pursue the best funding vehicles,” Andino observed. “And when it comes time to look at an exit strategy, he can advise on the best timing and direction -- whether it’s a strategic partnership, sale or IPO, he’s done it all.”

A graduate of the University of North Carolina-Chapel Hill, Swain holds a bachelor’s degree in business administration and is a certified public accountant. He lives in Hilton Head, S.C.