



REDEFINING  
EARLY  
STAGE  
INVESTMENTS

RESI 4

SAN FRANCISCO

JANUARY 13, 2015

Marines' Memorial Club & Hotel | Union Square



Scientist Entrepreneurs, Strategic Partners and Investors  
Now Have an Opportunity to Make a Compelling Connection

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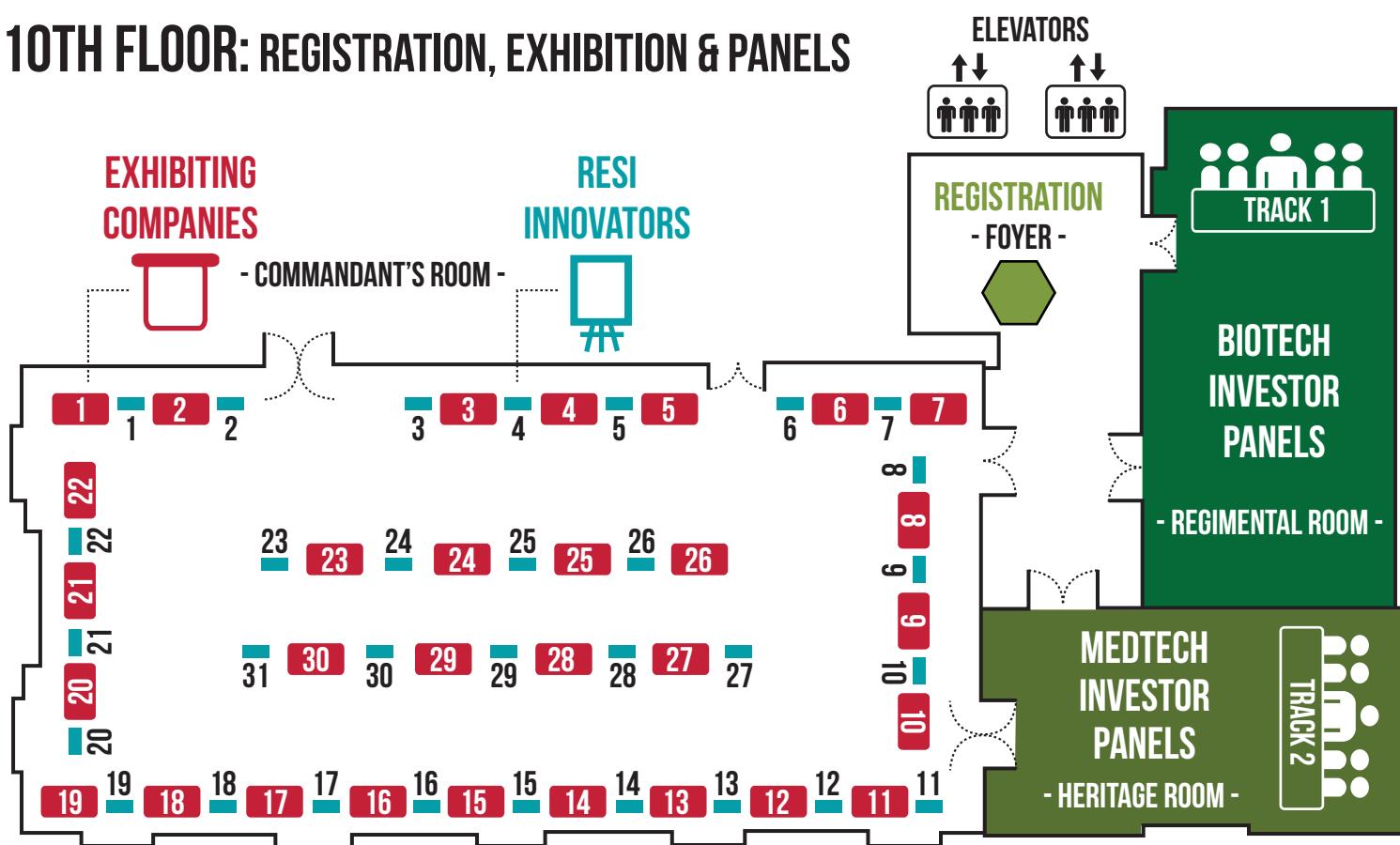
Connecting Products, Services & Capital

[RESIConference.com](http://RESIConference.com)

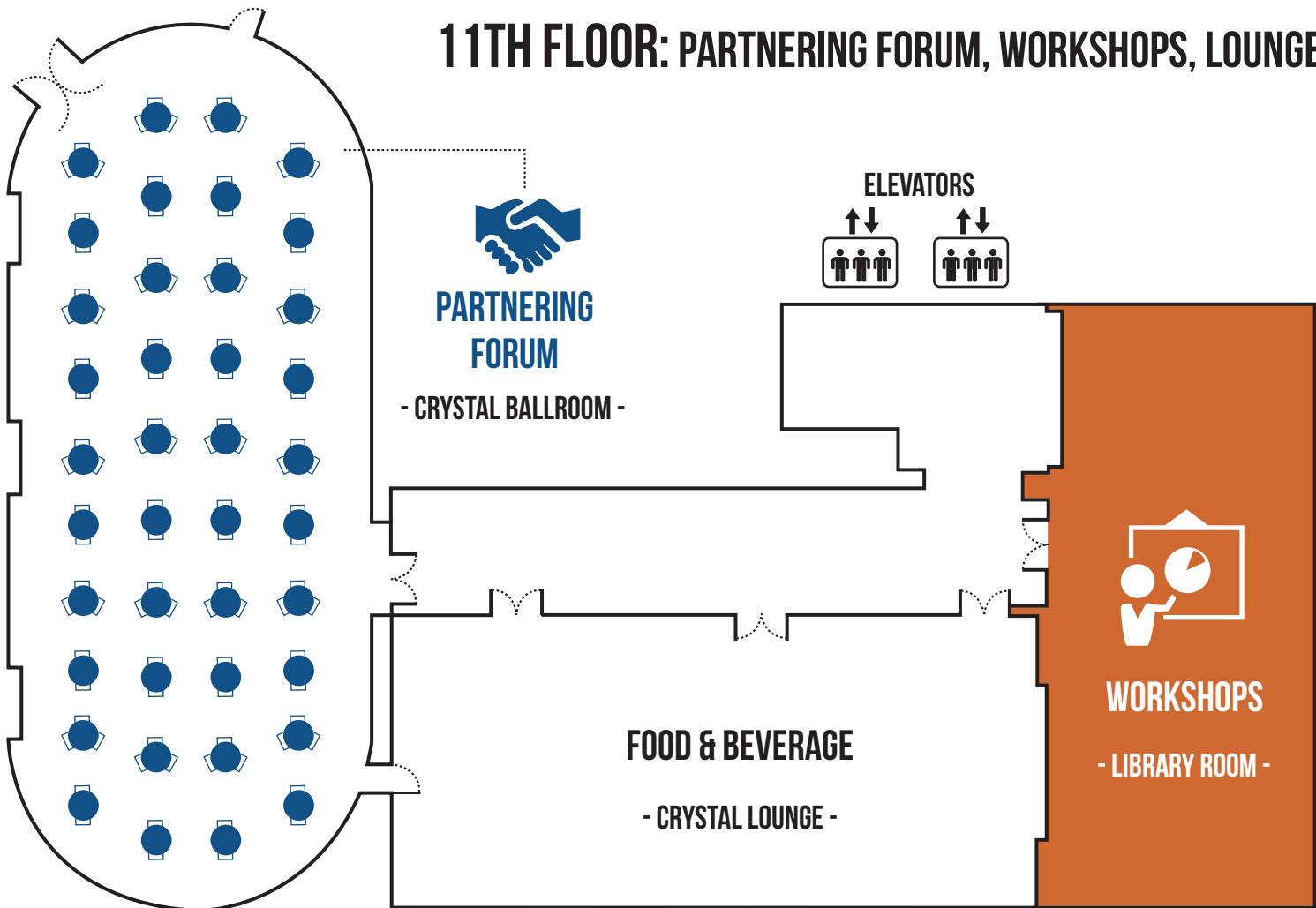
 #RESI4

[LifeScienceNation.com](http://LifeScienceNation.com)

# 10TH FLOOR: REGISTRATION, EXHIBITION & PANELS



# 11TH FLOOR: PARTNERING FORUM, WORKSHOPS, LOUNGE



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# RESI

## SAN FRANCISCO

# WELCOME FROM DENNIS FORD



Life Science Nation (LSN) would like to welcome you to the fourth Redefining Early Stage Investments (RESI) Conference. This is the first time LSN has brought RESI to the West Coast, and we're very happy that you've joined us here at the Marines' Memorial Club & Hotel in San Francisco to welcome RESI into our third year.

As ever, RESI is focused on bringing together members of two groups: early-stage life science entrepreneurs developing devices, drugs and diagnostics, and diverse early stage investors who are seeking emerging opportunities. RESI 4 will provide a venue for all early stage players to connect and form some dynamic relationships.

In partnership with AdvaMed, the sponsor of RESI's medtch investor panel track, we aim to strengthen RESI's reach in the world of medtech startups and investors. To this end, we've added a full track of discussion panels specifically devoted to medtech investment, and we're looking forward to hearing from these diverse investors who focus on the medical technology industry.

In addition to the new Medtech panel track, RESI continues to have a strong biotech presence, with a Biotech panel track devoted to investment in the drug development sector. RESI also offers hands-on workshops where scientist-entrepreneurs can receive advice on a full range of fundraising issues. In the RESI Workshops track, you can learn skills such as how to find global investors and how to brand your startup and create strong marketing collateral, and you can also hear from fellow entrepreneurs who have successfully raised financing for their biotech or medtech startups.

We'd also like to bring your attention to the RESI Innovation Challenge. The RESI Innovators are showcasing cutting-edge life science technologies in poster displays throughout the exhibit hall. Inside your RESI badge you'll find five tokens of RESI Cash you can use to 'invest' in the most promising of these technologies. We hope you'll take the time to explore the RESI Innovation Challenge and invest your RESI Cash wisely.

While we're excited to add so much new content to RESI 4, we anticipate that the most important reason you've joined us here today is to meet each other face to face in the RESI Partnering Forum. Since RESI began, over 1500 meetings have been booked over the RESI Partnering Platform, and we expect to see the Partnering Forum bustling again today.

Finally, we'd like to thank you for being here today. We're excited to have this opportunity to add RESI's unique values to this hub week for the life science industry.

Sincerely,

Dennis Ford  
Founder & CEO, Life Science Nation

# RESI SCHEDULE

Track 1:  
Biotech  
Investor  
Panels  
  
(Regimental Room)

Track 2:  
Medtech Investor  
Panels   
Sponsored by:  
  
(Heritage Room)

Track 3:  
Early-Stage  
Entrepreneur  
Workshops  
  
(Library Room)

Track 4:  
Partnering  
Forum  
  
(Crystal Ballroom)

## 7:00 - 8:00 AM: Registration (10th Floor Foyer) & Breakfast (Crystal Lounge)

8:00 - 8:50 AM	BIOTECH ANGEL GROUPS	MEDTECH ANGEL GROUPS	 LIFE SCIENCE NATION Connecting Products, Services & Capital  RESEARCHING GLOBAL INVESTORS	MORNING EARLY STAGE PARTNERING FORUM
9:00 - 9:50 AM	PRECLINICAL INVESTORS	IN DEVELOPMENT / CLINICAL INVESTORS	 LIFE SCIENCE NATION Connecting Products, Services & Capital  FUNDRAISING BOOT CAMP	
10:00 - 10:50 AM	CLINICAL PHASE I & PHASE II	COMMERCIALIZING MEDTECH INNOVATION	 VENTURE VALUATION  HOW TO VALUE YOUR STARTUP	
11:00 - 11:50 AM	BIOTECH FAMILY OFFICES	MEDTECH FAMILY OFFICES	Due to the popularity of RESI Family Office Panel Sessions, there is no workshop scheduled to run during this time slot.	

## 12:00 - 1:00 PM: Break for Lunch (Crystal Lounge)

1:00 - 1:50 PM	BIG PHARMA & LARGE BIOTECH	MEDICAL DEVICE STRATEGICS	 BOSTON INNOVATION CAPITAL	AFTERNOON EARLY STAGE PARTNERING FORUM
2:00 - 2:50 PM	BIOTECH VENTURE PHILANTHROPY	EMERGING MARKET INVESTORS	 LIFE SCIENCE NATION Connecting Products, Services & Capital  BRANDING & MESSAGING	
3:00 - 3:50 PM	ORPHAN & RARE DISEASE INVESTORS	HEALTHCARE IT INVESTORS	TALES FROM THE ROAD	
4:00 - 4:50 PM	CORPORATE VENTURE CAPITAL	DIAGNOSTIC INVESTORS	 FREE MIND NON-DILUTIVE FUNDING	

## 5:00 - 7:00 PM: Cocktail Reception (Crystal Ballroom & Crystal Lounge)



**We welcome you to participate in  
the RESI Innovation Challenge!**



The RESI Innovation Challenge is a virtual investment contest, and the investor is you!

As you explore the Commandant's Room, you will encounter 31 RESI Innovators showcasing their technology via poster displays throughout the RESI Exhibitor Forum.

Inside your RESI attendee badge, you will find five RESI Cash tokens that you can use to 'invest' in the most promising RESI Innovators. Take a look around this collection of cutting-edge life science technology, and leave your RESI Cash with the entrepreneurs that most inspire you.

Prizes for the RESI Innovators who receive the most RESI Cash investment will be awarded during the cocktail reception at the end of the day. Also, the winners will be featured in our RESI newsletter recap that will go out to LSN's 20,000 newsletter readership.

**Location: Commandant's Room**

# RESI INNOVATION CHALLENGE



## RESI Innovators



Easel 1



Easel 2



Easel 3



Easel 4



Easel 5



Easel 6



Easel 7



Easel 8



Easel 9



Easel 10



Easel 11



Easel 12



Easel 13



Easel 14



Easel 15



Easel 16



Easel 17



Easel 18



Easel 19



Easel 20



Easel 21



Easel 22



Easel 23



Easel 24



Easel 25



Easel 26



Easel 27



Easel 28



Easel 29



Easel 30



Easel 31



Biosortia has opened the door to a new frontier of fascinating natural products and potential drug candidates by overcoming the challenges of accessing novel high quality bioactive compounds from unculturable aquatic microorganisms. Biosortia's business model is to monetize its developing library through a highly profitable licensing model. Biosortia's technologies enable the creation of unique natural product libraries from collections of the microbiota present in aquatic consortia. We create screening libraries in which the entire spectrum of consortium-produced metabolites, down to the parts-per-billion level in nature, are represented.



SAJE Pharma is an emerging biopharmaceutical company focused on developing new therapeutic agents for unmet medical needs that provide significant benefits over currently available therapies. SAJE Pharma has licensed innovative compounds that target the nitric oxide signaling system and its modulation of vascular and pulmonary function. The current research efforts of the company are targeted towards respiratory diseases such as asthma and COPD, cardiovascular disease such as hypertension, and inflammation. With management and advisors on the cutting edge of nitric oxide research, SAJE Pharma is positioned to be the leader in the development of new therapies for vascular and pulmonary diseases.



Apceth® is one of the leading European pioneers in the development, manufacturing and clinical implementation of innovative cell therapeutics. apceth's® unique platform technology employs human adult stem cells in order to produce cell products of the highest quality according to the EU regulations for Advanced Therapy Medicinal Products (ATMPs). The growing portfolio of apceth's® cell therapeutics aims for the treatment of advanced cancer and various nonmalignant diseases where standard medicine fails to achieve satisfactory results. apceth® exerts full control over the pharmaceutical development of its cell therapeutics, starting from R&D and preclinical phases to GMP production under quality management system and clinical testing.



Kineta is a nationally-recognized biotechnology company focused on developing leading edge therapeutics in three large high need therapeutic areas: autoimmune disease, viral disease and chronic pain. Our company is focused on the development of novel drug candidates, each the outcome of years of scientific exploration and supported by an extensive body of peer-reviewed NIH-supported research. Kineta was founded in 2008 by Drs. Charles Magness and Shawn Iadonato and it is their third biotechnology company. They are longtime business partners and highly accomplished scientists with a proven track record as entrepreneurs. Previously they led Illumigen Biosciences and successfully developed a first-in-class antiviral therapeutic in addition to several other innovative programs.



Artery Therapeutics is a San Francisco Bay Area based translational biotechnology company with worldwide collaborations. Artery's novel peptide library derived from Apolipoprotein E shows promising results in various animal studies for diseases such as Alzheimer's disease, Diabetes mellitus, and Acute Coronary Syndrome.



Collaborative Drug Discovery provides a modern approach to drug discovery research informatics trusted by thousands of leading researchers. The CDD Vault is a hosted biological and chemical database that securely manages your private and external data. It lets you intuitively organize chemical structures and biological study data, and collaborate with internal or external partners through an easy to use web interface.



Connexios is an innovation driven, early stage drug discovery and development company focused on developing therapies that address the cellular pathology underlying metabolic diseases - namely, Type 2 Diabetes (T2D) and Non Alcoholic Steatohepatitis (NASH) leading to Chronic Liver Disease. Guided by a unique Network Biology approach and platform, we have constructed an integrated molecular network view of these complex diseases at the cellular level in multiple tissues. This integrated view has helped us in the identification of "core" molecular mechanisms that drive the pathology at the cellular level across multiple tissues in these diseases. The company's drug discovery strategy is focused on developing a diversified pipeline of novel chemical entity (NCE) based therapies that systemically target and modulate these core mechanisms across multiple tissues.



Precision NanoSystems is developing advanced instruments for medical research and human health. The company is focused on innovative technology and solutions for the production of nanoparticle delivery systems for use in laboratory research and drug development. PNI's proprietary equipment (NanoAssemblr™) and companion Reagent Kits (SUB9KIT™) enable the simple manufacture of novel nanoparticles that are used in medicine (nanomedicine). Nanomedicines are the "FedEx" of the health-care industry and are used for cell-specific delivery of research tools, diagnostic imaging agents and drugs to study, diagnose and treat disease. PNI's technology allows scientists to identify the genetic cause of disease and to develop new types of nanomedicines faster and at lower cost.



N8 Medical, Inc. is a preclinical stage pharmaceutical company addressing life threatening global health challenges through the development of high-value pharmaceutical and medical device solutions based on a patented, first-in-class, small molecule technology platform. Ceragenins are synthetic, non-peptide small molecule mimetics of naturally occurring host defense peptides, critical components of the innate immune system, which possess antimicrobial, anti-inflammatory, immunomodulatory and anti-cancer activities. This patented portfolio of small molecules may exhibit a broad range of utility in a number of healthcare fields, with the primary focus being respiratory infectious disease.

**RECORDIO** RECARDIO (REgenerative CARDIOvascular Therapy) is an Austria-based life science company founded in 2011. It is focusing on drug based regenerative therapeutic modalities for the treatment of cardiovascular diseases. After establishing preclinical proof-of-principle, it is entering clinical stage in 2014 and is developing a drug based regeneration medication for patients with acute myocardial infarction, with the potential of improving their cardiac function, quality of life and survival.

**NEUROTRONIK** NeuroTronik™ Limited is a development-stage, venture-backed medical technology company pursuing a novel approach to the use of neuromodulation in the hospital to treat patients presenting with acute heart failure syndrome. The primary objective of the therapy is to deliver improved cardiac output. Development results thus far are emphatically encouraging. The system includes a temporarily-placed NeuroCatheter™ in combination with the bedside NeuroModulator™. A Series B preferred stock financing is anticipated in late 2015. That funding is designed to take the company through final system development, clinical trials, and commercial release in Europe.

**IM** ImmuniMed Inc. is a Biopharmaceutical company founded in Winnipeg, Canada, with the focus to develop a cure to gastro-enteric infections caused by the super-bug, Clostridium Difficile (C. Diff) using our proprietary antibody technology. This technology has been proven safe and effective in preventing and managing gastro-enteric diseases in animals with Canadian Food Inspection Agency registration of two Veterinary Biologic products and backed by two U. S. and Canadian patents.

**KAIROS** Kairos Therapeutics is developing a pipeline of antibody-drug conjugate (ADC) therapeutics for the treatment of various forms of cancer. The technology was developed in-house at The Centre for Drug Research and Development (CDRD) and has been exclusively licensed to Kairos from CDRD through its commercialization vehicle, CDRD Ventures Inc.

**Plant Form** PlantForm Corporation is a Canadian company formed in 2008 to commercialize a low-cost, plant-based manufacturing platform for monoclonal antibodies, protein drugs and vaccines for cancer and other critical illnesses. The company's technology platform provides several advantages over mammalian cell culture and other fermentation systems used to produce most biologic drugs on the market today: it's fast, efficient, highly versatile (for new product development) and easily scalable. Best of all, it's capable of reducing manufacturing costs for life-saving drugs by up to 90 per cent. PlantForm licenses its technology from the University of Guelph, where it was developed by Dr. J. Christopher Hall, a PlantForm founder and the company's Chief Scientific Officer. Dr. Hall held the Canada Research Chair in Recombinant Antibody Technology from 2002 to 2014 and is a leading authority in the field.

**CAVIDI** Cavidi is Sweden's leading supplier of viral load for HIV monitoring. Cavidi's products enable efficient management of anti-HIV drugs (ARV therapy) so that people living with HIV can live a normal lifespan. Cavidi's diagnostics reduce the cost of treatment and the spread of HIV. Cavidi also provides tools and kits for virus research to many of the world's leading labs. Cavidi's expertise is based on understanding viruses and using this knowledge to create research tools and clinical diagnostics. Today Cavidi's focus is on HIV but our methods and expertise can be applied to other viruses. Cavidi's customers include hospitals, patient clinics, private laboratories, the pharmaceutical industry and research institutions worldwide.

**Fusion** Fusion discovers and develops antibody-based radioimmunotherapeutics directed against established targets with a focus on internalizing receptors that are upregulated in cancers to deliver cytotoxic high-energy radioactive isotopes inside the cell. Our lead product, FPX-1028, delivers an alpha emitting payload that only travels a short distance which reduces the potential for pharmacologic-based toxicities and makes adoption at outpatient infusion centers possible. FPX-1028 is undergoing a Phase I proof-of-concept imaging trial designed to confirm that our radioimmunotherapeutic agent binds to solid tumors as determined through PET/CT imaging. Initial results from the Phase I trial demonstrate that FPX-1028 can identify metastatic lesions not previously identified by other imaging techniques.



Amorphex Therapeutics was founded in 2010 by Edward & Jeanne Ellis, Charles Leahy and Robert Thompson. Amorphex was created to develop and license products for sustained ophthalmic drug delivery using the TODDD™ technology developed by Vista Scientific, LLC. The TODDD™ technology platform is an ocular insert for sustained delivery of drugs to the eye. This patented insert is based on controlled delivery polymer systems and a unique product design utilizing advanced comfort and stability features. In addition to the matrix materials that are used for controlled delivery, the TODDD™ device is also able to incorporate relatively large drug depots for the delivery of specific drugs. This affords the ability to deliver multiple drugs simultaneously.



VisionScope Technologies has developed an arthroscopic imaging system designed specifically for in-office diagnostic testing. The VisionScope Imaging system (VSI) utilizes a 1.4mm diameter endoscope, providing physicians the ability to visualize, assess and definitively diagnose joint pathologies during the first office visit. VSI provides real-time diagnosis, faster-to-care planning, reduction of potentially inconclusive imaging procedures, such as MRI, and optimized caseload management.



Marvao Medical specializes in the development, manufacturing and marketing of innovative medical devices to address unmet clinical needs and deliver high quality of care to the patient population. Marvao Medical's NexSite™ technology facilitates healing at the exit sites of Central Venous Catheters by promoting the formation of a biological seal around the catheter. This seal is intended to create a natural barrier at the catheter exit site. Marvao Medical was founded in 2006 by Chris Davey and Mark Saab and is based in Galway, Ireland. The company has assembled an experienced management team, board of directors and medical advisory board to assist in the development and commercialization of its technologies.



Headquartered in the greater Iowa City area, Corvida Medical innovates intelligent technologies that are designed to represent the next generation of safe handling of hazardous drugs and excellence in design. Corvida Medical addresses the problems inherent in current methods and develop smarter, simpler solutions to improve safety, productivity and quality for providers and patients. The company's first technology, a novel new Closed System Transfer Device – the Halo™ — will be available in 2015.



Iron Horse sells diagnostic tests for neurologic diseases. The company's first product is a diagnostic for ALS (Lou Gehrig's disease) and its next product line is in a much larger market, brain injury and concussion. Iron Horse also will market assays to monitor disease progression and companion biomarkers for clinical trials and drug development. Alternative revenue streams include laboratory contract research organization (CRO) services and federal grants.



Ischemia Care (ISC) is commercializing a clinically developed blood test (ISCDX™) to stratify ischemic stroke patients by cause, leading to timely diagnosis and treatment, resulting in cost savings and improvement in patient outcomes. ISC was founded in 2009 and anticipates offering ISCDX™ as a Laboratory Developed Test (LDT) in Q4 2012 through an established company owned CLIA registered laboratory in Ohio. Commercial progress includes over 950 patients of clinical data, strategic relationships (Medtronic, Affymetrix1), protected IP, formulated regulatory and reimbursement strategy and relationships at leading primary stroke centers. ISC anticipates clinical launch in Q4 2012 at multiple pilot sites.



Recursion Pharmaceuticals has developed a powerful drug discovery platform involving millions of rapid, automated experiments and analysis to discover new uses for known therapeutics. We have deployed this system to treat rare genetic diseases. As we discover and validate new uses for drugs with known safety profiles, we partner or out-license these leads to partners who can oversee clinical development and marketing. Our horizontal business model, which is focused on discovery, accelerates our impact and reduces our costs by avoiding slow and costly in-house development. Further, our approach allows us to spread risk across many new therapeutic opportunities.



Susavion Bioscience is an early stage biotechnology company dedicated to the design of novel peptides for cancer immunotherapy. The company is advancing a pipeline of proprietary product candidates directed to a wide range of cancer indications. Susavion was formed in June 2006 to advance technology based on multi-valent, bio-active peptides suitable for use as therapeutic modulators of the immune system. Susavion is located in the PS Business Park, Tempe, AZ, conveniently near Arizona State University, downtown Phoenix and the Phoenix Skyharbor International Airport. The company's focus is on the immunotherapy of cancer and other significant diseases.



Codagenix utilizes our breakthrough platform technology termed SAVE (Synthetic Attenuated Virus Engineering) to construct live-attenuated viral vaccines against multiple targets. All live-attenuated vaccines that are currently used in the clinic were developed using a trial-and-error based method developed in the 1880s, pre-dating the discovery of the DNA double helix. Codagenix presents a breakthrough approach to live-attenuated vaccine design. The SAVE platform instead relies on synthetic biology and the rational "re-design" of a target virus' entire genome to yield a vaccine strain. This customization process uses software-based algorithms to 're-code' the genome of a target virus. SAVE-'re-coding' results in a vaccine virus with proteins 100% identical to the target strain, ensuring the best possible antigenic match, but possesses a genome that renders it attenuated in the host.

**eip pharma**

EIP Pharma, LLC is a private company that has licensed-in and is developing VX-745, a phase 2 clinical-stage oral investigational drug that targets neuroinflammation and dysfunction of microglia, the major immune-cell in the brain. EIP Pharma licensed VX-745 in 2012 and has conducted animal studies to position the drug as a treatment for diseases of the brain, including Alzheimer's diseases. VX-745 had previously completed a full chronic toxicology program and had demonstrated significant clinical and anti-inflammatory activity in a phase 2a 12-week treatment study of VX-745 in rheumatoid arthritis (RA). An Investigational New Drug (IND) application remains open at the US Food and Drug Administration.

**mendor**  
The new diabetes movement

Mendor, founded in 2006, is a Finnish company, committed to the design, development and marketing of advanced diabetes management products. Mendor has launched a revolutionary, discreet, easy to use, portable all-in-one blood glucose meter and web-based software application for the daily management of diabetes. Mendor has designed its products together with users and diabetes experts to address the needs of people with diabetes requiring regular blood glucose monitoring.

**Siragen**  
Pharmaceuticals

Siragen Pharmaceuticals is a new drug discovery and development company, focused on novel approaches to treat Aging and Neurodegenerative Disorders such as Alzheimer's Disease. Siragen has established a highly-focused drug discovery platform built on the company's deep knowledge of inhibitors and inflammatory events as causative factors of synaptic damages triggered by ABeta oligomers accumulation. The company's lead compound, SIRA-9 is currently undergoing pharmacokinetic and lead optimization studies.

**TransVerse**  
Medical Inc.

Transverse Medical, Inc. is an early stage medical technology company in the evolving and rapidly growing area of Transcatheter Aortic Valve Replacement (TAVR). The TAVR procedure, along with other cardiovascular interventional and surgical procedures, is in need of cerebral protection options. TMI is meeting this need and the challenge to prevent neurocognitive stroke events during TAVR and other such procedures through development of the Point-Guard™ Cerebral Embolic Protection Device.

**Valley Fever Solutions**

Valley Fever Solutions, Inc. (VFS, an Arizona corporation), is developing Nikkomycin Z (NikZ), first of a new class of antifungals, as a dramatically superior potential cure for Valley Fever, a painful and debilitating orphan disease causing over 2,000 serious cases and 100 deaths a year. The company is pursing patents related to the new manufacturing process for NikZ. VFS is seeking a possible large A round in early 2015 and could be able to start a pivotal trial in late 2015 with support now.



Parabase Genomics is a privately held molecular diagnostics company focused on changing the way newborns and children with genetic disorders are diagnosed and treated. The Company's LifeTime Tests™ are the first commercially available services that provide a rapid non-invasive method for sample collection and diagnosis of genetic conditions using dried blood spots. This proprietary genetic and informational platform generates actionable information about a newborn's disease profile. Physicians can now avoid delays associated with confirmatory, single gene, exome or genome testing by providing treatment options on time and mitigate adverse consequences by providing results while the patient is still in the hospital.

# EXHIBITING COMPANIES



## Exhibiting Companies



Table 1



Table 2



Table 3



Table 5



Table 6



Table 7



Table 4



Table 8



Table 9



Table 10



Table 11



Table 12



Table 13



Table 14



Table 15

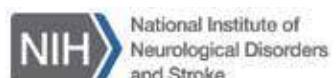


Table 16



Table 17



Table 18



Table 19



Table 20



Table 21



Table 22



Table 23



Table 24



Table 25



Table 26



Table 27



Table 28



Table 29



Table 30

Track 1	Moderator & Panelists	Location: Regimental Room
8:00 - 8:50 AM  <b>BIOTECH ANGEL GROUPS</b>	<ul style="list-style-type: none"> <li>• <b>Bill Whitaker</b>, Managing Director, Co-Chair Life Science Section, <i>Golden Seeds</i> </li> <li>• <b>Barbara Nelsen</b>, Member, <i>Sofia Angel Fund</i></li> <li>• <b>Bernard Rudnick</b>, Founder, <i>Mid Atlantic Bio Angels</i></li> <li>• <b>Brian Frenzel</b>, Member, <i>Band of Angels</i></li> <li>• <b>Karl Handelsman</b>, Founder &amp; Chairman, <i>Life Science Angels</i></li> </ul>	
9:00 - 9:50 AM  <b>PRECLINICAL INVESTORS</b>	<ul style="list-style-type: none"> <li>• <b>Rajesh Ranganathan</b>, Director, Office of Translational Research, <i>NINDS</i> </li> <li>• <b>David Berry</b>, Partner, <i>Flagship Ventures</i></li> <li>• <b>Avi Spier</b>, Director of Strategic Alliances, <i>Novartis</i></li> <li>• <b>Natalie Dakers</b>, President and CEO, <i>CDRD</i></li> <li>• <b>Ron Demuth</b>, President, <i>Torrey Pines Investment</i></li> </ul>	
10:00 - 10:50 AM  <b>CLINICAL PHASE I &amp; PHASE II</b>	<ul style="list-style-type: none"> <li>• <b>Neil Littman</b>, Business Development Officer, <i>California Institute for Regenerative Medicine</i> </li> <li>• <b>Daniel O'Mahony</b>, Partner, <i>Seroba Kernel Life Sciences</i></li> <li>• <b>Lisa Rhoads</b>, Managing Director, <i>Easton Capital</i></li> <li>• <b>Mike Dybbs</b>, Principal, <i>New Leaf Venture Partners</i></li> <li>• <b>Sam Hall</b>, Principal, <i>Apple Tree Partners</i></li> </ul>	
11:00 - 11:50 AM  <b>BIOTECH FAMILY OFFICES</b>	<ul style="list-style-type: none"> <li>• <b>John Nelson</b>, Managing Director, <i>Genrich</i> </li> <li>• <b>Amir Heshmatpour</b>, Founder &amp; Managing Director, <i>AFH Holding &amp; Advisory</i></li> <li>• <b>Jayson Rieger</b>, SVP, Business Development &amp; Portfolio Management, <i>PBM Capital</i></li> <li>• <b>Melissa Krauth</b>, Principal, <i>Claria Bioscience</i></li> <li>• <b>Rick Jones</b>, Director, <i>Broadview Ventures</i></li> </ul>	
1:00 - 1:50 PM  <b>BIG PHARMA &amp; LARGE BIOTECH</b>	<ul style="list-style-type: none"> <li>• <b>Tomas Landh</b>, Director, <i>Novo Nordisk</i> </li> <li>• <b>Imran Nasrullah</b>, Director, <i>Innovation Sourcing, Boehringer Ingelheim</i></li> <li>• <b>Kevin Lynch</b>, VP, Search and Evaluation, <i>Abbvie</i></li> <li>• <b>Shafique Virani</b>, Global Head, Partnering (Neuro), <i>Roche / Genentech</i></li> <li>• <b>Thorsten Melcher</b>, New Ventures &amp; Partnerships, <i>Johnson &amp; Johnson Innovation</i></li> </ul>	
2:00 - 2:50 PM  <b>BIOTECH VENTURE PHILANTHROPY</b>	<ul style="list-style-type: none"> <li>• <b>Brian Horsburgh</b>, Trustee, <i>NeuroNetworks Fund</i> </li> <li>• <b>Lindy Fishburne</b>, Executive Director, <i>Breakout Labs</i></li> <li>• <b>Maria Berkman</b>, Director, <i>Broadview Ventures</i></li> <li>• <b>Ross Tonkens</b>, Director, <i>Science and Technology Accelerator, American Heart Association</i></li> <li>• <b>Tom Capetan</b>, Business Development, <i>Foundation Fighting Blindness</i></li> </ul>	
3:00 - 3:50 PM  <b>ORPHAN &amp; RARE DISEASE INVESTORS</b>	<ul style="list-style-type: none"> <li>• <b>Mark Day</b>, Senior Director, Corporate Development, <i>Alexion</i> </li> <li>• <b>Art Pappas</b>, Partner, <i>Chiesi Ventures</i></li> <li>• <b>Chris Adams</b>, Founder &amp; CEO, <i>Cydan</i></li> <li>• <b>Debra Miller</b>, Founder, <i>CureDuchenne</i></li> <li>• <b>Vinzenz Ploerer</b>, President &amp; CEO, <i>Brace Pharmaceuticals</i></li> </ul>	
4:00 - 4:50 PM  <b>CORPORATE VENTURE CAPITAL</b>	<ul style="list-style-type: none"> <li>• <b>Graeme Martin</b>, President &amp; CEO, <i>Takeda Ventures</i> </li> <li>• <b>Barbara Dalton</b>, Vice President, <i>Pfizer Venture Investments</i></li> <li>• <b>Jason Hafler</b>, Director of Investments, <i>Sanofi-Genzyme BioVentures</i></li> <li>• <b>Priyanka Rohatgi</b>, Director, <i>Baxter Ventures</i></li> <li>• <b>Sofie Qiao</b>, Managing Director, <i>WuXi Venture Fund</i></li> <li>• <b>Tetsuro Iwata</b>, Senior Manager, <i>MP Healthcare Venture Management</i></li> </ul>	



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*Save the Date!*  
October 5-7, 2015  
San Diego, CA  
We'll see you there!



[investincanada.com](http://investincanada.com)

Canada offers one of the most generous R & D tax incentives in the industrialized world, with combined federal and provincial credits that can currently save firms up to 50 cents or more on a dollar invested in R & D in Canada.

# Canada

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Consulat général du Canada  
San Francisco | Silicon Valley

**NRC-CNR**

Crossing the ocean can be fraught with danger.

We can protect you.



As an alliance of insurance specialists, we offer an unmatched understanding of the global medical technology and life sciences environment. Our combined expertise translates into comprehensive coverage and risk management solutions that protect your balance sheet, defend your reputation, and control insurance costs.

No matter where you go, you're covered.



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Track 2	Moderator & Panelists	Location: Heritage Room
8:00 - 8:50 AM <b>MEDTECH ANGEL GROUPS</b>	<ul style="list-style-type: none"> <li>• Allan May, Founder, Life Science Angels </li> <li>• Karen Drexler, Founder, Astia</li> <li>• Randy Barko, Member, Hub Angels Investment Group</li> <li>• Richard Koffler, Member, Tech Coast Angels</li> <li>• Stephen Pollitt, Board Member, Membership Chair, Sand Hill Angels</li> </ul>	
9:00 - 9:50 AM <b>IN DEVELOPMENT / CLINICAL INVESTORS</b>	<ul style="list-style-type: none"> <li>• Vicki Anastasi, VP &amp; Global Head, Medical Devices &amp; Diagnostics Research, ICON </li> <li>• Cary Adams, Partner, Almond Tree Capital</li> <li>• Doug Fisher, Partner, InterWest Partners</li> <li>• Ibraheem Badejo, Senior Director, New Ventures, Johnson &amp; Johnson Innovation</li> <li>• Jeffery Sheldon, General Partner &amp; Managing Director, CitareTX Investment Partners</li> </ul>	
10:00 - 10:50 AM <b>COMMERCIALIZING MEDTECH INNOVATION</b>	<ul style="list-style-type: none"> <li>• David Cassak, Managing Partner, Innovation in Medtech </li> <li>• Dennis Purcell, Founder &amp; Senior Advisor, Aisling Capital</li> <li>• Garheng Kong, Managing Partner, HealthQuest Capital</li> <li>• Janice Borque, Managing Director, Hercules Technology Growth Capital</li> <li>• Mark Chin, Vice President, Longitude Capital</li> <li>• Michael Bianco, General Partner, Life Science Equity Partners</li> </ul>	
11:00 - 11:50 AM <b>MEDTECH FAMILY OFFICES</b>	<ul style="list-style-type: none"> <li>• Bill Brah, Executive Director, UMass Venture Development Center </li> <li>• Alejandra Paradones, CEO &amp; Founder, BSI Capital Group</li> <li>• Clay Heighten, Founding Member, Green Park &amp; Golf Ventures</li> <li>• Neil Wyant, Managing Director, Everett Partners</li> <li>• Norm Gitis, Founder, Lymo Investments</li> </ul>	
1:00 - 1:50 PM <b>MEDICAL DEVICE STRATEGICS</b>	<ul style="list-style-type: none"> <li>• Paul Grand, Managing Director, RCT Ventures </li> <li>• Albert Lauritano, Director, Strategic Technology Partnerships, Becton Dickinson</li> <li>• Conrad Wang, Senior Director, Corporate Development, Medtronic</li> <li>• Evan Norton, Divisional Vice President, Venture Investments, Abbott Ventures</li> <li>• Greg Fleming, Investment Director, Air Liquide-ALIAD</li> </ul>	
2:00 - 2:50 PM <b>EMERGING MARKET INVESTORS</b>	<ul style="list-style-type: none"> <li>• Pushpa Vijayaraghavan, Vice President, Sathguru </li> <li>• Anton Gopka, CEO &amp; General Partner, ATEM Capital</li> <li>• Haolin Sung, Director of Direct Investment, Diamond BioFund</li> <li>• Jean Yao, Managing Partner, Med Qiao Group</li> <li>• Judith Li, Principal, Lilly Asia Ventures</li> </ul>	
3:00 - 3:50 PM <b>HEALTHCARE IT INVESTORS</b>	<ul style="list-style-type: none"> <li>• Randy Scott, Partner, HealthQuest Capital </li> <li>• Akhil Saklecha, Managing Director, Artiman Ventures</li> <li>• Phillip Sanger, Managing Partner, Texo Ventures</li> <li>• Richard Simoni, Partner, Asset Management Ventures</li> <li>• Rik Vandevenne, Director, River Cities Capital Fund</li> </ul>	
4:00 - 4:50 PM <b>DIAGNOSTIC INVESTORS</b>	<ul style="list-style-type: none"> <li>• Steve Young, President &amp; COO, Addario Lung Cancer Medical Institute </li> <li>• Bill Cadwallader, Senior Commercialization Officer, Diagnostics, PATH</li> <li>• Gary Kurtzman, Managing Director, Healthcare, Safeguard Scientifics</li> <li>• Momei Qu, Senior Associate, Baird Capital</li> <li>• Nola Masterson, Founder and Managing Director, Science Futures</li> </ul>	

**• Bill Whitaker**, Managing Director, Co-Chair Life Science Section, Golden Seeds 

William Whitaker was for a number of years a practicing cardiologist as well as educator and researcher. He was actively involved in managing a large practice of cardiologists and other subspecialists for a number of years and served as President and CEO for nearly a decade at the end of his active working years. During that time he was involved in the formation of a managed care corporation Cardinal Health Alliance serving as its Vice Chairman until his retirement. The company achieved profitability in year two and subsequently was acquired by the Indiana University Health system. He has long been involved with startup companies and angel investing, and presently focuses much of his activity with Golden Seeds in the Bay Area as well as participating with the Alliance of Angels in Seattle and in fostering syndication through the life science syndication initiative of the ACA.

**• Barbara Nelsen**, Member, Sofia Angel Fund

Barbara is the founder of Nelsen Biomedical, a consulting firm serving the life sciences industry. She brings over 20 years experience working on research, R&D management business and strategic development challenges within the biotechnology and pharmaceutical industries. Barbara has deep experience working with early stage technologies, start-up companies, and company founders who are researchers. She has strong ties throughout the Midwest and nationally to technology transfer offices, extensive experience in licensing of academic-based technology, and success in developing strategic partnerships for early-stage technologies and companies. Previously in her career, Barbara was a partner in Northern Lights Seed Fund, a new venture initiative focused on seeding life science companies in Minnesota. Prior to this she was the Associate Director of Business Development for MGI Pharma, Inc. In this role, she was responsible for licensing activity and strategic partnerships. Prior to this, she was the Director of the Cancer Therapeutics Group at the Austin Research Institute in Melbourne, Australia, leading a team focused on developing novel diagnostics and therapeutics for cancer.

**• Bernard Rudnick**, Founder, Mid Atlantic Bio Angels

Bernard C. Rudnick is founder and managing partner of CapGenic Advisors, LLC, Chief Business Officer of NovoBioPharma and a member of several angel groups. Mr. Rudnick's entrepreneurial career includes a number of startups, three of which grew to over \$60 million in revenue before exiting. He is a founder of one of the nation's leading entrepreneurial programs (MADV) at the Fox School of Business, a director of Otosound, director and CFO of Immunomic Therapeutics, and has held a number of other board positions – both commercial and not-for-profit – throughout his career. With 36 years of experience in executive-level strategy, finance, and management, Mr. Rudnick has senior merger, acquisition, capital formation and licensing leadership experience with companies ranging from start-up to Fortune 50. Mr. Rudnick has substantial experience investing and guiding investments in entrepreneurial companies, he has led capital formation and merger transactions totaling in the billions. Mr. Rudnick currently advises companies in the clinical software, therapeutic, medical device, and in the cell line engineering areas. His advisory clients have included Mitsui (Mitrix), DuPont (Agri-chemical), McKesson Bioservices (now TMO), Kika Clinical Solutions (now MRGE) as well as a number of early stage life sciences companies. Angel group affiliations include Minority Angel Investment Network, a founder of Mid-Atlantic Bio Angels and Keiretsu Mid-Atlantic.

**• Brian Frenzel**, Member, Band of Angels

Mr. Frenzel is a life sciences entrepreneur and angel investor. He is the CEO of Tosk, Inc., an oncology drug discovery and development company. He also serves on the Board of SanBio, Inc., a regenerative medicine company, and is a member of the Band of Angels, a Silicon Valley angel investing group. His previous management experience includes co-founding and serving as CEO or COO at four successful biomedical product companies, Centaur Pharmaceuticals, Vesta Medical, Adeza Biomedical, and Genelabs Technologies. Before entering the startup company arena, Mr. Frenzel was an executive at Syntex Corporation, a Principal at Booz, Allen & Hamilton, a consultant at the Boston Consulting Group, and a Lieutenant in the US Navy Nuclear Power Program. Mr. Frenzel holds a BS in physics and an MBA from Stanford University.

**• Karl Handelsman**, Founder & Chairman, Life Science Angels

Karl is a seasoned venture capitalist with over 15 years of experience investing in early stage biotechnology. Karl has worked with entrepreneurs from idea to IPO as a trusted advisor and BOD member. Recently Karl has been working with Steve Blank, the guru of "Lean Launch", to apply his methodology to biotech startups. Prior to his role as a venture capitalist he worked in business development at two biotech companies later acquired for billions of dollars. Karl founded Codon Capital last year to focus on early stage therapeutics, research tools, and synthetic biology. Karl likes astronomy, homebrewing, and kitesurfing.

• **Rajesh Ranganathan**, Director, Office of Translational Research, NINDS 

Dr. Rajesh Ranganathan is currently the Director of the Office of Translational Research (OTR) at National Institutes for Neurological Disorders and Stroke (NINDS) at the National Institutes of Health (NIH) and has been in this role since Jan. 2012. The OTR currently has five funding programs that aim to provide a breadth of opportunities for academic investigators and small businesses to engage in the spectrum of work, beginning with assay development through to initial test of clinical candidate in human trials. The emerging priorities of the office are to ensure that therapeutic development is partnered with the development of mechanistic biomarkers to facilitate deeper understanding of the mechanism of action of the therapeutic candidate. Additionally, there will be emphasis going forward on engaging other stakeholders, such as pharma, biotech, venture capital, and patient organizations to ensure that projects in the office's portfolio have been appropriately de-risked to ensure downstream investments, which will accelerate getting the much-needed therapies to patients suffering from neurological disorders.

• **David Berry**, Partner, *Flagship Ventures*

David Berry joined Flagship in 2005 where he focuses on innovating, entrepreneurship, and investing in new ventures in life sciences and sustainability. He is a founder of Flagship portfolio companies Joule Unlimited, Eleven Biotherapeutics (NASDAQ: EBIO), Seres Health, Pronutria, LS9 (acquired by Renewable Energy Group) and Symbiota. David has served as founding CEO of Joule, Pronutria and Seres. He currently serves on the boards of Joule, Eleven, Seres and Pronutria, Symbiota, and Avedro. He was previously a Board member of CGI Pharmaceuticals (acquired by Gilead). Prior to Flagship, David received an MD from Harvard Medical School and a PhD from the MIT Biological Engineering Division, working in the laboratories of Professors Ram Sasisekharan and Bob Langer, completing the dual degree in just over 5 years. David currently serves on the Leadership Council of the United Nations Sustainable Development Solutions Network. He is currently on the Boards of the Hackley School, the Juventas New Music Ensemble and the Boston Philharmonic Orchestra, and has served on the MIT Corporation, its Board of Trustees.

• **Avi Spier**, Director of Strategic Alliances, *Novartis*

Avi is a Director of Strategic Alliances in Novartis Institutes of Biomedical Research (NIBR), with responsibility for search and evaluation activities for the Cardiovascular and Metabolism (CVM), Global Discovery Chemistry (GDC), Center for Proteomic Chemistry (CPC) and GNF organizations. Prior to Novartis, Dr. Spier co-founded Allon Therapeutics, Inc. and led the neurodegenerative disease focused company as its President and CEO through two financing rounds and up to its entry onto the Toronto Stock Exchange.

• **Natalie Dakers**, President and CEO, *CDRD*

Ms. Dakers is a leading figure in the Canadian health sciences sector and currently serves as the President and Chief Executive Officer of CDRD Ventures Inc., the commercial arm of The Centre for Drug Research and Development (CDRD). She is also the Managing Director of a new health sciences national accelerator called Accel-Rx which will support early stage company creation stemming from the Centres of Excellence for Commercialization and Research in the health sciences. Ms. Dakers was the founding CEO of The Centre for Drug Research and Development (CDRD) and spent seven years building the organization into an innovative national organization with a mandate to address the commercialization gap between early-stage technologies arising out of university-based research and private sector investment opportunities. Ms. Dakers brings to the organization many valuable years of experience in the commercialization of technology, licensing and intellectual property protection. Prior to leading the establishment of CDRD, Ms. Dakers was President and CEO of Neuromed Pharmaceuticals (Technologies) Inc. As co-founder and CEO, Ms. Dakers built the company from inception and raised three rounds of venture financing totaling approximately \$70 million.

• **Ron Demuth**, President, *Torrey Pines Investment*

Demuth is the founding President of Torrey Pines Investment, responsible for the company's strategic investments. Demuth's principal responsibilities at Torrey Pines are in opportunity selection, deal modeling and development, and structuring of execution strategies and teams. During his tenure, Torrey Pines has launched approximately thirty discovery- and preclinical-stage companies, and invested in fifteen other early-stage life science and medical care companies. Demuth has led and participated in investments ranging from preclinical service platforms to medical device and durable medical equipment in the US and Europe. Demuth and the Torrey Pines team are leaders in creation of innovative deal and licensing structures to support the objectives of capital providers, rights holders, and scientist-entrepreneurs. Prior to Torrey Pines, he worked in leadership, operating and teaching roles within academia and the life science/biotech industry and as strategic and technology advisor to the Arch Venture corporation. Mr. Demuth has 30 years of research and management experience in the international life science industry and academia.

**• Neil Littman**, Business Development Officer, California Institute for Regenerative Medicine 

Neil Littman is the Business Development Officer at the California Institute for Regenerative Medicine. Mr. Littman is responsible for facilitating opportunities for outside investment in stem cell research in California by biopharma companies, investors, and disease foundations. Prior to joining CIRM in 2012, Mr. Littman was a Senior Associate in the Merchant Banking Group at Burrill & Company, a diversified global financial services firm focused on the life sciences industry based in San Francisco. While at Burrill & Company, Mr. Littman's responsibilities included both strategic advisory and capital raising for biopharma companies throughout the U.S. and internationally. Mr. Littman's strategic advisory experience includes buy-side and sell-side M&A, as well as in-licensing and out-licensing of both development stage and commercial products. Prior to joining Burrill & Company in 2009, Mr. Littman worked in the Healthcare Investment Banking group at Thomas Weisel Partners where he focused on strategic advisory and public and private financings. Prior to Thomas Weisel Partners, Mr. Littman worked in the Healthcare Investment Banking group at Deutsche Bank Securities.

**• Daniel O'Mahony**, Partner, Seroba Kernel Life Sciences

Daniel O'Mahony is a Partner at the pan European life sciences VC Seroba Kernel Life Sciences, investing in companies developing new medical devices or therapeutics. Daniel brings a wealth of experience in product development, strategic planning, licensing, intellectual property management and commercialization across the Medtech, pharma and biotech industry sectors and in venture capital and corporate investments. He previously worked in Elan Corporation plc and Taro Pharmaceuticals Inc. In 2005 he established the Technology Transfer Office at NUI, Galway. Daniel graduated with a Ph.D. from the National University of Ireland, Cork and holds a business degree in technology management from the Smurfit Business School, University College Dublin. He has held academic appointments at the Genetics Department, Trinity College, Dublin, the Weis Research Centre, Geisinger Clinic, Pennsylvania, USA and the Department of Medicine & Experimental Therapeutics at University College Dublin. He has published in several scientific journals, is co-inventor on numerous patent families and is a regular panel member at major international medtech conferences. He is a former member of the Irish government's Innovation Task Force intellectual property strategy sub-group.

**• Lisa Rhoads**, Managing Director, Easton Capital

Lisa joined Easton Capital in 2010 when she repatriated from Bermuda. Lisa was previously with Celtic Pharma, a Bermuda-based global biotech private equity firm where she was a founding member of the management team. Lisa's spent the last 7 years acquiring and developing a portfolio of later-stage biotech programs where she was involved with all aspects of the development process and managed Intellectual Property portfolio. Lisa has been involved in all aspects of the investment and development process and sits on the board of electroCore, PerceptiMed, Shimojani, and observer board role for Resolve. Lisa also sits on the board at America's Best Home Healthcare, a home healthcare company. Prior to her role with Celtic Pharma, Lisa consulted and helped launch a number of Hedge Funds and has held senior positions in the Pharma industry with Bristol Myers Squibb, J&J's McNeil Consumer Products Company, and Zeneca's US pharmaceutical division.

**• Mike Dybbs**, Principal, New Leaf Venture Partners

Mike Dybbs joined New Leaf Venture Partners in 2009 and became a Partner in 2014. Prior to joining New Leaf, Mike was a Principal at the Boston Consulting Group where he was a core member of their Health Care practice. At BCG, Mike lead projects in the biopharmaceutical industry across a range of functions and therapeutic areas. He also worked as an independent biotechnology consultant, performing such projects as identifying assets at both universities and medical centers, as well as evaluating spin-outs of discovery stage research programs. Mike graduated magna cum laude from Harvard University with an A.B. in biochemical sciences and received his PhD in molecular biology and genetics from UC Berkeley, where he was awarded a Howard Hughes Medical Institute fellowship. His research had been published in peer-reviewed journals, including Neuron, Science and Nature.

**• Sam Hall**, Principal, Apple Tree Partners

Sam Hall has over a decade of experience in the life sciences across roles as a private equity investor, investment banker and basic scientist. Prior to joining Apple Tree in 2013, he was a researcher at the University of Cambridge in the UK, where his work focused on novel therapeutic strategies for autoimmune diseases. Previously, Sam was a member of the investment team at Symphony Capital, a private equity firm dedicated to investments in biopharmaceutical development. Prior to Symphony, he served as a member of the healthcare investment banking team at Citigroup, where he advised leading biotechnology, medical device and healthcare services businesses on numerous completed strategic and debt and equity financing engagements. Sam holds an A.B. in Molecular Biology from Princeton University and completed his M.Phil. and Ph.D. research at the University of Cambridge, where he was a Taylor Research Scholar and was awarded an NSF Graduate Research Fellowship for his work.

**• John Nelson**, Managing Director, Genrich 

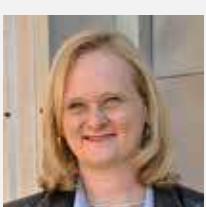
John Nelson heads-up GENRICH's activities related to illiquid investments (private equities and debt placements) and closely-held businesses. John's executive career incorporates operating experience with both investment finance and business operations. His experience has emphasized the Pacific Rim region, where he has worked for nearly four decades with cross-border investments, multi-national business operations, and market development. He has functioned as a Managing Director in multiple investment fund partnerships, and been licensed as a merchant and investment banker. His background also includes operating roles as a C-suite executive; that is, he has functioned as CEO of several portfolio and independent companies, and was Senior Vice President a Fortune-500 Company. In addition, John has served as Investment Director, North America, for Australia's Ministry of Treasury. John's academic and research background incorporates both physical sciences (molecular biology, genetics, and medicine) and social sciences (economics and counseling). He has held research and teaching appointments at the University of Oregon, Washington State University, and University of Wisconsin, Madison. Moreover, he is qualified as a Certified Business Advisor (CBA).

**• Amir Heshmatpour**, Founder & Managing Director, AFH Holding & Advisory

Mr. Amir Heshmatpour is the Founder and Managing Director of AFH Holding & Advisory LLC, an integrated advisory and consulting firm serving U.S. and international clients who seek strategic counsel and sophisticated access to global capital markets. Since founding the Company in 2003, he has led AFH through numerous successful transactions both in the United States and China. Prior to founding AFH, Amir Heshmatpour was the Chairman and Chief Executive Officer of Metrophone Telecommunications, Inc., a company he began in 1994 with \$ 30,000. At the age of 24, Amir Heshmatpour completed his first reverse merger between Metrophone and Datawave Communications, a prepaid telephone card company, which was affiliated with AT&T. Over the next ten years, Amir Heshmatpour spearheaded Metrophone's growth, leading it through a total of 17 acquisitions and growing the business to over \$100 million in revenue. Metrophone was twice named among the 100 fastest growing companies in the Northwest and by 2003 the company operated in 34 states and was ranked among the top 10 public service providers in the U.S.

**• Jayson Rieger**, SVP, Business Development & Portfolio Management, PBM Capital

Dr. Jayson M. Rieger, Ph.D, MBA, is currently the SVP of Business Development & Portfolio Management for PBM Capital, LLC, where he supports new investment evaluation, deal sourcing and provides technical and business support for portfolio companies. Dr. Rieger has more than 10 years experience in cross-functional scientific and business leadership roles spanning business development, research operations, drug discovery and product development in the life sciences industry. Most recently he served as Corporate Senior Vice President and President of the Human Therapeutics Division at Intrexon Corporation. Dr. Rieger has also served as the Vice President of Research and Virginia Operations for Clinical Data, Inc., prior to its acquisition by Forest Labs in 2011. Dr. Rieger served as the Vice President of Lead Development at Adenosine Therapeutics, LLC, from prior to its acquisition by Clinical Data in 2008. Dr. Rieger has delivered a number of invited lectures at universities and scientific conferences and has served as a key team member in multiple development programs ranging from discovery stage research to Phase III clinical trials. He was the recipient of more than 10 federal grants, serving as both principal and co-investigator on efforts targeted towards evaluating adenosine receptor agents in a variety of disease indications. He is a co-inventor on more than 25 patents and has authorship on more than 25 peer reviewed scientific publications.

**• Melissa Krauth**, Principal, Claria Bioscience

Melissa Krauth heads up life science investing for Claria Bioscience, an affiliate of a Dallas-based family office. She has spent over 20 years working in the life science industry, including stints as a biotech operating executive and as a management consultant before focusing on the investment side. She spent eight years as a senior executive with Reata Pharmaceuticals with responsibility for company and product-level strategies and operations. During her tenure, the company grew from seven to 200 employees, and from nominal to multi-billion valuation. Prior to that, Melissa spent over ten years as a strategy consultant to executives at top pharmaceutical and biotech companies, focusing on drug development and early commercialization. Melissa is an honors graduate of Rice University with a degree in Biochemistry. She received her MBA in Health Care Management and Strategic Management from the Wharton School of the University of Pennsylvania.

**• Rick Jones**, Director, Broadview Ventures

Frederick "Rick" Jones, MD, shares responsibility for the day-to-day operations of Broadview Ventures, including identification and screening of new opportunities, due diligence, negotiation of deal structure, and portfolio company board involvement. Prior to joining Broadview Ventures, Rick founded Spordiff Therapeutics, which is developing a small molecule to prevent C. difficile infection. Previously, Rick was CEO of Anchor Therapeutics, a venture-backed company developing a platform of lipidated peptides targeting intractable GPCR targets. Before that Rick held increasingly responsible positions as a general manager, business development professional and medical affairs officer with Devgen, BioRexis and Wyeth Pharmaceuticals. Early in his career, Dr. Jones practiced internal medicine, most recently as Assistant Professor in the University of Pennsylvania health system. Rick earned his undergraduate, medical and MBA degrees from the University of Pennsylvania. Rick currently serves as the Board Observer for Aggamin, Remedy, Ischemia Care and ZZ Biotech.



- **Tomas Landh**, Director, Novo Nordisk 

Tomas Landh is since 2008 Director (Strategy and Sourcing) at Novo Nordisk, Diabetes Research Unit, where he is responsible for the scouting and evaluation of in particular, protein therapeutics and related technologies including new drug delivery systems for the treatment of diabetes, its complications and obesity. Besides seeking innovation in these areas, Tomas is involved in developing new strategic modes of accessing innovation in general. Two years after joining Novo Nordisk in 2003, Tomas was recruited to the Diabetes Research Unit with scouting and evaluation of external technology opportunities for oral delivery of proteins as his main responsibility. Prior to joining Novo Nordisk, Tomas was R&D Director and Chief Scientist at Camurus AB (1997-2002), a lipid drug delivery company and CEO for Lipid Research Foundation (2001-2003), a foundation sponsoring applied lipid research. He received his PhD in Biophysical Engineering from Lund's Institute of Technology. Tomas has + 20 years of experience of all stages of drug development and delivery, ranging from academia, small businesses, foundations and big pharma/biotech. He has authored a number of scientific papers and book chapters on cell membrane morphologies, pharmaceutical formulations, and holds a number of patents.



- **Imran Nasrullah**, Director, Innovation Sourcing, Boehringer Ingelheim

Imran is the Director of Innovation Sourcing, located in Boston. Imran is responsible for forging business relationships within the Boston/Cambridge life-science ecosystem among VCs, academia, biotech and other stakeholders. Imran brings over 20 years and a rich synthesis of life sciences corporate development (emerging and early stage), intellectual property and licensing, and policy experience. Recently, Imran was Head of Strategic Alliances for T1D Exchange – an innovative non-profit start-up in the type 1 diabetes space. Prior to T1D Exchange, Imran was the Chief Business Officer for the Massachusetts Biotechnology Council, where he was responsible for building MassBio's business development and investor outreach programs to enable members companies raise capital and identify strategic partnering and licensing opportunities. Imran has also worked for blue chip biotechnology companies Genzyme Genetics and Millennium Pharmaceuticals. At Genzyme, Imran served as a Director of Business Development and Licensing for oncology molecular diagnostics and women's health. At Millennium Pharmaceuticals, Imran served as Associate Director of BD&L within Millennium's corporate development group focusing on early stage transactions ranging from R&D platforms, early-stage inflammation and oncology assets, and FTO licensing.



- **Kevin Lynch**, VP, Search and Evaluation, Abbvie

Kevin holds the position of Vice President, Search and Evaluation, where he leads a multi-site team of licensing professionals responsible for search, evaluation, and due diligence of all business development opportunities for Abbvie. He is a member of Abbvie's Licensing Steering Committee which reviews and approves business development activities. Kevin joined Abbott (now Abbvie) in 1996 and for the last 10 years has worked in the company's business development organization, holding positions both in scientific assessment and transactions. Previously, Kevin worked in the Research organization as a molecular biologist and subsequently was a member of Abbott's portfolio analysis and strategic decision support group. Before joining Abbott, Kevin worked in the Gene Medicine Department at Rhone-Poulenc Rorer Pharmaceuticals. Kevin received his Ph.D. in Microbiology and an NIH post-doctoral fellowship at the Pennsylvania State University, and has an MBA from Northwestern University Kellogg School of Management.



- **Shafique Virani**, Global Head, Partnering (Neuro), Roche / Genentech

Dr. Virani's responsibilities encompass all partnering activities within Roche's neuroscience franchise from academic collaborations to licensing and acquisitions. He joined Roche in 2004 and served various roles within medical affairs and business development in the UK and USA until 2010, when he transitioned into his current role based in Basel, Switzerland. Dr. Virani trained as a neurosurgeon in Cambridge, UK and Boston, USA and holds the Fellowship of the Royal College of Surgeons of England.



- **Thorsten Melcher**, Senior Director, New Ventures & Partnerships, Johnson & Johnson Innovation

Thorsten is Senior Director for New Ventures at Johnson & Johnson Innovation, California. He focuses on establishing and guiding collaborative partnerships with academic centers and biotech companies, and on facilitating new company formation by internal and external entrepreneurs. Previously, Thorsten led the biomedical efforts at Varian Medical Systems, an instrumentation and software company in radiation oncology. At Varian, he established a spin-out company to integrate radiotherapy with targeted cancer therapeutics. Before Varian, Thorsten was co-founder and was serving in several R&D, business development and operational roles at AGY Therapeutics, EnVivo Pharmaceuticals and Saegis Pharmaceuticals. These California-based start-up companies focused on discovery and early development in various neurological and mental disorders. Thorsten's scientific experience spans therapeutics in neuroscience and oncology, companion diagnostics and early clinical development. On the business side, he focuses on licensing and collaborative arrangements and private financings.

**• Brian Horsburgh, Trustee, NeuroNetworks Fund** 

Brian is a parent of an autistic child and has first hand experience of the challenges of care and the immediate need for therapeutic intervention. Brian has spent his career at the interface of academia and early stage investment, either as a venture capitalist funding/founding numerous start up and early stage companies where he served as director or chairman, as well as investing in collaborative research programs in private:public partnership. Prior to his career in venture, Brian led preclinical research activities for biotechnology companies focused on developing new treatments for brain tumors and chronic pain. Brian has a BSc (Hons) from Glasgow University, a PhD from the University of Cambridge and was a Charles A King Fellow at Harvard Medical School.

**• Lindy Fishburne, Executive Director, Breakout Labs**

Lindy Fishburne is the Executive Director of Breakout Labs and serves as the Senior Vice President for Investments at the Thiel Foundation based in San Francisco. She leads the organization's strategic development and program design. She joined the foundation in 2007 after a career in management consulting, advising Fortune 500 companies on profitable growth strategies. She also brings years of experience in non-profit development and feasibility planning. Lindy has a deep understanding of what it takes to make it through the early days in business, having managed two start-up companies through rapid growth and eventual sale. She hopes that Breakout Labs' novel revolving fund model will accelerate innovation and redefine how early stage start ups are funded. She has an AB from Duke University and MBA from University of Texas at Austin.

**• Maria Berkman, Director, Broadview Ventures**

Maria Berkman, MD, shares responsibility for the day-to-day operations of Broadview Ventures, including identification and screening of new opportunities, due diligence, negotiation of deal structure, as well as portfolio company board involvement. Prior to joining Broadview Ventures Maria was a management consultant for Monitor Group, where she specialized in life sciences with a focus on biopharmaceutical corporate strategy, franchise and asset-level commercialization strategy, and competitive strategic planning. Before joining Monitor Group, Maria completed Transitional Year training within the Partners HealthCare System at Newton Wellesley Hospital, splitting her time between Internal Medicine and General Surgery. Maria earned her MD from the UCLA School of Medicine, graduating Alpha Omega Alpha with a research focus in the surgical subspecialties, at the intersection of cardiothoracic and trauma surgery. Maria earned her MBA from the Anderson School of Management at UCLA. Her undergraduate degree in Psychology is from New York University. Maria currently serves as the Board Observer for Apama, BioKier, Cardialen, InfoBionic, Vascular Graft Solutions and Zumbro Discovery.

**• Ross Tonkens, Director, Science and Technology Accelerator, American Heart Association**

Dr. Tonkens heads American Heart Association's (AHA) Science and Technology Accelerator investment fund, venture capital program. He is charged with identifying and investing in the most game changing innovations to propel them rapidly from lab to bedside, aligned with achieving AHA's 2020 IMPACT goals to decrease death from heart attack and stroke by 20% by the year 2020. Prior to AHA Dr. Tonkens served at Quintiles, the world's largest contract research organization, as Global Head of Cardiovascular Therapeutics, Chief Medical Officer of Regado Biosciences, a Duke University spinoff, taking their instantly reversible anticoagulant from first in human trials through success in coronary stenting, and Sr. VP of Global Clinical Development and Regulatory Services for MDS Pharma CRO. Dr. Tonkens received both his BA and MD degrees from Yale University, and did his cardiology fellowship at Cedars-Sinai Medical Center under H.J.C. (Jeremy) Swan and William Ganz, inventors of the "Swan-Ganz" catheter. He also served on faculties of both UCLA and University of Nevada.

**• Tom Capetan, Business Development, Foundation Fighting Blindness**

Thomas G. Capetan has over 30 years of executive experience in pharmaceutical technologies, medical diagnostics and surgical instrumentation. He has a diverse business and technical background and is proficient in strategic planning, financial valuation, intellectual property and contract negotiations. Currently Mr. Capetan is responsible for Business Development and Licensing activities at the Foundation Fighting Blindness, a non-profit organization whose mission is to drive the research that will provide preventions, treatments and cures for people affected by Retinitis Pigmentosa (RP), macular degeneration, Usher syndrome, and the entire spectrum of retinal degenerative diseases. He is also head of the University of North Texas Health Science Center Executives in Residence Program, and consults with numerous Life Science companies and University Tech Transfer offices. He has helped raise over \$35M for clients through venture capital, licensing and collaboration agreements. Prior to joining the Foundation, Mr. Capetan was Vice President of Licensing and Business Development at Alcon Laboratories Inc., where he was instrumental in the identification, evaluation and licensing of numerous surgical and pharmaceutical products and participated in the acquisition and integration of companies ranging in size from \$3M to \$900M.

**• Mark Day**, Senior Director, Corporate Development, Alexion 

Mark's background and experience spans across various leadership roles (Business Development, Academic Science, Drug Discovery & Translational Medicine) and covers both small molecules and biologics. Currently he is responsible for the Search and Evaluation for all orphan diseases at Alexion and is an Adjunct Assistant Professor at Yale University. In his previous position at BMS, he was responsible for the search and evaluation of iPierian Inc, and together with key stakeholders at BMS, championed the acquisition of the company which closed on April 29th 2014. He has published over 60 peer-reviewed manuscripts in leading journals including Nature & Science.

**• Art Pappas**, Partner, Chiesi Ventures

Art has over 30 years of operating experience as a pharmaceutical and biotechnology industry executive and venture capital investor in life sciences companies. He works with a team of investment, biotechnology and medical experts who manage over \$350 million and have guided the launch and development of over 55 life sciences companies, including Lumena Pharmaceuticals, which was founded by Pappas Ventures and was recently acquired by Shire plc. Prior to founding Pappas Ventures in 1994, Art held senior level leadership positions at several multinational pharmaceutical companies for which he was responsible for the development, licensing and launch of a number of global products. He was an executive member of the board of directors of Glaxo Holdings plc (NYSE: GLX, now GSK), and he served as Glaxo's chief executive responsible for international operations including research, development and manufacturing. Art previously was Vice President of Commercial Operations for Abbott International Ltd., and he held various executive and general management positions with Merrell Dow Pharmaceuticals and the Dow Chemical Company, in the United States and internationally.

**• Chris Adams**, Founder & CEO, Cydan

Chris Adams brings to Cydan more than 20 years of business development, transactional and commercial planning experience in orphan drug development as well as a successful track record in private and public biotech fund raising. Prior to joining Cydan, Dr. Adams was President of CMA Biotech Consulting where he worked in an advisory role for a number of development stage orphan drug companies. Previously, Dr. Adams was Chief Business Officer of FoldRx Pharmaceuticals Inc., where he was responsible for business strategy, licensing and business development. He led the M&A process, which resulted in the acquisition of the company by Pfizer in October of 2010. Prior to FoldRx, Dr. Adams was Senior Vice President, Business Development for ViaCell Inc., and Vice President, Business Development for Transkaryotic Therapies Inc. Previously, Dr. Adams served as Director of Business Development for the Pharmaceutical Division of Ciba-Geigy Limited, Basel, Switzerland. Dr. Adams has a diploma in organic chemistry and biochemistry and a PhD in organic chemistry from the University of Zurich. Dr. Adams also holds an MBA from INSEAD of Fontainebleau, France.

**• Debra Miller**, Founder, CureDuchenne

Debra Miller co-founded CureDuchenne in 2003 with her husband, Paul, after their only son was diagnosed with Duchenne. Miller relies on her extensive background in sales and marketing to lead CureDuchenne. Her role includes overseeing all operations, research and financial resources as well as serving as the primary liaison to the Board of Directors. She is the decision maker, leader and manager in carrying out the mission of the organization. She also works closely with the Scientific Board of Advisors in designing and implementing the medical research strategic plan. Miller earned a Bachelor of Arts in Communication Studies from the University of California Los Angeles. Prior to CureDuchenne, she had a career in publishing with positions in advertising sales and was an independent stock trader.

**• Vinzenz Ploerer**, President & CEO, Brace Pharmaceuticals

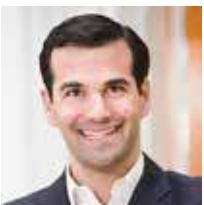
Mr. Vinzenz Ploerer is a life sciences executive with over 25 years of experience in the US, Asia, Europe, and Latin America. Vinzenz has extensive experience in general management, business development and strategic planning. He has a successful track record of turning around companies through strategic restructuring and acquisitions. Vinzenz held country head roles as the CEO of Sandoz in both Brazil and Argentina. Prior to joining Brace, Vinzenz served as the Vice President of Strategy and Operations at EMS S/A where he played a key role in doubling its market share in value over a 3-year period. In addition to his role as President & CEO of Brace Pharma, Vinzenz currently sits on three corporate boards. Vinzenz received his M.B.A. in Strategy from Leopold-Franzens Universität Innsbruck.

**• Graeme Martin**, President & CEO, Takeda Ventures 

Graeme Martin is President and CEO of Takeda Ventures, Inc (TVI), the corporate venture arm of Takeda Pharmaceutical Company, Ltd. Since joining Takeda in 2003, Dr Martin has overseen investment of \$54mm into 19 early and mid-stage biotechnology companies, many of which have resulted in strategic relationships with Takeda R&D operations, and one of which – Envoy Therapeutics, Inc.. – was acquired by Takeda in 2012. During more than 30 years R&D management in multinational Pharmaceutical and Biotech companies in Europe and the USA, Dr. Martin has led teams that have delivered three novel drug candidates and an acute treatment for migraine, zolmitriptan, now marketed worldwide under the brand name Zomig®. He is and is the author of more than 85 peer-reviewed publications and book chapters. He received his Bachelor of Science degree in Pharmacology from the University of Bath, UK and his doctorate from University College, London, UK.

**• Barbara Dalton**, Vice President, *Pfizer Venture Investments*

Barbara J. Dalton, Ph.D. joined Pfizer in 2007 to manage the Pfizer Ventures Investments team within the Worldwide Business Development organization. She is responsible for growing their corporate venture activities, managing the corporation's private equity portfolio, advising on structured equity transactions and driving novel transactions to achieve corporate objectives. Barbara has over 15 years of corporate venture capital experience in the pharmaceutical industry supporting and managing teams involved in direct and indirect healthcare investing. She has managed over 30 fund investments and 80 diverse company investments in the US and Europe and has had direct investing responsibility for biotechnology therapeutic and platform companies, as well as some healthcare IT and service businesses. For example: Alere, Ciphergen, Corixa, Genset, Gliatech, Gryphon, iJet, Lexicon, OGS, Third Wave, Rib-X Pharmaceuticals. In her current role, Barbara serves as the Chair of the board for Celladon. She began her pharmaceutical career as a research scientist in Immunology at SmithKline and French Laboratories and joined their venture capital group, S.R. One, in the early 1990's. Barbara was also a founding member and General Partner with EuclidSR Partners, a private venture capital firm, where SmithKline (now GSK) was a leading limited partner.

**• Jason Hafler**, Director of Investments, *Sanofi-Genzyme BioVentures*

Jason joined Sanofi-Genzyme BioVentures in 2014 with a background in early stage biotech investing and transactions. Prior to SGBV, Jason was the Director of Corporate Development at RaNA Therapeutics, LLC a company co-founded by his previous firm Atlas Venture. While at Atlas, Jason was an Associate in the Life Sciences group and a Board Observer for several portfolio companies. Previously, he was a Flagship Ventures Entrepreneurial Fellow, and consulted for the technology transfer company at the University of Cambridge while performing his doctoral research. Before his time at Cambridge, Jason was an analyst at JSB Partners LP, an investment banking firm, focusing on advisory and business development activities in the life sciences space. Jason currently serves on the Board of Trustees at the Buckingham Browne and Nichols school and on The Board of Directors of The Magdalene College Foundation. Jason holds a B.A. from Bowdoin College, and Ph.D. from the University of Cambridge.

**• Priyanka Rohatgi**, Director, *Baxter Ventures*

Priyanka is a Director at Baxter Ventures. Baxter Ventures is a \$200M corporate venture fund that invests in companies with innovative technologies, products and therapies with a focus on therapeutic areas complementary to those of Baxter's Medical Products and BioScience businesses. Priyanka brings over 9 years of healthcare and life sciences experience. Prior to Baxter Venture, she worked in the R&D division of Baxter Healthcare responsible for clinical pharmacology and pharmacokinetics. She holds a PhD in Biochemistry and MS in Bioinformatics from Georgia Institute of Technology and MS in Pharmaceutics from University of Washington.

**• Sofie Qiao**, Managing Director, *WuXi Venture Fund*

Dr. Sofie Qiao is Managing Director of WuXi Venture Fund, with over 15 years of experience as a successful executive and entrepreneur in the biotech industry. After receiving a BA in chemistry from Harvard and PhD in organic chemistry from MIT, she worked at Genzyme (now Sanofi), McKinsey & Company, Syrrx (now Takeda California), and Discovery Partners International (now Galapagos and Infinity Pharmaceuticals), across a variety of functions including research, strategy consulting and business development. In 2006, she cofounded a US/China hybrid small molecule discovery company LEAD Therapeutics, Inc, assembled a management team and raised Series A financing of \$17 million. LEAD was acquired by BioMarin in 2010 for up to \$97 million, mostly for its PARP inhibitor, then at preclinical stage, and now in Phase III clinical development at BioMarin. Since then, she engaged in various entrepreneurial and consulting activities, before joining WuXi in late 2013.

**• Tetsuro Iwata**, Senior Manager, *MP Healthcare Venture Management*

Tetsu Iwata joined MPH in July 2009. Prior to MPH, Mr. Iwata worked in the Business Development and Licensing Department of Mitsubishi Tanabe Pharma Corporation (MTPC). He has extensive experience in the in- and out-licensing of products in cardiovascular, stroke, renal and respiratory disease areas. His previous roles at MTPC include sales and marketing and project management. He has a degree in Pharmaceutical Sciences from the Meiji Pharmaceutical University in Tokyo.

**• Allan May, Founder, Life Science Angels** 

Allan is a founder of Life Science Angels, the largest angel organization in the U.S. focused solely on early stage medical device and life science start-ups, and comprised solely of high net worth individuals from the medical device or biotech fields. Since 2005, LSA has invested over \$35M in 32 early stage companies, attracted in excess of \$700M in contemporary or follow-on venture capital, and achieved five favorable exits. In 2011, Allan initiated the Life Science Angel Network, a syndicate of angel groups throughout the United States, which will focus on increasing the syndication and capitalization of highly vetted medical device and biotech startups. In 2007, Allan joined renowned inventor, entrepreneur and cardiac surgeon, Dr. Thomas Fogarty, in co-founding Emergent Medical Partners, a boutique venture fund focused on early stage medical device company creation and investing. EMP has made 25 investments to date with 4 successful exits, including eValve and Ardian. In 2010, Allan was elected Chairman of the Board of the Kauffman Foundation's Angel Capital Education Foundation, now known as the Angel Resource Institute. ARI, a nonprofit devoted to the promotion and study of angel investing, works closely with the Angel Capital Association in furthering angel investing and entrepreneurial mentoring.

**• Karen Drexler, Founder, Astia**

Karen has 30 years of experience as a Life Science Executive and Entrepreneur. She was an early employee of LifeScan, helped build the company from zero to \$1 billion in revenues and played an essential role in selling the company to Johnson & Johnson. She held operating and executive roles across LifeScan in marketing, sales, manufacturing operations and new product planning. After leaving LifeScan, Karen founded and ran Amira Medical, an innovative company in the diabetes space. She was President and CEO until she sold the company to Roche in 2001. During the past 13 years, Karen has held board member, board chair and acting CEO roles in numerous private and public medtech companies, several of which she also co-founded. Karen is currently a board observer and advisor to nVision, a women's health device and diagnostic company, a board member and advisor to Naia, an innovative breast pump and mobile platform company, and a board member of Sandstone, which is developing an OTC male fertility test, all in the Bay Area. She is chair of the board of Hygieia, a health services company, and board member and chair of the compensation committee for diaDexus, a public diagnostics company.

**• Randy Barko, Member, Hub Angels Investment Group**

Randy has over 30 years experience leading medical device and healthcare manufacturing organizations towards global and financial growth. Randy serves as the President & Chief Executive Officer and member of the Board of Directors at Ximedica, LLC. Mr. Barko is a board member of the AdvaMed Emerging Growth Company Council and MassMEDIC. In addition Randy serves on the Board of Directors of several other privately owned companies including Trexel Inc. Wilmington, MA; NED Biosystems Inc. Washington CT; Parkway Products, LLC Florence, KY and Harmac Medical Products Inc. Buffalo, NY and is involved with several private equity and venture capital groups including Nautic Partners, Long River Ventures and HUB Investment Management Group. Prior to these roles, Randy was Vice President of Corporate Development at Flextronics (NASDAQ:FLEX) and was Corporate Vice President, Marketing & Business Development and member of the Board of Directors at Nypro Inc. During his 25 years with Nypro he was responsible for the business teams that led to steady growth in annual sales from \$40 million to \$1 billion.

**• Richard Koffler, Member, Tech Coast Angels**

Richard Koffler is CEO of Greenwings Biomedical, an incubator of biomedical ventures, which is the the latest chapter in his 30-year career of successfully launching and nurturing technology ventures. He is a member of the Tech Coast Angels, co-founded the Tech CEO Network, was president of the Los Angeles Venture Association and the Technology Council of Southern California, and is an advisor to the California Emerging Technology Fund and the Wells Fargo Center for Small Business and Entrepreneurship at California State University, Northridge. Richard holds computer science degrees from the Massachusetts Institute of Technology and the University of California, Berkeley.

**• Stephen Pollitt, Board Member, Membership Chair, Sand Hill Angels**

Steve Pollitt has over 19 years experience in the biotechnology and pharmaceutical industries. His career began with Scios (later acquired by Johnson & Johnson) where he was in charge of host cell development for biologics heading into clinical testing. One of these products, Natrecor®, received FDA approval in 2001 as a treatment for acute congestive heart failure. He served as Project Leader on several early phase drug discovery and development projects, most recently as Compound Development Team Lead for VEGF-121. He also served on the target selection committee which evaluated targets for the company's small molecule development platform. Steve is currently an independent consultant working with drug development teams at start-ups and virtual companies where he assists with management of the drug development process and molecular biology of protein expression. Steve holds a Ph.D. in Molecular Biology from Purdue University, West Lafayette, IN and a B.S. in Chemistry with honors from the University of Georgia. He was a postdoctoral fellow at SUNY, Stony Brook and a Research Assistant Professor at the University of Medicine and Dentistry of NJ in Piscataway.

- **Vicki Anastasi**, VP & Global Head, Medical Devices & Diagnostics Research, Aptiv Solutions/ICON 



Ms. Anastasi provides business development leadership to create and foster priority relationships in the medical device and diagnostic marketplace, developing customized programs to meet medical device client needs. She has over twenty years of experience in the medical device industry, with over fifteen years specifically focused on medical device regulations. Prior to joining the company in 2007, she held senior management roles for medical device companies focused in orthopedics, cardiovascular, general hospital, and general surgical devices. In diagnostics, she held senior positions at companies involved in the development of infectious disease and genetic-based products. She is actively involved in medical device industry groups, including Advamed, OCTANe and MDMA, where she regularly speaks and participates in medical device focused panels and discussions.

- **Cary Adams**, Partner, Almond Tree Capital



Cary Adams is a partner in Almond Tree Capital, which has recently raised and is deploying a small pilot fund investing in med tech companies. He is also CEO of its related MedForce Accelerator LLC. After a successful career as a healthcare attorney, he was the founding President of the Sacramento Angels, and founding Chair of the Sacramento Regional Technology Alliance (SARTA), where he also founded and Chairs its MedStart Program. MedStart is catalyzing the growth of the med tech industry sector in the Sacramento region. Since 2014, he has been Chairman of the Board of NexGen Medical Systems, Inc., commercializing the XCOIL platform of devices for improved thrombectomy.

- **Doug Fisher**, Partner, InterWest Partners



Dr. Doug Fisher joined InterWest's life sciences team in 2009, focusing on biopharmaceutical, diagnostic, and medical device investments. He is a board member of Gynesonics, IndiMolecular, Obalon Therapeutics, PMV Pharma, QuatRx and Sera Prognostics. Doug also is actively involved in InterWest's investments in Integrated Diagnostics and Benvenue. Prior to joining InterWest, Doug was a vice president at New Leaf Venture Partners where he spent three years focusing on biopharmaceutical, medical device, and diagnostics investments. Prior to joining New Leaf, Doug was a project leader with The Boston Consulting Group, and he worked for Centocor (a J&J operating company) in the Global Biologic Strategic Marketing Group. Doug received an A.B. in economics with honors and distinction and a B.S. in biology with distinction from Stanford. He has an M.D. from the University of Pennsylvania School of Medicine and an M.B.A. from Wharton where he graduated with honors as a Siebel Scholar and Palmer Scholar.

- **Ibraheem Badejo**, Senior Director, New Ventures, Johnson & Johnson Innovation



Ibraheem (Ib) is Senior Director, New Ventures at Johnson & Johnson Innovation, Boston. He leverages his expertise in smart materials and biomaterials to support the medical device sector. From 2010 to 2013, Ib was a Research Fellow at Global Surgery Group of Johnson & Johnson, where he was responsible for external and front-end innovations and intellectual property for Ethicon Biosurgery. From 2006 to 2010, he was the Director of Applied Research & New Technology Assessment of novel biomaterials. Prior to that, he was the Chief Scientist of Closure Medical Corp (acquired by J&J in 2005). Prior to joining Closure, he held various positions at Bayer, North Carolina State University, College of Charleston. He currently serves as an Adjunct Professor of Biomedical Engineering at Drexel University. During his career, Ib has led teams in the development of commercialized biomaterials based products and new technology / products licensed or acquired. Ib received his BA degree in chemistry from Avila University. He received his PhD in Organic chemistry from the University of Toledo, where he was the Robert Whiteford Memorial Scholar for Outstanding Graduate Research and a Petroleum Research Fund Fellow. He is also the recipient of 24 US patents with others pending.

- **Jeffery Sheldon**, General Partner & Managing Director, CitareTX Investment Partners



Mr. Sheldon is the General Partner & Managing Director/Founder of CitareTx Investment Partners, a medical device venture development, investment, and management company; Managing Director of CitareTx Management LLC, the venture fund management & operating company; Chairman & CEO/Founder of three CitareTx portfolio companies: EMIT Corporation, Houston Medical Robotics, Inc., and Coaugulex, Inc.; President & CEO of Yguana Entertainment, Inc.; and Houston Technology Center Board Director. Mr. Sheldon was also the Founder/Chairman & CEO of IDev Technologies, Inc. sold to Abbott in August 2013 for \$310 Million; Founder/Chairman & CEO of Nittany Polymedics, Inc; Director of Technology Development at MD Anderson Cancer Center; founder of the Technology Management Office at The University of Texas Medical Branch; and held various leadership positions at Rockwell International/Rockwell Space Operations Company. Mr. Sheldon holds a B.S. Aerospace Engineering & Mechanics, with distinction, from the University of Minnesota and a M.B.A. from the University of Houston-Clear Lake.



- **David Cassak**, Managing Partner, *Innovation in Medtech* 

David Cassak has more than 30 years of experience in the health care industry. Prior to co-founding Innovation In Medtech, LLC, he served as Vice President, Content and Managing Director, Medical Devices for Elsevier Business Intelligence, A Reed Elsevier Company, now part of Informa Business Information, where he wrote extensively on the medical device industry for Windhover's monthly publications, IN VIVO and START-UP. He is also a frequent speaker before various companies and industry trade groups. Prior to joining Elsevier, Cassak worked for nearly 20 years at Windhover Information Inc., a company he founded with his business partner, Roger Longman, which spun out the publications business of The Wilkerson Group, a leading management consulting firm at the time.



- **Dennis Purcell**, Founder & Senior Advisor, *Aisling Capital*

Prior to Aisling Capital, Mr. Purcell served as Managing Director of the Life Sciences Investment Banking Group at Chase H&Q (formerly Hambrecht & Quist, "H&Q") for over five years. While at H&Q, he was directly involved with over two hundred completed transactions and supervised over \$10 billion of financing and advisory assignments in the pharmaceutical, biotechnology and medical products industries. During his tenure, BioWorld and other industry publications cited H&Q as the leading underwriter of life sciences securities. Prior to joining H&Q, Mr. Purcell was a Managing Director in the Healthcare Group at PaineWebber, Inc. Mr. Purcell is a frequent commentator on the industry and has been honored in the "Biotech Hall of Fame" by Genetic Engineering News, named to the Biotechnology All-Stars list by Forbes ASAP, honored as one of the top 50 Irish-American businessmen and cited as one of the top 100 contributors to the biotechnology industry.



- **Garheng Kong**, Managing Partner, *HealthQuest Capital*

Garheng Kong is the Founder of HealthQuest Capital—a healthcare focused venture-growth equity fund. He currently serves on the boards of First Aid Shot Therapy, Castle Biosciences, Cempra Pharmaceuticals, Laboratory Corporation of America, Alimera Sciences, Salveo Specialty Pharmacy and Histogenics. Garheng had board roles at Applied Genetic Technology Corp., TransEnterix, Calibra Medical (acquired by J&J), Cellective (acquired by AstraZeneca), Serenex (acquired by Pfizer), Athenix (acquired by Bayer), NovaMin (acquired by GlaxoSmithKline) and Aldagen (acquired by Cytomedix). He received two undergraduate degrees in Chemical Engineering and Biological Sciences from Stanford, while on an athletic scholarship. Garheng then earned a MD, PhD and MBA from Duke University.



- **Janice Bourque**, Managing Director, *Hercules Technology Growth Capital*

As a managing director in the Life Science Group, Janice Bourque has more than 25 years of life science experience and focuses on emerging growth stage life science companies. Before joining Hercules in 2010, Bourque advised and provided strategic corporate investor fundraising for Commons Capital and Oxford Bioscience Partners to create a global health fund focused on innovative healthcare investments for emerging and developing countries. She also was senior vice president and group head-life sciences for Comerica Bank for 4 years beginning in 2005. In addition, Bourque led the Massachusetts Biotechnology Council, the first biotechnology association in the world, for 12 years as President/CEO. She has also been named as one of Boston Magazine's 100 most influential women.



- **Mark Chin**, Vice President, *Longitude Capital*

Mark Chin is a Vice President at Longitude Capital. He works with both the biotechnology and medical technology teams to identify and assess investment opportunities. Prior to joining Longitude Capital in 2012, Mr. Chin was a Consultant at the Boston Consulting Group. While at BCG, he worked in the Healthcare practice serving pharmaceutical and biotechnology clients spanning corporate development, corporate strategy, and sales and marketing projects. Prior to joining BCG, Mr. Chin worked in Corporate Development at Gilead Sciences and Market Planning at Genentech. Mr. Chin was also a Manager at Professional Service Solutions, a boutique life sciences consulting firm, focused on serving biopharmaceutical and private equity clients. Mr. Chin holds an M.B.A. from the Wharton School of Business at the University of Pennsylvania, an M.S. in Biotechnology from the University of Pennsylvania, and a B.S. in Management Science from the University of California at San Diego.



- **Michael Bianco**, General Partner, *Life Science Equity Partners*

Mr. Bianco was previously Managing Director and National Partner, Corporate Financial Consulting for Arthur Andersen & Company. He has served as President & CEO of Loeb Rhoades Securities Corporation, a subsidiary of the investment banking firm, Loeb, Rhoades & Co. which merged with Lehman Brothers. He started his corporate finance career with Chase Bank in New York City. He has managed or co-managed over \$5 billion in public and private equity and debt financing for Asian and American corporations in the domestic and foreign capital markets. His clients include both Fortune 1000 companies as well as medium size enterprises and many leading Asian companies.



- **Bill Brah**, Executive Director, UMass Venture Development Center 

Bill has played an integral role on the University of Massachusetts economic development team, responsible for the emergence of the university as a national leader in research, development and technology transfer. Since 2000, University of Massachusetts income from technology licenses and spin-off companies has increased to place the university among the top 10 in the nation. Research expenditures also have been growing at a rate that significantly exceeds the national average. This growth is a result of a multi-year, multi-faceted effort by the economic development team to expand the University's role as a Massachusetts innovation engine. During this period, Bill Brah served as a special assistant to the vice president of economic development in the president's office, then came to the Boston campus as assistant vice provost for research and created the Venture Development Center, an award winning life sciences incubator, which he now heads. In the past 18 months, startup companies at the center have raised over \$35M in seed financing, the best results in Boston. Bill began his career at the National Oceanic and Atmospheric Administration. He earned a master's degree in business administration and oceanography from the Mays School of Business at Texas A&M University.



- **Alejandra Paredones**, CEO & Founder, BSI Capital Group

Ms. Paredones started off her career with Lighthouse Realty in San Diego, California where she executed acquisitions and rentals of office buildings, residential & commercial, and managed real estate portfolio for USA and Mexico institutional clients. During that time, she also worked in the legal and international affairs area for the OAS (Organization of American States), in Washington DC headquarters. Additionally, she worked as an advisor for the Hillary Clinton presidential campaign. Being successful in the real estate field. Ms. Paredones declined numerous offers from Wall Street firms, and decided to engage in other opportunities of her own, by founding in 2011 BSI Capital. Ms. Paredones has a B.S. in political science from Point Loma Nazarene University and graduate studies in International Affairs & Public Policy from Georgetown University.



- **Clay Heighten**, Founding Member, Green Park & Golf Ventures

Dr. Heighten is a founding member of Green Park and Golf Ventures. After completion of residency training at the Southwestern Medical School affiliated Parkland Hospital program in Dallas, Texas he practiced Emergency Medicine for 13 years. In the early 1990's Dr. Heighten was one of five physicians founding Metroplex Emergency Physicians Associates, P.A. "MEPA". MEPA employed and managed emergency medicine providers contracting with 23 hospitals at its peak in Texas and surrounding states. MEPA was sold in 1998 to EMCARE a publically traded emergency services provider. In 1994, Dr. Heighten founded the physician organization that ultimately became known as Medical Edge Healthcare Group, P.A. "MEHG". MEHG at the time of its acquisition in 2010 by Texas Health Resources, "THR", employed over 400 doctors and mid-level providers and owned facilities providing a comprehensive range of ancillary and laboratory services that in aggregate accounted for over 1.5 million patient encounters per year. Dr. Heighten completed the integration of MEHG into the Texas Health Physician Group in 2013. Dr. Heighten was also a founder and board member of Physerve Physician Services, "Physerve". Physerve provided comprehensive management support to multiple physician groups across the USA and was also sold to THR.



- **Neil Wyant**, Managing Director, Everett Partners

Neil Wyant is the Managing Director of Everett Partners, Ltd., the venture investing arm of the Kanfer family and the Managing Director of Fir Hill, LLC, a venture services business. He serves as a Director or advisor to several early stage companies including P-Cure, Ltd., HeadSense, Ltd. Biop Medical, Ltd. and Great Lakes Pharmaceuticals, Inc. and is Chairman of the Targetech Innovation Center, a technology incubator in Netanya, Israel. Prior to his work with the Kanfer family Mr. Wyant held various C-level positions in early stage technologies companies. In addition, Mr. Wyant spent several years managing technology transfer for the University of Chicago and Argonne National Laboratories. Mr. Wyant holds BS degrees in chemical and biomedical engineering from Northwestern University and an MBA in marketing and finance from the University of Chicago.



- **Norm Gitis**, Founder, Lymo Investments

Norm immigrated to Boston 25 years ago, was a visiting professor at MIT, then was hired by IBM and moved to San Jose. A few years later, he started a high-tech company making scientific instrumentation and became a Silicon Valley entrepreneur. After selling his company, he founded a multi-family office, which actively invests in start-ups, both in California and New England. About half of the investments go into med-tech companies. Norm is an active mentor of numerous start-up companies, managing partner of the multi-family office, managing director of a consulting company IP Scientists, and a member of screening committees of several prominent angel associations in Silicon Valley, including Band of Angels, Life Science Angels, MIT Club Northern CA, US Angel Investors. Norm earned his PhD in Engineering from the USSR Academy of Sciences and worked as a scientist in Moscow, where he published three books and numerous scientific articles in mechanical engineering and materials science.

• **Paul Grand**, Managing Director, RCT Ventures 

Grand is responsible for sourcing RCT's investments in medical devices and representing RCT on the boards of its portfolio companies. Prior to joining RCT, Grand was co-founder and VP Operations of Imagine Pharmaceuticals, which developed a platform to selectively deliver therapeutics and other compounds across the blood brain barrier. He was also co-founder and CEO of MicroSurgeon, which developed a microwave thermal ablation device for the treatment of solid tumors. Grand has extensive experience in new company formation and fund raising. Since 1990, he has built, operated, recruited management and raised financing for eight high technology, medical device and biotechnology companies. Grand also was a Managing Director for Fruition Ventures, a group of private equity investors focused primarily on tech companies. Grand is actively involved in programs to encourage bio-entrepreneurship, innovation and commercialization of University technologies. He has lectured, judged business plans, and mentored students and scientists at numerous universities, including UCLA, Stanford, USC, and UCSF. Grand serves as an investment advisor to the LARTA NIH Commercialization Assistance Program for SBIR program awardees.

• **Albert Lauritano**, Director, Strategic Technology Partnerships, Becton Dickinson

Albert Lauritano is Director, Technology Licensing & Collaboration for BD Technologies, responsible for technology scouting, acquisition, management, partnership and commercialization including the management of BD's life science incubator and corporate R&D innovation strategies. He is a member of BD's Corporate Development and University Relations MBA Recruitment teams. Al joined BD in 2003 and has over 35 years of experience in the pharmaceutical, biotechnology and medical technology industries. Prior to joining BD, he held executive business development positions at Amylin Pharmaceuticals, Icagen and D-Pharm Ltd after starting his career at Novo Nordisk Pharmaceuticals where he served in senior clinical, marketing and business development positions in the US, Canada, Europe and Japan. Al has a BS in Biology from Fairleigh Dickinson University and an MS in Pharmacology from Rutgers University; he has published widely in the field of diabetes.

• **Conrad Wang**, Senior Director, Corporate Development, Medtronic

Wang is Senior Director of Corporate Development for Medtronic, Inc. Conrad works in partnership with executive and business unit management in evaluating and executing mergers and acquisitions, strategic alliances, joint ventures, minority investments, technology licenses, divestitures and other strategic transactions. Prior to joining Medtronic, Conrad was an investor at Three Arch Partners, a healthcare venture capital firm. He also completed his residency in orthopedic surgery. Conrad has a BS in mechanical engineering from MIT, an MD from Harvard Medical School and MBA from Harvard Business School.

• **Evan Norton**, Divisional Vice President, Venture Investments, Abbott Ventures

Evan Norton is Divisional Vice President and leads Abbott Ventures (AVI) based in Abbott Park, Illinois. He joined AVI in 2010. Previously, he was a Principal with ONSET Ventures focused on medical technology investing. He has a diverse background of operating experience in medical technology including the endoscopy, diabetes and ear, nose and throat markets having worked for Stryker Endoscopy, J&J LifeScan and Acclarent. In addition to his medical device experience, Evan worked for Compaq Computer Corporation's Strategic Investments group, the Investment Banking Group at J.P. Morgan Chase & Co and in the consulting practice at PriceWaterhouseCoopers. Evan holds an MBA degree from the J.L. Kellogg Graduate School of Management and a BBA in Finance from Texas A&M University. He currently serves on the Innovation and New Ventures Advisory Board at Northwestern University as well as the Oversight Committee for the Coulter Translational Partnership Program at the University of Missouri.

• **Greg Fleming**, Investment Director, Air Liquide-ALIAD

Greg Fleming is a member of the Air Liquide corporate venture team, ALIAD, located in Paris, France. Prior to this assignment, he was Director of Innovation within the Corporate Research Group of Air Liquide. In this role, he launched both internal and external innovation programs to detect, develop and deploy new technologies for industrial gases and related services. Greg has also managed a number of technologies within Air Liquide including separations, combustion, hydrogen production, hydrogen energy and gas separation membranes and was previously the Deputy Director of the Air Liquide Delaware Research and Technology Center.



- **Pushpa Vijayaraghavan**, Vice President, Sathguru 

Pushpa is a Vice President at Sathguru Inc., Sathguru's operations in Boston, MA. She primarily focuses on life sciences and advises enterprises, academia, and venture capitalists on advancing innovation and leveraging opportunities in India and other countries in South Asia. Pushpa's prior experience includes leading advisory assignments in PwC and E&Y and short stints with the Export Import Bank of India and University of Michigan Technology Transfer Office. She has a BA from Osmania University, an MBA from the University of Michigan, and is a member of the Institute of Chartered Accountants of India.



- **Anton Gopka**, CEO, General Partner, ATEM Capital

Anton Gopka is CEO and General Partner at ATEM Capital managing an evergreen US Biotech Fund - Health Square Fund. Prior to ATEM Mr. Gopka was managing one of the largest Russia-based biotechnological venture capital funds - a US\$760 million strategic partnership between RUSNANO and Domain Associates where he made over 10 private investments into high-profile US biotech development companies and managed public offerings of 3 companies on NASDAQ. Before that Mr. Gopka was a Vice President at Barclays Capital where he took part in a major Russian Power Utilities restructuring. Prior to Barclays Capital he was a Director of M&A at Sistema JSFC, the largest diversified conglomerate in Russia where he led landmark transactions in Telecoms and Oil&Gas sectors. Mr. Gopka started off his investment banking career at Dresdner Kleinwort, where he advised on a number of M&A and capital markets transactions worth over US\$10bn in total. Current and previous board memberships include Marinus Pharmaceuticals, Regado BioSciences, CoDa Therapeutics, Neothetics, Tragara Pharmaceuticals, NovaDigm Therapeutics and Revision Optics (observer), Syndax Pharmaceuticals (observer), Miramar Labs (observer).



- **Haolin Sung**, Director of Direct Investment, Diamond BioFund

Haolin Sung is Director of Direct Investment for Diamond BioFund, Taiwan's largest biotech evergreen fund founded in 2013 with AUM US\$333M. Prior to this assignment, he was Manager of the Research Department of First Capital Management, where he built and led biotech sector coverage. He underwrote biotech IPO cases and evaluated TWSE biotech sector and developed fundamental research-driven investment theses and sector strategies to clients, including local and international fund managers. Haolin holds an MBA degree from University of California, Irvine.



- **Jean Yao**, Managing Partner, Med Qiao Group

Jean Yao, PhD, with 20+ years of extended experience in the areas of biology, medical research, and medical industry, has held various positions at Mayo Clinic and University of Minnesota. She funded Med Qiao Group LLC as for the Bridge between US and China in life science. Med Qiao provides business consulting services that include market analysis, intellectual property protection, clinical trial arrangement, product approval application, China branch or division establishment as well as marketing, promotion, distribution and onsite manufacturing of medical products.



- **Judith Li**, Principal, Lilly Asia Ventures

Judith J. Li, Principal at Lilly Asia Ventures, is based in Shanghai and focused on early and growth stage investments across biopharma, medical devices, and diagnostics. Judith's prior experience includes McKinsey's New York office, focused predominantly on pharmaceutical and medical device engagements, hospital administration at Partners Healthcare, and co-founding a medical device startup in interventional nephrology. Judith has also previously served as a strategy director at Teach for America, as well as the founding board of directors of New Bedford-based charter school Alma del Mar, and Executive Director of the Boston Hepatitis B Initiative. Judith holds a B.A. in Neurobiology, magna cum laude from Harvard and M.B.A. with Distinction from Harvard Business School, and currently resides in Hong Kong with her husband Ben, splitting her time between Hong Kong, Shanghai, and the Bay Area.



- **Randy Scott**, Partner, *HealthQuest Capital* 

Randy is a Partner with HealthQuest Capital. HealthQuest Capital invests capital for commercial launch or expansion to innovative companies in the healthcare field, including medical devices, diagnostics, consumer health and healthcare IT. Prior to moving into venture capital, Randy was a successful medtech entrepreneur. He founded NovaMin Technology Inc., grew the company and remained as CEO through its sale to GlaxoSmithKline. NovaMin commercialized a new active ingredient for OTC and prescription dental products. Prior to NovaMin, Randy served as President of USBiomaterials Corp., leading the company from near-insolvency to profitability. Randy began his career in brand management for Procter & Gamble. He left P&G to work on the early management team for LensCrafters as it transitioned from startup to explosive growth. He has also served in senior marketing positions at Fortune 500 and smaller firms. Randy serves on the Board of HealthQuest portfolio company Vestagen. He has been a frequent presenter on the topic of financing start-ups at conferences and entrepreneur boot camps. He is a graduate of Georgia Tech and holds a BS in management science and resides in Gainesville, FL.



- **Akhil Saklecha**, Managing Director, *Artiman Ventures*

Akhil Saklecha is a managing director at Artiman Ventures, focusing on early stage investments with an interest towards medical technology. He has led investments in DMS Networks, CellMax Life, and HomeUnion. Akhil has served at the local, state, and national levels as a leader within emergency medicine, healthcare quality, information technology, managed care, and emergency medical services. He is an Assistant Professor in Emergency Medicine at Northeast Ohio Medical University (NEOMED) and continues to practice on a part-time basis at Good Samaritan Hospital in San Jose, CA. Akhil graduated from the combined accelerated B.S./M.D. program at NEOMED and holds a M.B.A. from the University of Tennessee at Knoxville.



- **Phillip Sanger**, Managing Partner, *Texo Ventures*

As an active investor and the founder of multiple healthcare ventures, including a publicly traded Medicare-Advantage Health Plan, Phil understands what it takes to build a successful healthcare company. After working for over 30 years as a healthcare entrepreneur and a physician, he also has a first-hand understanding of the complexities and challenges of the healthcare system. His vision for hospitalist medicine and medical management strategies can be found in national publications like Managed Healthcare Executive, Health Insurance Underwriters, The Hospitalist Magazine, and Disease Management Advisor. Phil focuses on Managed Care & Benefit Design and Technology-Enabled Health Services. He currently sits on the board of TEXO portfolio companies Televerio Health, Precedent Health and Employer Direct. He also funded and launched the Sanger Learning Center, the main resource for academic support at the University of Texas at Austin. In 2000, Phil helped launch HealthSpring and grow it to a successful \$366 million Initial Public Offering (IPO) in 2006. In 2011, HealthSpring (NYSE: HS) was acquired by Cigna (NYSE: CI) for \$3.8 billion after generating more than \$3 billion in revenues the previous year.



- **Richard Simoni**, Partner, *Asset Management Ventures*

Rich joined Asset Management Ventures in 2002. He combines a deep technical background with extensive operational business experience. Over the past 20 years he has been involved with numerous start-up companies, in both management and consulting roles. Prior to joining the firm, he co-founded Talkway Communications, a provider of Internet video services such as video email to major providers including AT&T and British Telecom. Two of his academic publications were chosen for inclusion in the 25-year retrospective of the International Symposium on Computer Architecture, the premier conference in the computer architecture field. He is an expert in distributed computing, performance measurement and optimization, scalable computing, Internet protocols and architectures, digital audio and video, and wireless computing. Rich has a Ph.D. in Electrical Engineering from Stanford University, where he held a Fellowship from the National Science Foundation. Rich also has master's and bachelor's degrees in Electrical Engineering from Stanford and Rice University.



- **Rik Vandevenne**, Director, *River Cities Capital Fund*

Rik joined River Cities in 2004 to focus on information technology and healthcare investment opportunities. He brings to River Cities a strong background in strategy and business management at high-growth companies. Rik is responsible for sourcing and evaluating new investment opportunities and working with executives in portfolio companies on marketing, sales execution, product development and strategy. Prior to his private equity career, Rik gained experience working with venture backed companies in the strategy group of Scient, a global eBusiness consulting firm. Before Scient, Rik worked for four years at Accenture, first in the healthcare services group and then at the Internet Center of Excellence where he helped launch several venture-backed companies as well as worked on the team that developed the online music platform for BestBuy. Rik serves on the boards of Continuity Control, ABT Molecular Imaging, EndoChoice and Univa and was previously an observer on the board of Pioneer Surgical, sold to RTI Surgical (Nasdaq: RTIX) in 2013. He was previously on the board of Fullscope (sold to Edgewater (Nasdaq: EDGW) in 2009). Rik graduated from Vanderbilt University where he received his BE in Mechanical Engineering, and he received an MBA from Duke University.



- **Steven Young**, President & COO, Addario Lung Cancer Medical Institute 

Steven W. Young serves as the President & Chief Operating Officer of the Addario Lung Cancer Medical Institute, a patient-founded/-focused non-profit research consortium directly linking more than 20 academic and community centers via shared infrastructures (biorepository, data system) and centrally managed intramural translational projects in the United States, France, Italy and Spain. After transitioning from the clinical research information technology industry, Mr. Young had played a central role in the development and evolution of the Multiple Myeloma Research Consortium as its Executive Director from 2003 through 2008. Earlier still, he served as Director of the National Institutes of Health-funded General Clinical Research Center at Mount Sinai School of Medicine and the Pediatric Clinical Research Center at Cornell University College of Medicine, both in New York City. Mr. Young resides in Weston, Connecticut with his wife and two sons.



- **Bill Cadwallader**, Senior Commercialization Officer, Diagnostics, PATH

Bill Cadwallader, MBA, is Senior Commercialization Officer for PATH, a world leader in developing drugs, diagnostics and vaccines for global health. He leads commercialization activities across the neglected tropical disease and malaria diagnostic portfolio. Bill is a key member of the PATH / GlaxoSmithKline G6PD Diagnostic and Drug alliance. The alliance is preparing for the global launch of the antimalarial drug, tafenoquine. He is also responsible for sourcing and developing commercial partnerships for novel diagnostics that can be adapted to or developed for low resource settings. At PATH, he participates in fund raising activities with international funding agencies, global donor and other stakeholders specific to major global health initiatives. Prior to PATH he has held position of senior vice president, corporate development at Kineta, a research focused biotechnology company in Seattle, WA. He provided strategic direction for the development and commercial strategy and helped raise over \$52 million in the initial funding efforts. Mr. Cadwallader served as VP of Business development at Velcura, Therapeutics; Ann Arbor, MI, providing his expertise on strategic market development and managing the international alliance and partnership.



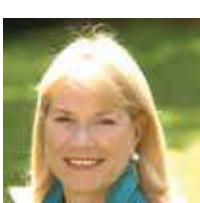
- **Gary Kurtzman**, Managing Director, Healthcare, Safeguard Scientifics

Gary has more than 25 years of experience in operations and investments. He joined Safeguard in 2006 where he is responsible for identifying, deploying capital in and supporting emerging healthcare companies in diagnostics, medical devices and healthcare IT. Gary is currently a board member of Safeguard's partner companies Dabo Health, Good Start Genetics, Medivo, Quantia, Propeller Health, Syapse and Trice Medical. In addition, he recently realized successful exits with Safeguard's partner companies Advanced BioHealing, Alverix, Avid Radiopharmaceuticals, Crescendo Bioscience and NuPathe to strategic acquirers Shire, Becton Dickinson, Eli Lilly, Myriad Genetics, and Teva Pharmaceutical, respectively. Prior to joining Safeguard, Gary was Managing Director and Chief Operating Officer at BioAdvance; Chief Executive Officer at Pluvita Corporation; Chief Operating Officer at Genovo; and head of research & development at Avigen. Gary began his career in industry at Gilead Sciences as virology group leader. Gary currently involves himself with a number of entrepreneurs and entrepreneurial activities and is currently a lecturer in the Health Care Systems Department at the Wharton School at the University of Pennsylvania where he teaches an interdisciplinary graduate level course in healthcare entrepreneurship.



- **Momei Qu**, Senior Associate, Baird Capital

Momei Qu is a Senior Associate in the Venture Capital group at Baird Capital, a Chicago-based fund focusing on the healthcare and tech-enabled services sectors. Recent investments in the diagnostics space include GenomeDx, NeuMoDx, and Integrated Diagnostics. Prior to joining Baird Capital, Momei was an Associate at Independence Equity, an early-stage technology fund. She has also worked in the Healthcare Investment Banking group at Merrill Lynch and at VentureLab, an advisory firm that offers strategic planning and development services to entrepreneurs. She serves as mentor at multiple early-stage incubator programs, accelerators, and angel investment groups, and as judge at various business plan competitions. Momei holds a BS in Computer Engineering and a BS in Finance from the University of Illinois at Urbana-Champaign, and a MBA from Harvard Business School.



- **Nola Masterson**, Founder and Managing Director, Science Futures

Science Futures is a 31-year-old investment and advisory firm. Ms. Masterson is an international biotechnology industry leader and successful visionary thinker with more than 40 years of business experience in the life sciences industry and in venture capital investments. Her international experience and her grasp of the business of science is a unique perspective. She brings value to the classroom as an Adjunct Professor at the University of San Francisco in the Department of Analytics and Technology in the School of Management. Currently, Ms. Masterson is Chair of the Board of Directors of Repros Therapeutics Inc. (RPRX) She serves on the Audit Committee, Nominating and Governance Committee and is Chair of the Compensation Committee. She is also on the Board of Health Enhancement Products, and she has served on the Board of Directors of Omicia, Inc., an early stage pharmacogenomics company, and as an advisor to Cycardia, a breast cancer early diagnostic company. She is Chair Emeritus of the BayBio Institute, a non-profit organization serving the Northern California life sciences industry by focusing on best practices, entrepreneurship, workforce development and science education, and also serves on the Board of Advisors to Astia, a non-profit organization dedicated to advancing women entrepreneurs. She serves on the American Diabetes Association Leadership Board for Silicon Valley.



## Track 3

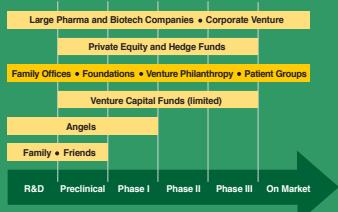
Location: Library Room

8:00 AM - 8:50 AM	RESEARCHING GLOBAL INVESTORS	 <b>LIFE SCIENCE NATION</b> Connecting Products, Services & Capital	<ul style="list-style-type: none"> <li>• Michael Quigley, Director of Research</li> </ul>
9:00 AM - 9:50 AM	FUNDRAISING BOOT CAMP	 <b>LIFE SCIENCE NATION</b> Connecting Products, Services & Capital	<ul style="list-style-type: none"> <li>• Danielle Silva, VP of Business Development</li> <li>• Jack Fuller, Director of Business Development</li> </ul>
10:00 AM - 10:50 AM	HOW TO VALUE YOUR STARTUP	 VENTURE VALUATION	<ul style="list-style-type: none"> <li>• Patrik Frei, CEO</li> </ul>
1:00 PM - 1:50 PM	BOSTON INNOVATION CAPITAL	 Boston Innovation Capital	<ul style="list-style-type: none"> <li>• Colin Widen, CEO</li> <li>• William Kohlbrenner, CSO</li> </ul>
2:00 PM - 2:50 PM	BRANDING & MESSAGING	 <b>LIFE SCIENCE NATION</b> Connecting Products, Services & Capital	<ul style="list-style-type: none"> <li>• Dennis Ford, Founder &amp; CEO</li> </ul>
3:00 PM - 3:50 PM	TALES FROM THE ROAD	PARABASE GENOMICS  Biosortia Pharmaceuticals 	<ul style="list-style-type: none"> <li>• Gabor Bethlendy, CCO, Parabase Genomics</li> <li>• Kurt Dieck, CEO, Biosortia Pharmaceuticals</li> <li>• Richard Berenson, CEO, Thermalin Diabetes</li> <li>• Shantanu Gaur, CSO, Allurion Technologies</li> </ul>
4:00 PM - 4:50 PM	NON-DILUTIVE FUNDING		<ul style="list-style-type: none"> <li>• Ayal Ronen, Vice President</li> </ul>

## The Life Science Executive's FUNDRAISING MANIFESTO

BEST PRACTICES FOR IDENTIFYING CAPITAL IN THE BIOTECH AND MEDTECH ARENAS

by Dennis Ford



### Contributors

Robert Cohen, Tom Crosby, Jack Fuller, Nono Hu, Maximilian Klettmann, Gerard O'Connor, Lucy Parkinson, Danielle Silva, and Alejandro Zamorano

### ABOUT THE BOOK

A primary objective for life science executives is raising capital. Very often, however, a lack of marketing and sales skills impedes their efforts. Focusing regionally, rather than globally, only compounds the challenge.

**The Life Science Executive's Fundraising Manifesto** helps scientists understand the fundamental skills needed to brand and market their companies, using a consistent message to achieve compelling results from a fundraising campaign. It teaches you how to aggregate a list of potential global investors that are a fit for your company's products and services. Then it explains how to efficiently and effectively reach out to potential investor targets, start a dialogue that fosters a relationship, and ultimately secure capital allocations.

Raising capital is not a one-time event. It must be an ongoing part of your business strategy. **The Life Science Executive's Fundraising Manifesto** reveals the expertise required to continually fundraise and bring your ideas to market.

### FOR MORE INFORMATION

Visit [www.FundraisingManifesto.com](http://www.FundraisingManifesto.com)  
or visit the Life Science Nation booth at the exhibit hall



- **Michael Quigley**, Director of Research, *Life Science Nation*



Michael Quigley is the Director of Research for Life Science Nation (LSN) in Boston, Massachusetts. He has been with the company for 2 years and has spent his entire stay researching life science investors from around the globe. In addition to managing a team of research analysts in the US and abroad, Michael is the co-editor of LSN's Next Phase Newsletter, where he and his team write about their findings in the life science private investment ecosystem. Michael's passion for the life science industry was sparked by a course he took while earning his bachelor's degree in economics-finance at Bentley University. During the course, entitled The Business of Biotech, Michael quickly became aware of the massive financing needs required to get a medical product approved and into the hands of doctors and patients. This massive need for capital paired with the lack of forward-looking data available on private investors is what drew him to work in investor research for LSN.

- **Danielle Silva**, VP of Business Development, *Life Science Nation*



Danielle is a founding partner of Life Science Nation and helps companies developing therapeutics, medical devices develop their outbound marketing campaign and identify fundraising partners. Previously, Danielle was a marketer for a multi-family office with over \$4 billion in assets under management. Danielle first started her career as a research analyst at Brighton House Associates, assisting fund managers in the hedge fund, private equity, and venture capital space raise money via institutional alternative investors. Danielle has been quoted in a variety of publications in the alternative investment space including the Wall Street Journal, the Financial Times, and Jim Cramer's "The Street". Danielle received her Bachelor's degree in Economics and Policy Studies from the Maxwell School at Syracuse University.

- **Jack Fuller**, Director of Business Development, *Life Science Nation*



Jack Fuller is a core member of the Life Science Nation (LSN) team, specializing in business development, marketing and investor outreach. He also contributes to the RESI Conference by screening applications to the RESI Innovation Challenge. Jack's work at LSN includes sourcing new business opportunities by attending conferences and direct marketing, creation of investor centric marketing materials for early stage life science companies, and consulting on investor outreach campaigns for LSN clients. Jack has designed and run multiple fundraising workshops around the country at conferences and business incubators teaching life science entrepreneurs tactical fundraising techniques and the new investor landscape. Jack received his MS in Chemistry at UMass Amherst with a focus on bionanomaterials and drug delivery.

- **Patrik Frei**, Founder & CEO, *Venture Valuation*



Patrik graduated from the Business University of St. Gallen and completed his Ph.D thesis ("Assessment and valuation of high growth companies") at the Swiss Federal Institute of Technology, EPFL Lausanne. Prior to forming Venture Valuation, Patrik was CFO of a logistic company and worked for several international corporations including LeCroy (Geneva, New York), Hans Merensky Holding (South Africa) and Swatch Group – EM Microelectronic (Marin). Patrik was a board member and one of the original founders of Ineo, a holding company of the Swiss dental implant VC-backed firm Thommen Medical. He is also the Chairman of Ophthalmopharma, a Swiss based biotech ophthalmology company, where he successfully out-licensed a portfolio of 4 products. Patrik's articles have been published in a number of scientific journals including "Nature Biotechnology", "Chimia" and other business publications.

- **Colin Widen**, CEO, *Boston Innovation Capital*



Colin Widen is a seasoned executive with 25 years of sales, trading and portfolio management experience in major investment banks. In 2001, Colin left the institutional world and founded W.A.M. Asset Management, a private equity fund of funds that focused on SBIC private equity funds. After selling the firm to a larger FoF, Colin joined Deutsche Bank where he led a team providing consulting services about alternative asset allocation strategies to family offices and smaller endowments and foundations. Colin is registered with FINRA and holds Series 7,24, and 63 licenses. His specialties include reconstructing HF portfolios, originating structured products and analysing private equity holdings.

- **William Kohlbrenner**, CSO, *Boston Innovation Capital*



Dr. Kohlbrenner was a director at AbbVie (Abbott pharma) where he was involved in identifying and pursuing external research opportunities around the world. This work included leading a global scouting team and conducting strategic assessments of early- and late-stage pipeline opportunities in multiple therapeutic areas. Over his career, Bill has led drug discovery programs in several areas, including oncology, antivirals and antibacterials. As a director in the Cancer Research area, he was involved in the exploration of novel therapeutic approaches and the identification of novel cancer targets. Bill was extensively involved in assessing the RNAi therapeutic space and he led an in-house research effort that was aligned with several external collaborations focused on the identification of nanotechnology-based carriers for the delivery of novel RNA cancer therapies.



- **Dennis Ford**, Founder & CEO, *Life Science Nation*



Dennis Ford is an entrepreneur, author, and thought leader with expertise in sales, marketing, and business development. He has spent most of his career launching new companies and developing a market for nascent game-changing technologies. In recent years, he has worked extensively with global alternative investors interested in high-growth early-stage technologies. His expertise encompasses using database subscription services to create business solutions and using the Internet to create an interactive dialogue between buyers and sellers. He is a big proponent of using profiling and matching technology to find that all-important business fit in the marketing and selling process. Ford is the author of *The Peddler's Prerogative* and *The Fund Manager's Marketing Manifesto*, two well-received sales and marketing books. His latest book is *The Life Science Executive's Fundraising Manifesto*. Ford teaches Entrepreneurship Sales & Marketing to undergraduate and graduate students at the University of Massachusetts Boston. He also sits on the Mentoring Board of the Entrepreneurship Center at UMass Boston, a venture start-up incubator that brings together venture capital firms, UMass students, and start-up companies to launch new businesses.

- **Gabor Bethlendy**, CCO, *Parabase Genomics*



Gabor brings over 20 years of expertise from both academia and industry in the areas of genomics, sales, and strategic business development. He has always been involved in building labs and businesses from the ground up with novel technologies. Gabor has a proven track record of success with premier companies in the microarray, targeted sequencing, and diagnostic spaces, including Agilent Technologies, NimbleGen, and Roche Diagnostics. Gabor holds a BS in Biochemistry from the University of Rochester and a Masters degree from Syracuse University.

- **Kurt Dieck**, CEO, *Biosortia Pharmaceuticals*



Mr. Dieck has spent 30 years in healthcare, including 18 years at Arthur Andersen where he was a global equity partner. In 2002, Kurt joined Cardinal Health, a Fortune 20 public company as a senior executive; where over his tenure he had responsibilities for Strategy, Business Development and ultimately SVP of Business Execution for the \$100B pharmaceutical distribution segment. There he worked with a broad spectrum of partners, including brand pharmaceutical manufacturers, throughout the supply chain. Kurt also sits on two other healthcare related boards that are owned by Private Equity firms.

- **Richard Berenson**, CEO, *Thermalin Diabetes*



Rick is a serial entrepreneur who has been leading organizations and developing practical, break-through strategy for more than twenty years. He has successfully launched and financed multiple life science and other organizations around important new technologies in complex markets. A former McKinsey & Company consultant, Rick received a JD-MBA from Harvard Business and Law Schools in 1984 and is a graduate of Harvard College.

- **Shantanu Gaur**, CSO, *Allurion Technologies*



Dr. Shantanu Gaur co-founded Allurion in 2009 during his second year at Harvard Medical School and is our Chief Scientific Officer. A Paul & Daisy Soros Fellow, Shantanu graduated summa cum laude and Phi Beta Kappa from Harvard College with an S.B. in Biology and significant coursework in polymer chemistry. Shantanu graduated from Harvard Medical School in 2013. He grew up in Pittsburgh, Pennsylvania and lives in Cambridge, Massachusetts.

- **Ayal Ronen**, Vice President, *FreeMind Group*



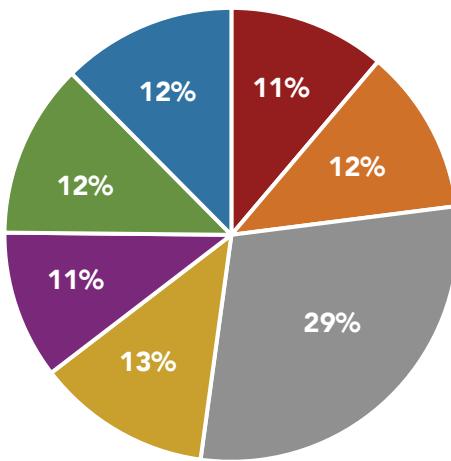
For the past few years Mr. Ayal Ronen has been a leading figure in FreeMind's professional department, managing complex projects for many of FMG's clients and in diverse scientific fields. Through his extraordinary work Mr. Ronen has led efforts on the client management front and was a key contributor to FMG's impressive retention rate with existing clients. During this time he was personally involved in submitting numerous grants utilizing the full spectrum of NIH mechanisms, thus gaining valuable non-dilutive funding expertise, both from a strategic vantage point and a hands-on approach. Mr. Ronen was named Vice President of Marketing and Sales for FreeMind. He holds a M.Sc. in Neurobiology from the Weizmann Institute of Science, where he was awarded the Dean's prize for excellence based on scientific and academic merit. Mr. Ronen also holds an MBA from the Recanati School of Business, Tel Aviv University.



**200**  
**ACTIVE INVESTORS**



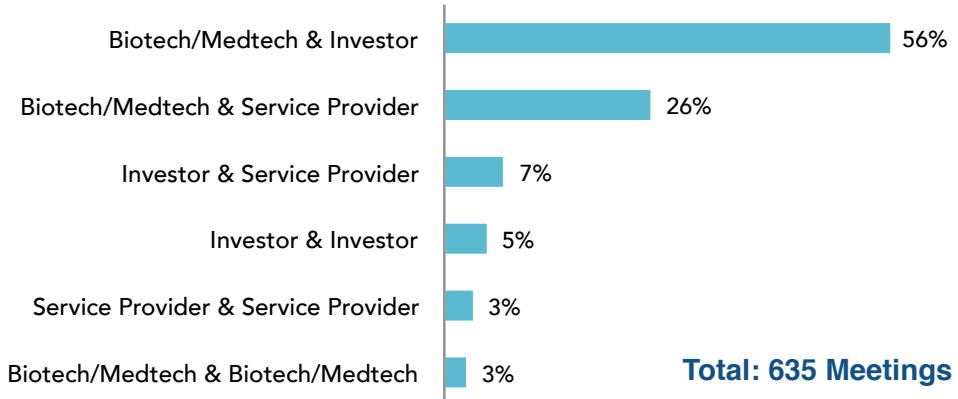
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**1000**  
**PARTNERING MEETINGS**



## RESI 4 INVESTOR BREAKDOWN

- Angel
- Corporate Venture Capital
- Venture Capital
- Family Office & Private Wealth
- Large Pharma & Medtech
- Private Equity
- Venture Philanthropy and Foundations

## WHO MET WITH WHOM AT RESI 3 ?



RESI provides a partnering forum for all stakeholders in the early stage life science world to reach out to others and build the relationships that will carry new technologies towards commercialization.

**Location: Crystal Ballroom**



Autism Speaks' venture philanthropy affiliate invests in the translation of scientific and technological advances into products that transform lives.

**DELSIA** partners with biomedical and technology entrepreneurs, start-ups, small and large companies to catalyze development and delivery of products to address the unmet medical, behavioral and quality of life needs of the autism community.

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# SPONSORS



The Advanced Medical Technology Association (AdvaMed), is a trade association that leads the effort to advance medical technology in order to achieve healthier lives and healthier economies around the world. AdvaMed represents 80 percent of medical technology firms in the United States and acts as the common voice for companies producing medical devices, diagnostic products and health information systems. Our members produce nearly 90 percent of the health care technology purchased annually in the United States and more than 40 percent purchased annually around the world.



The BIO International Convention is hosted by the Biotechnology Industry Organization (BIO). BIO represents more than 1,100 biotechnology companies, academic institutions, state biotechnology centers and related organizations across the United States and in more than 30 other nations. BIO members are involved in the research and development of innovative healthcare, agricultural, industrial and environmental biotechnology products. BIO performs many services for members, but none of them are more visible than the BIO International Convention. BIO works throughout the year to create a policy environment that enables the industry to continue to fulfill its vision of bettering the world through biotechnology innovation.



Created in 1979 by the healthcare technology industry, Medmarc's purpose is to be the superior provider of liability insurance and related risk management solutions and to support the development, testing and delivery of products that save lives and improve the quality of life. Through our strategic alliances with The Hartford and clinical trial industry experts, we offer tailored insurance protection specifically designed for the broad spectrum of needs of the medical technology and life sciences industry. From ideas and prototypes to the reality of commercialization and success – We can Meet Your Changing Needs.



Be it lack of medical breakthroughs, limited resources, or restrictive policies that are stalling progress, faster progress by educating stakeholders about the barriers, amplifying solutions that could pave the way to progress, and creating opportunities for key leaders to come together and get things done. FasterCures has a number of high-impact programs that are laser-focused on improving the medical research system because we firmly believe that each life saved by preventing disease and developing new cures is priceless.

Venture Valuation specializes in independent assessment and valuation of technology-driven companies in growth industries, such as the Life Sciences (Biotech, Pharma, Medtech), ICT, high-tech, Nanotech, Cleantech and Renewable energy. In addition to valuation products, Venture Valuation offers high quality, focused information services. Through its focus and unique position, VV strives to fulfill and surpass its customer needs and add value to the partnership. Clients include investors, companies and development agencies.



Autism Speaks established Delivering Scientific Innovation for Autism LLC (DELSIA) in 2012 as a not-for-profit affiliate. DELSIA was created as an innovative funding vehicle with the goal of improving outcomes for individuals with autism spectrum disorder (ASD). DELSIA aims to do this by ensuring that scientific breakthroughs and technological advances are developed into products that improve health and quality of life for individuals with autism and their families. Our purpose is to transform lives by serving as a catalyst to facilitate and accelerate the delivery and availability of impactful products.



The Jackson Laboratory is an independent, nonprofit biomedical research institution, dedicated to contributing to a future of better health care based on the unique genetic makeup of each individual. With more than 1,500 employees in Bar Harbor, Maine, Sacramento, Calif. and a new genomic medicine institute in Farmington, Conn., the Laboratory's mission is to discover precise genomic solutions for disease and empower the global biomedical community in the shared quest to improve human health. The institution is a National Cancer Institute-designated Cancer Center and has NIH centers of excellence in aging and systems genetics. The Laboratory is also the world's source for more than 7,000 strains of genetically defined mice, is home of the mouse genome database and is an international hub for scientific courses, conferences, training and education.



The Consulate General of Canada in San Francisco is a diplomatic mission of Canada, covering Northern California and Hawaii, and providing Consular services to Canadians in Nevada (with the exception of Clark County). We promote trade and investment, Canadian artistic, cultural, and academic events, and provide consular services to Canadians living and travelling in the territory. The Consulate General continues to seek out opportunities for innovative partnership between Canada and California, Nevada and Hawaii.



Founded by the Thiel Foundation in November 2011, Breakout Labs uses philanthropy to support a growing list of early-stage companies in areas ranging from food science and biomedicine to clean energy. For many of these companies, we were the first external investor. The program provides up to \$350,000 for companies to achieve specific milestones that are critical to their development. In addition to the funding, our grant recipients benefit directly from the Thiel Foundation's large community of investors, innovators, and entrepreneurs. Our program goes well beyond financial support. We also provide access to strategic mentorship and networking opportunities that enable further development for years to come.

# MEDIA PARTNERS

## Media Partners





# RESI 4

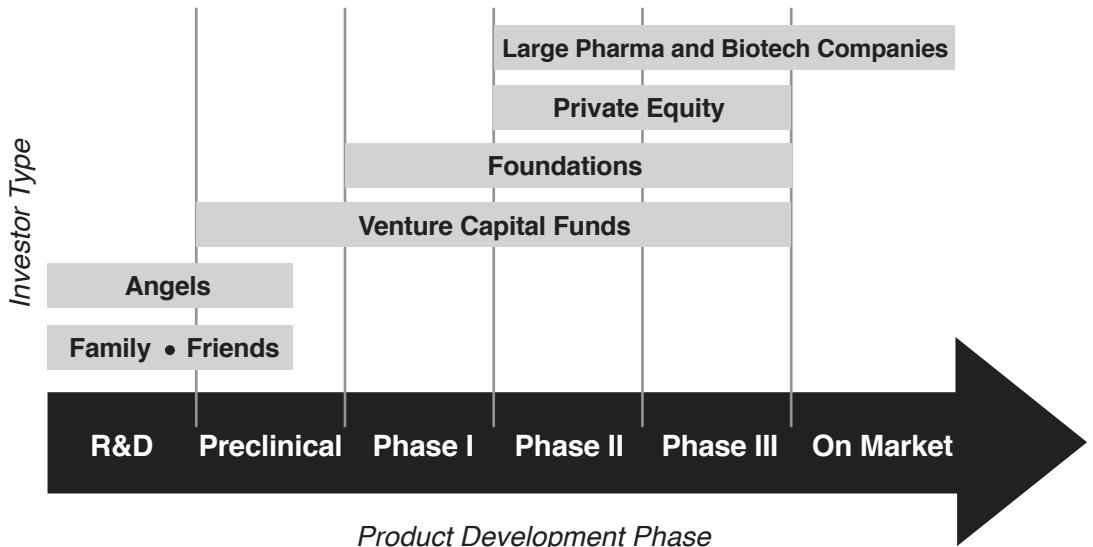
## REDEFINING EARLY STAGE INVESTMENTS

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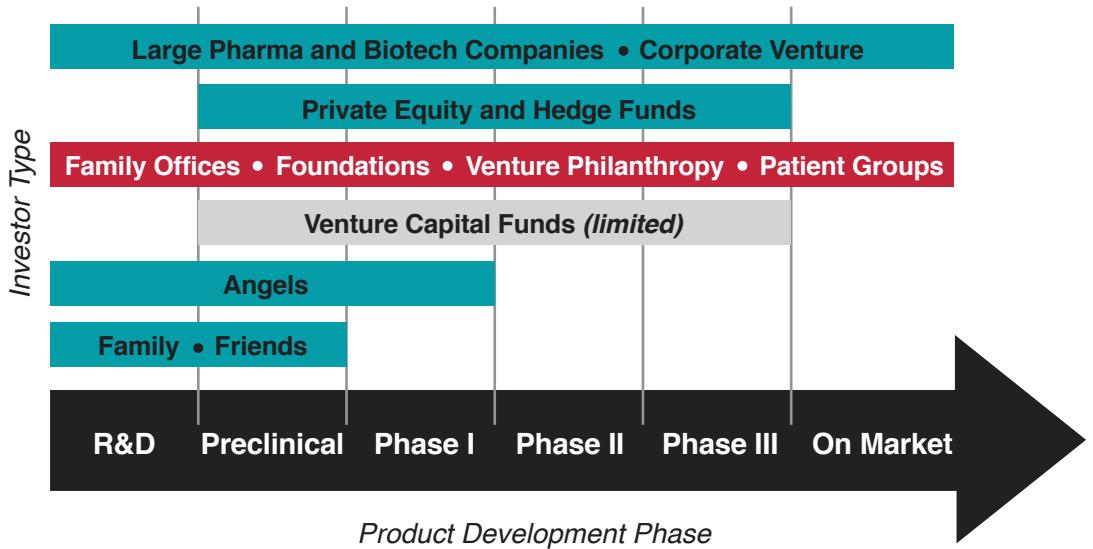
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## EMERGING LIFE SCIENCE INVESTMENT TIMELINE PAST



## EMERGING LIFE SCIENCE INVESTMENT TIMELINE TODAY



## RESI 4 INVESTOR TYPE BREAKDOWN

