

JUNE 4, 2018 BOSTON, MA



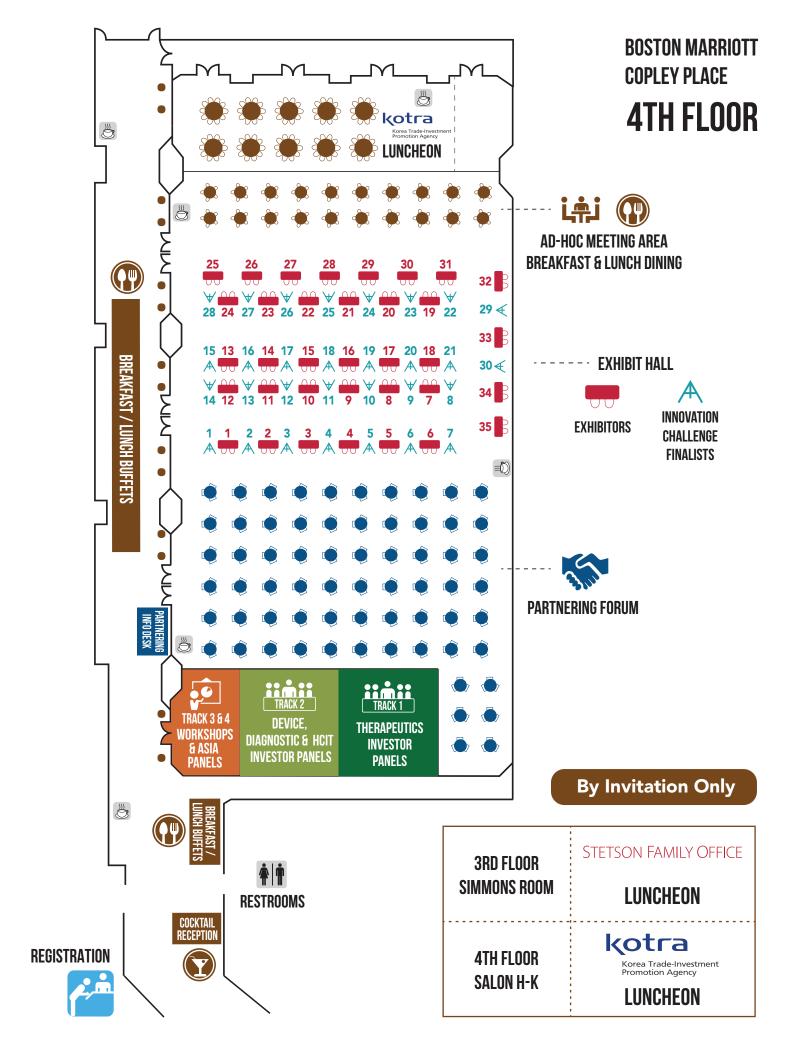
Early stage investors, fundraising CEOs, scientist entrepreneurs, strategic partners, and service providers now have an opportunity to Make a Compelling Connection

ONSITE GUIDE

Johnson Johnson innovation

— JLABS —





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WELCOME TO RESI







On behalf of LSN and our partners Johnson & Johnson Innovation JLABS, McDermott Will & Emery, Stetson Family Office, KOTRA, and MaRS, thank you for joining us at the Redefining Early Stage Investments (RESI) Conference to kick off a bustling week for the global biotechnology industry in Boston. This RESI event welcomes investors and startups from all over the world, including startup delegations from Korea and Taiwan who will be competing in our RESI Innovation Challenge today.

The RESI Innovation Challenge presents a global showcase of new innovations in biotech, medical devices, diagnostics and digital health. These companies are presenting their technologies via poster displays in the RESI exhibit area. Inside your RESI badge you'll find five tokens of RESI Cash you can use to "invest" in the most promising of these technologies. The winning companies that attract the greatest amount of investment will be announced at the cocktail reception tonight.

RESI's unique, high-touch Partnering system provides entrepreneurs with profiles and filters that help them reach out to the most relevant investors in attendance and book face-to-face meetings. It's vital to establish that fit between startup and investor prior to sitting down for a meeting, and with that strong initial basis for a conversation, we have heard time and again that RESI is a productive place to meet with investors.

LSN would like to extend our thanks to the speakers participating on the RESI Investor Panels and RESI Early Stage Workshops. This RESI event includes new panel sessions on Investing in Mental and Behavioral Health, Investment Opportunities in the Microbiome, and Investing In Oncology Innovation. We have experienced investors from all over the world sharing their wisdom and strategies on RESI's panels today, including our Asia-North America Track participants.

Thank you for joining us for RESI at the start of Boston's international biotech gathering. We hope you make great connections today.



Dennis FordFounder & CEO, Life Science Nation
Creator of RESI Conference Series





RESI AGENDA





Johnson Johnson INNOVATION

	Track 1: astellas Biotech Investor Panels	Track 2: Device, Diagnostic, & HCIT Investor Panels	McDermott Track 3: Will & Emery Entrepreneur Workshops	Track 5: Partnering Forum
7:00	- 8:00 AM: Registra	tion & Breakfast		
8:00 - 8:50 AM	BIOTECH ANGELS Explaining the Process of Engagement	MEDTECH ANGELS Explaining the Process of Engagement	VENTURE VALUATION GLOBAL VALUATION SERVICES DEAL & PRODUCT VALUATIONS	
9:00 - 9:50 AM	BIG PHARMA Pipeline Strategy for Preclinical and Early Clinical Assets	PAYER & PROVIDER VENTURE FUNDS The Technologies That Hospital Systems & Health Plans Are Seeking	STETSON FAMILY OFFICE FIXING THE BROKEN EARLY STAGE FUNDING MODEL	MORNING Early Stage
10:00 - 10:50 AM	CORPORATE VENTURE CAPITAL The Corporate Landscape Morphed & New Opportunities Abound	DIGITAL HEALTH INVESTORS Leveraging Software to Lower Costs and Improve the Quality of Care	McDermott Will & Emery MAXIMIZING THE VALUE OF YOUR ASSET PORTFOLIO	PARTNERING Forum
11:00 - 11:50 AM	INVESTMENT OPPORTUNITIES IN THE MICROBIOME Exploring a New Frontier in Medicine	DIAGNOSTICS INVESTORS New Generation of Technologies Enabling Personalized Medicine	LIFE SCIENCE NATION — Connecting Products, Services & Capital FUNDRAISING BOOT CAMP	
12:00 - 1:00 PM: Lunch Break				
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	Track 1: Biotech Investor Panels	Track 2: Device, Diagnostic, & HCIT Investor Panels	Kotra Track 4: Korea Trade-Investment Promotion Agency Asia-North America Workshops & Panels	Jehmon-Jehmon INNOVATION - JLABS - Track 5: Partnering Forum
1:00 - 1:50 PM	Biotech	Track 2: Device, Diagnostic,	Track 4: Korea Trade-Investment Promotion Agency Asia-North America	Track 5: Partnering
- 1:50	Biotech Investor Panels EARLY STAGE THERAPEUTICS INVESTORS Investing Early in	Track 2: Device, Diagnostic, & HCIT Investor Panels MEDICAL DEVICE INVESTORS Investing in	Track 4: Asia-North America Workshops & Panels LIFE SCIENCE NATION —Connecting Products, Services & Capital SOURCING GLOBAL ASSETS FOR IN LICENSING	Track 5: Partnering
1:50 PM 2:00 - 2:50	Biotech Investor Panels EARLY STAGE THERAPEUTICS INVESTORS Investing Early in Novel Therapeutics BIG DATA IN HEALTHCARE Al and Novel Technology Optimizing	Track 2: Device, Diagnostic, & HCIT Investor Panels MEDICAL DEVICE INVESTORS Investing in Novel Engineering FAMILY OFFICES How Do Family Offices View	Track 4: Asia-North America Workshops & Panels LIFE SCIENCE NATION Connecting Products, Survices & Capital SOURCING GLOBAL ASSETS FOR IN LICENSING & PARTNERSHIPS ASIA THERAPEUTICS INVESTORS Exploring and Explaining	Track 5: Partnering Forum AFTERNOON
1:50 PM 2:00 - 2:50 PM 3:00 - 3:50 PM 4:00 - 4:50 PM	Biotech Investor Panels EARLY STAGE THERAPEUTICS INVESTORS Investing Early in Novel Therapeutics BIG DATA IN HEALTHCARE Al and Novel Technology Optimizing Digital Health Platforms & Infrastructure INVESTING IN ONCOLOGY INNOVATION The Search for New Approaches to	Track 2: Device, Diagnostic, & HCIT Investor Panels MEDICAL DEVICE INVESTORS Investing in Novel Engineering FAMILY OFFICES How Do Family Offices View Seed & Series A Rounds? INVESTING IN MENTAL & BEHAVIORAL HEALTH Exploring a Commonly Misunderstood Space through Digital Health Solutions TALES FROM THE ROAD Biotech & Medtech CEOs Share Their Story	Track 4: Asia-North America Workshops & Panels LIFE SCIENCE NATION Connecting Products, Services & Capital SOURCING GLOBAL ASSETS FOR IN LICENSING A PARTNERSHIPS ASIA THERAPEUTICS INVESTORS Exploring and Explaining the Asia Therapeutic Industry CHINA CROSS-BORDER PARTNERS Sourcing Emerging Assets	Track 5: Partnering Forum AFTERNOON EARLY STAGE PARTNERING

KOTRA LUNCHEON

Highlighting Korea's bio industry, followed by a pitch of our promising Korean biotech start-ups.

Time	Program	Speaker
11:00 - 11:50 AM	Registrations/Buffet Lunch	
11:50 - 11:52 AM	Welcoming Remarks	SooDeuk Sohn President of KOTRA North America
11:52 - 11:55 AM	Congratulatory Remarks	Yonghyon Kim Consul General of the Republic of Korea in Boston
11:55 - 12:15 PM	Introduction to Korea's Bio Industry and Clusters	Younghwan Park Deputy Director of KOTRA
12:15 - 1:00 PM	K-Startup Pitch	11 companies / 3-min pitch



KOTRA, through its 127 offices in 87 countries around the world, serves small and medium-sized Korean enterprises in their endeavors to explore overseas markets. This year, KOTRA has partnered with K-FEZ (Korea Free Economic Zone), KoreaBio (Korea Biotechnology Industry Organization), KIMST (Korea Institute of Marine Science & Technology Promotion) and COMPA (Commercialization Promotion Agency for R&D Outcome) in selecting and presenting 13 promising Korean biotech startups to the world.



Korea Institute of Marine Science & Technology Promotion(KIMST) is a public organization established under the Ministry of Oceans and Fisheries for planning and evaluating national R&D projects and the promoting their commercialization. KIMST was created to assume the responsibilities of planning, managing, selecting, and evaluating R&D projects. KIMST will disseminate developed technologies as a way to support the advancement of Republic of Korea's marine technology.



COMPA (Commercializations Promotion Agency for R&D Outcomes) is a sub-agency of the Ministry of Science and ICT, and provides assertive support in order for the outcomes of the fundamental technology R&D programs to be successfully transferred, commercialized and led to business start-ups.



KoreaBIO was formed as a result of merge between three different industry associations in biotechnology field in November, 2008. Now, KoreaBIO is a central organization with more than 300 companies including major Pharma & Biotechnology enterprises as our members, representing Korea Biotechnology Industry. Also, we develop various training and policy making programs to serve the member companies more efficiently and promotes co-operation, investment relations and technological collaborations around the world.



Korean Free Economic Zones are specially designated areas created to improve the business and living environment for foreign-invested firms in Korea. Since the 2003 inauguration of an FEZ in Incheon, the number of FEZs in operation has grown to eight: Incheon, Busan-Jinhae, Gwangyang Bay Area, Daegu-Gyeongbuk, Saemangeum-Gunsan, Yellow Sea, East Coast and Chungbuk.



- How do you filter the best of the best life science innovation coming off the laboratory bench and begin the commercialization process?
- How do you milestone initial funding and endow a company with a critical mass of science and business expertise to increase its potential for success?
- How do you risk-mitigate early stage life science innovation to attract Angel investors, Venture Capital and Family Offices?
- How do you attract top life science executives to the 91 percent of life science companies located outside of Silicon Valley and Boston/Cambridge?
- How do you grow a successful company to create a lasting economic benefit to its community?
- How do you repeat the process over and over again in a sustainable way?

Our Solution

Stetson Family Office has spent two and a half years researching and studying these issues and in 2017 founded the Healthcare Impact Foundation to help sustainably address the problem of the Valley of Death in life sciences.

It held the first **Global Family Office BioForum Gathering** on these questions on January 6, 2016 in San Francisco with representatives from 21 cities – 14 in the U.S. and 7 from across the globe. In 2018, it has already hosted 9 Family Office events in the U.S., Canada, Europe, and Asia – and found good, solid answers to these questions.

We are starting to implement our solution. If you are interested in learning more, contact us at **chuck@stetsonfamilyoffice.com**.

STETSON FAMILY OFFICE

RESI INNOVATION CHALLENGE







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 exhibit hall, you will encounter RESI Innovators showcasing their technology via poster displays. Along with 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. The invested capital will be tallied up and the top three winners will be awarded during the cocktail reception at the end of the day. Winners will be featured in the Life Science Nation (LSN) newsletter with readership of 23,000.

- First Prize: Complimentary tickets to 3 RESI Conference Series events of your choice (2 tickets per event)
- Second Prize: Complimentary tickets to 2 RESI Conference Series events of your choice (2 tickets per event)
- Third Prize: Complimentary tickets to 1 RESI Conference Series event of your choice (2 tickets)



RESI INNOVATION CHALLENGE







Easel 1



Easel 2



Easel 3



Easel 4



Easel 5



Easel 6



Easel 7



Easel 8



Easel 9



Easel 10





Easel 11



Easel 13



Easel 14



Easel 15



Easel 12

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

Congratulations to all the 30 RESI Innovation Challenge finalists across therapeutics, medical device, diagnostics and digital health







Our laser-based sensor is many times more accurate than conventional laser and is able to detect even low concentrations of bacteria based on its movements in real-time. Even though our first application targets water, we have managed to decrease antibiotics susceptibility test from 10-15 hours to less than 1 hour.



Belly fat is known as one of the most threatened factors that lead to metabolic diseases. Obesity leads big medical expense worth \$450B a year. But unfortunately, there has been no solution to measure belly fat quantitatively. Our core technology, DMW-NIRS (Discrete Multi-Wavelength Near-Infrared Spectroscopy), can measure information of NIR spectrum region and give 6 physiological value of human body that can be used in various health applications such as belly fat measurement as well as medical diagnosis of breast cancer, sarcopenia, erectile dysfunction. We've started our business to fulfill new paradigm of healthcare which is P4(Predictive, Preventive, Personalized, Participatory) spectrum, and we believe our technology will lead the market.



NosQuest aims to diagnose stages of diseases with high accuracy and speed. NosQuest is a solution provider that develops analytical software to diagnose stages of cancers (currently breast & ovarian) as well as dementia (Alzheimer's Disease). NosQuest has developed a NosID v1, a cancer diagnostics software for breast and ovarian cancers with an accuracy over 80%. NosQuest is further developing the breast cancer reference database with Asan Medical Center and the ovarian cancer reference database with Samsung Medical Center. NosQuest plans to apply NosID (breast & ovarian) for KFDA approval in 2019.



RADIANQBiO offers breakthrough on-site microchip platforms in resource-poor settings for solving many global heath care challenges, such as rapid detection & prevention of foodborne and waterborne pathogens, to broaden access to unrestricted healthcare & pharmaceutical services, e.g. super-easy platforms for rapid drug screening & clinical trials



MDimune Inc. was founded in 2015. The key technology of MDimune is known as "BioDrone® Technology", which is a target specific drug delivery platform based on artificial exosomes derived from cells. By using "BioDrone® Technology platform, we are developing innovative therapeutics drug to solve the unmet medical needs. Our business model focuses on 'PIDO'(Platform Inside Development Outside). With this, we aim to use this platform technology to overcome highly unmet medical needs and transfer the technology through collaboration and partnership.



ImmuneMed was established in 2000 as one of the pioneer biotech startup companies in Korea. The platform technology of ImmuneMed is phenotype-based excavation of antigen & antibody. First in class anti-viral immunoglobulin (IgG4) drug candidate is effective for hepatitis B, hepatitis C, influenza and dermatitis. Original IP of drug candidate was issued in 2004 and Material IP was applied in Korea and 8 regions around the globe (2016).



OPTOLANE is a semiconductor integrated In-Vitro Diagnostic (IVD) platform company specializing in real-time PCR (qPCR) and Digital PCR (dPCR). Our key technology is the integration of optical and thermal control system, so PCR reaction and fluorescence detection are completed simultaneously on the CMOS sensor. Our qPCR is designed for "Sample-to-Answer" diagnostic platform enabling sample extraction to analysis in a single cartridge. Also, it is lightweight Palmtop PCR for true POC-MDx with scalable multiplexing. Optolane's dPCR provides both absolute quantitation and real-time standard. It is designed for a single instrumentation; sample loading, PCR running, and reading simultaneously. We are now developing cancer screening / liquid biopsy dPCR solutions.



L-BASE is a biopharmaceutical company developing peptide-based drug for multi-drug-resistance of cancers. By controling function of a new CTA(Cancer-Testis Antigen), CAGE, these peptide drug candidate can solve multi-drug resistance in cancer especially lung cancer with T790M mutation and breast cancer. These drug candidate is firt in class drug in multi drug resistance and now at the stage of IND preparation. L-base has published more than 15 international paper on CAGE function and applied several IPs about peptides drug candidates which control CAGE function.





ΡΔΝΔGENE

Developing its own technology for mass production and various application of PNA (a DNA analogue), PANAGENE is the sole provider of PNA for commercial use. PANAGENE's diagnostic products are used in identifying personalized medicine tailored to various cancer patients and detecting other infectious diseases. PANAGENE also developed the first-in-class detection kit in liquid biopsy in Korea.



Established in 2016 as a startup company, Quratis works as an important base for research partners to cover the Asian region including China with its TB vaccine and other products. Quratis, which has a long-term joint research project with Yonsei University Health System, concluded an exclusive license agreement with research partners for a tuberculosis vaccine in 2017.



Deep Medi developed first monitor able to read blood pressure from only the mobile phone camera without special additional equipment. Using our artificial intelligence based model, we can estimate blood pressure from pulse wave. Moreover, we provide many extra features, such as cardiovascular and metabolic syndrome indicators by analyzing blood pressure, heart rate, and blood vessel elasticity through camera based photoplethysmographic (PPG) analysis. Whether you are traveling, at the office, in a restaurant or at home, our service is always ready to use at a moment's. Users can update or access user's data easily on mobile phone. All of user's measurement data is stored in the Cloud, where users can always access it and send it easily. This optimizes communication with doctor.



Taipeibio is an R&D-driven company with core technology derived from Harvard and MIT; which focuses on tissue regeneration and repairs various bone defects including alveolar bone, bone, joint, ligament and cartilage. Taipeibio has comprehensive global IP protection in over 45 countries (Fish & Richardson; Cesari & McKenna). Taipeibio has established 3 core labs and 5 research arms to support product development with 2 governmental funding programs. Taipeibio has accumulated over 160 successful clinical cases with 14 years stress-bearing data to prove safety and efficacy. The cartilage regeneration product has been proved to repair large articular cartilages and difficult TMJ defects in a rabbit model. Relative scientific reports were published in high-impact SCI journals. The products will be made in U.S.A. and aiming FDA approval.



Taiwan Resonant Waves Research Corp. (TRWR) was founded in 2010 in the capital of Taiwan – Taipei. Integrating innovative bioelectronic technology with non-invasive medical devices, we are dedicated to helping patients with chronic diseases better manage health-related challenges. There is unlimited promise in the application of Bioelectrical medicine in the treatment of chronic diseases. Designed and developed by TRWR, Microcurrent Electrical Nerve Stimulation technology (MENS) is currently being used as a non-invasive, physical approach to treating and alleviating symptoms associated with diabetes (such as decreasing HbA1c of Type 2 Diabetes Mellitus patient). Our vision is to lead the world in groundbreaking research and development in electroceutical technology as a means of enhancing quality of life, without the adverse side effects of conventional approaches.



MTAMTech, a spin-off of Taipei Medical University develops solutions for use in personalized medicine of cancer treatment and anti-cancer drug development. Based on the US NCI developed technique-Hollow Fiber Assay (HFA); and in combination with patient derived tumor cells (PDTCs), along with our patented microtube array membrane (MTAM), allows us to deliver novel solutions (MTAM-HFA). MTAM-HFA is capable of delivering in vivo based, highly translatable results within a clinically practical timeframe of 14 days, which translates to 80% time reduction compared to PDX model. Additionally, the cost is only 20~40% of the conventional PDX model. The universal characteristic of MTAM-HFA allows the screening of both solid and non-solid tumors; as well as a wide range of drugs.



Mobio Interactive (MI) is a digital therapeutics company that blends science and design with internally developed psychobiometrics. Our machine learning platform empowers population health managers to monitor and support the mental health and psychological resilience of high stress, high cost employee and patient populations, at a fraction of the cost, with a fraction of negative side effects compared to pharmacotherapy, delivering ROI on health services utilization.







OPTT is an online psychotherapy platform, aiming to bridge the gap in delivering mental health services, such as cognitive behavioral therapy (CBT), to those with access barriers to such services. OPTT is equipped with proprietary pre-designed, interactive online CBT modules for different disorders like Depression and Anxiety. These evidence-based modules, validated through more than 5 clinical studies, streamline the therapy process, helping caregivers save time and the health care system/patients save money. OPTT is also equipped with flexible and in-depth data collection capabilities, topped with intuitive analytical reports of patients' therapy progress for care givers and decision makers. Through OPTT we aim to transform psychotherapy into a turn-key operation with lower costs and more accessible to patients in need.



Avectas is an exciting Irish technology company developing Solupore®, a novel vector-free cell engineering technology platform, for intracellular delivery and manufacturing in the immuno-oncology space including CAR-T and gene editing. Solupore® is a novel cell engineering method, based on a proprietary reversible permeabilisation technology, which delivers the cargo in an efficient and gentle manner, enabling the manufacture of transformative cell therapies while maintaining cell health and functionality. Avectas is initially validating its technology through partnership and licensing agreements with cell therapy companies whilst, in parallel, embarking on an 'own product' strategy through strategic placement of the technology in leading immunology academic centres, in-licensing and acquisition.



AxoSim is the first organ-on-a-chip company to focus exclusively on the nervous system. AxoSim's Nerve-on-a-Chip® platform predicts clinical performance from the benchtop, helping pharmaceutical and defense clients develop safer and more effective therapies, drugs, and countermeasures. This platform grows living human nerves in a proprietary 3D environment to provide a more accurate, efficient, and cost-effective alternative to animal testing compared to anything available on the market. Ultimately, the Nerve-on-a-Chip will be a powerful tool for personalized medicine, predicting not only that a drug works, but how it will work for individual patients.



Endomedix is a Delaware C corporation that had developed a platform technology that can support 5 different types of device. Our first device will target brain and spine surgery with a surgical hemostat. This segment has no approved devices and all current devices can cause serious complications. This is a \$925 M annual revenue opportunity and Strategic M&A is active in this space. Platform technology is protected by 8 issued patents. In addition to performance & safety advantages, technology also has manufacturing cost advantages. Core R&D has been completed. Technology uses starting materials - natural polysaccharides - with history of use in FDA regulated devices.



Midissia Therapeutics is a clinical stage immunotherapy start up (currently in stealth mode) focused on the development of personalized "multi-epitope" cancer immunotherapies that harness the power of the patient's immune system to effectively kill and destroy tumor cells. The approach has the potential to transform cancer treatment by providing solutions to the challenges of resistance, recurrence and toxicity that plague current day cancer treatment. Our vision is to drive today's inventions to become tomorrow's standard of care.



QurAlis is a new private biotech company focused on developing precision solutions to cure ALS and FTD and is Seed invested by MP Healthcare Venture Management (MPH), Amgen Ventures, and Alexandria Venture Investments. ALS and FTD are not one disease, but a spectrum of disorders with varying underlying mechanisms. Like cancer, each ALS and FTD subtype needs to be treated with precision therapies. QurAlis was founded to leverage emerging insights and has an exclusive license to the Optopatch and stem cell technology of Q-State Biosciences in the fields of ALS and FTD. QurAlis has formed a world class management team and scientific advisory board and is located at LabCentral in Cambridge.



Radiation therapy is used in 60% of all cancer cases, but the current technology delivers "fat" dose distributions, which damages healthy tissue and limits the amount of dose that can be delivered to the tumor. Celestial Oncology is developing a revolutionary hardware and software radiation therapy platform called 4π radiotherapy, invented at UCLA and protected by a suite of patents. 4π radiotherapy improves dose compactness by an average of 30 to 50%, sparing normal tissue from excessive radiation doses, while precisely delivering greater doses to the tumor, resulting in up to 100% increase in tumor control probability.







EvoRx strives to discover and develop innovative peptide therapeutics for treatment and diagnosis of disease with high unmet medical need. It's proprietary Evo-Link™ technology rapidly generates exceedingly high diversity cyclic peptide libraries. The libraries are screened for drug-like activity in environments that mimic the physiological environment of the body. This results in EvoTides™, uniquely structured peptides that are highly stable in human serum, have antibody-like specificity and affinity, and can be designed to be membrane permeable. These features allow us to target protein interactions previously thought of as "undruggable."



Humanetics Corporation is a privately-held, clinical-stage pharmaceutical company developing and commercializing drugs that address urgent and unmet needs in oncology and biodefense. The Company's lead drug candidate, BIO 300, is a proprietary, first-in-class, self-administered oral radiation modulator with the potential to protect normal tissue from radiation toxicities while at the same time sensitizing tumors to the killing effects of radiation.



Modern technology enables us to survive infants as early as 22 weeks gestation however half of these tiny infants experience postnatal growth failure and >40% experience neurodevelopmental delays or disability. The gut, or the intestinal microbiome, drives growth and brain development, yet there is no way to measure or monitor the state of an infant's gut. Astarte Medical has developed NICUtrition MAGI, the first ever gut health score driven by our proprietary algorithm that does not require microbiome sequencing at the bedside. MAGI enables clinicians to personalize care and is an evidence-based tool for directing the introduction of microbial therapies and other interventions. NICUtrition improves outcomes for preterm infants, reduces length of stay and health care costs for these vulnerable babies.



GlycoMira Therapeutics is developing a novel anti-inflammatory drug to treat oral mucositis that occur in cancer patients as an adverse effect of cancer therapy. Currently, there are no effective therapeutics and market leaders. Our candidate drug GM-1111 has demonstrated efficacy in multiple animal models of oral mucositis with good safety profile. We have clear set of milestones to achieve for successful market launch. We expect to receive the fast-track/breakthrough designation by the FDA as other drugs in development that will expedite the review process. We anticipate a partner to help us bring GM-1111 to the cancer patients.

Nuclease Probe Technologies, Inc. Nuclease Probe Technologies will save lives, speed recovery, and reduce hospital costs with its patented diagnostic test (NucAP™) for deadly bloodstream infections. NucAP™ is a culture free, 3-hour, low cost test for bacteria directly from the bloodstream of patients suffering from life-threatening infections. NucAPTM tells the doctor what infection the patient has in 3 hours, and what drug will be most effective for treatment within 6 hours, compared to 3 to 5 days for the standard of care. Bloodstream infections cause over 1 million deaths a year and are responsible for \$24 billion in health care costs. NPT's technology has been clinically validated and found to be 100% sensitive and 97% specific compared to the gold standard of blood culture.



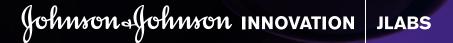
First to market and already profitable, CortiCare is the largest provider of Tele-EEG brain monitoring services in the nation. CortiCare has over 50 EEG clinicians who remote into a hospital's EEG to provide real-time monitoring allowing for early intervention of seizures and other brain abnormalities. Now, CortiCare has teamed with MGH researchers to commercialize an AI diagnostic EEG Platform that will automate and expand the types of abnormalities we can identify. With this Platform, CortiCare can help determine the brain health of almost 30% of the 20M patients admitted to critical care each year, as well as expand into facilities such as LTAC's and SNF's. Ultimately, by using this Platform, the brain can be monitored similar to other vital signs.



Digitouch Health will empower anyone to measure their blood pressure with clinical-grade accuracy just by pushing a button. Upon achieving FDA clearance, Digitouch will enable billions of people to monitor hypertension much more conveniently, leading to greater awareness and control rates for hypertension, the primary risk factor for heart failure, stroke, and other cardiovascular events. Digitouch already raised \$800K from the Pritzker-Vlock family. Achievement of FDA clearance should motivate smartphone and other consumer electronics manufacturers to license this technology and build it into their devices. Digitouch will also build and market standalone systems, including a medical tricorder. The potential exit valuation is >\$500 million with several intermediate exit opportunities.



The Scioto platform is focused on the delivery of microbiome replacement therapy to the gut. Our platform primes the colony-forming, all-natural mechanisms of probiotic bacteria to form a probiotic biofilm on polysaccharide microspheres. This then allows for non-spore forming bacteria to survive passage through the gastrointestinal system and provides enhanced function and thickening of the mucosal layer for a persistent beneficial effect. With just a single dose, our formulations are more effective than other probiotic formulations currently being tested.



Empowering Life Science Innovation

Global Network



Access to Expertise



Programming



Visibility (((•))



Funding Opportunities



Infrastructure



Johnson & Johnson Innovation, JLABS is designed to remove hurdles to success, empowering life science entrepreneurs to succeed through access to infrastructure, community and specialized expertise. Our resident company startups build the confidence to reach their entrepreneurial goals and make a lasting difference in the lives of patients. We exist to support you.

> JOIN US. APPLY NOW. HTTPS://JLABS.TV.JOINUS









Exhibiting Co	mpanies			
LIFE SCIENCE NATION Connecting Products, Services & Capital	MaRS	MEDMARC. Treated Fairly	Kotra Korea Trade-Investment Promotion Agency	UMASS NEDE Massachusetts Medical DEVICE DEVELOPMENT CENTER
Table 1	Table 2	Table 3	Table 4	Table 5
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Life Science Nation (LSN) accelerates fundraising using its matching platform to create highly compatible relationships between early stage scientists/ entrepreneurs and emerging technology investors. LSN researches and curates market intelligence on two industry sectors: The first is emerging biotech and medtech companies, which by their ephemeral nature are challenging to find and track. Second, LSN tracks ten categories of early stage life science investors and identifies who is filling the void left by venture capital. LSN owns and operates the Redefining Early Stage Investments (RESI) conference series, which brings together global early stage biotech and medtech companies with early stage investors.



MaRS Discovery District is the world's largest urban innovation hub. Focused on four high-impact sectors – health, cleantech, fintech and enterprise – MaRS helps promising Canadian tech ventures reach global markets by connecting them to the investors, talent, customers and corporate partners they need to scale. Based in downtown Toronto, a leading centre for health research, MaRS works with more than 350 promising health ventures that are leveraging Canadian strengths in areas like oncology, stem cells, medical devices, digital health and synthetic biology. MaRS is also home to cutting-edge lab facilities such as the Structural Genomics Consortium, the Ontario Institute for Cancer Research, the Canadian Institute for Advanced Research and Johnson & Johnson's only JLABs incubator outside the United States.



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 medical products that save lives and improve the quality of life. Through collaboration with our parent company, ProAssurance, and our clinical trial industry experts, we provide a single source of innovative healthcare liability insurance solutions to the life sciences companies we serve. From ideas and prototypes to the reality of commercialization and success – We can Meet Your Changing Needs. Call me to discuss the cost of insurance coverage, what coverages are needed and when for your business plan. George Ayd (703)652-1309



KOTRA is a Korean government agency dedicated to promote international trade and investment, drive the nation's economic development, and build prosperity for the global community. Through its 127 offices in 86 countries, KOTRA serves small and medium-sized Korean enterprises to expand their businesses overseas. Cultivating innovation and building vibrant, sustainable startup ecosystem is key to reaching the next stage of Korea's economic growth. To that end, KOTRA is committed in mentoring (often through partnerships with global companies and other government bodies) rising startup companies and providing institutional support to facilitate their continued success.



M2D2 is an incubator program to advance biotech and medical device innovations, a joint program between the University of Massachusetts Lowell and the University of Massachusetts Medical School. No affiliation with UMass is required for early stage life science entrepreneurs to take advantage all the M2D2 program has to offer. There are three locations with wet labs, office space, shared equipment, access to financing & industry experts, clinician review, engineering & prototyping services, parking and close proximity to the MBTA commuter rail.e.



Pushing the boundaries of RNAi and CRISPR technologies Mirimus is engaged in the design, development and pioneering of new genome editing technologies to develop animal models that are crucial for the preclinical evaluation of new therapeutics. We are a high-tech business unlike any other with expertise in RNAi technologies critical for development of animal models that can pave the way we develop drugs, by pin-pointing potential toxicities and guiding the development of safer, more effective therapeutics. We are revolutionizing the creation of animal models by synergzing RNAi and CRISPR/Cas9 technologies for development of mice, rats and higher organisms.



Big3Bio provides coverage of the developments about and within the life science industry's "Big 3" regions: Boston, the San Francisco Bay Area and San Diego. Our mission is to fulfill stakeholders' needs for invaluable industry information by researching thousands of sources every day and sharing that coverage with our subscribers each morning via our free daily regional newsletters. These newsletters and additional channels provide complete, daily coverage of the developments in these regions to the industry's top professionals and executives. More information and subscriptions are available at www.big3bio.com.







California Life Sciences Association (CLSA) is the state's largest and most influential life sciences advocacy and business leadership organization. With offices in Sacramento, San Diego, South San Francisco, Los Angeles and Washington DC, CLSA works closely with industry, government, academia and others to shape public policy, improve access to innovative technologies and grow California's life sciences economy. CLSA serves biotechnology, pharmaceutical, medical device and diagnostics companies, research universities and institutes, investors and service providers throughout the Golden State. CLSA was founded in 2015 when the Bay Area Bioscience Association (BayBio) and the California Healthcare Institute (CHI) merged. Visit CLSA at www.califesciences.org, and follow us on Twitter @CALifeSciences, Facebook, Instagram, LinkedIn and YouTube.



WithumSmith+Brown, PC (Withum) ranks as one of the largest public accounting and consulting firms in the country, ranking 6th largest in the Northeast. With a long-standing reputation in the Life Sciences industry, our specialists engage with start-up, development stage, emerging growth or established pharmaceutical, biotech and medical device companies to help navigate the business issues unique to their industry and stage of their lifecycle. Be it assistance with private or public capital; SEC matters; internal operating efficiencies; intellectual property royalties, or digital transformation services, our Life Science specialists have the experience and expertise to help you achieve your growth objectives. For more information, please visit www.withum.com.



Burns & Levinson has been delivering high-level, service-focused, results-oriented legal solutions to regional, national, and international clients since 1960. Based in Boston, and with regional offices throughout Massachusetts and Rhode Island, our team of more than 125 attorneys maintains decades of collective experience in providing various legal services, including guiding life sciences companies to success at all phases of the business life cycle – from technology and product licensing, patent and trademark procurement and enforcement, and strategic partnering and acquisitions, to public and private financings, cross-border transactions, and export regulation compliance. We take a holistic approach to every matter we undertake, with a singular focus on the goal of adding value for our clients at every turn.



The Development Center for Biotechnology, DCB, was founded in 1984 as a non-profit organization based on governmental funds and private donations. DCB's mission is to facilitate the development of Taiwan's biotechnology industry by building the infrastructures, developing key biotechnologies, and training and recruiting professional workforces, in coordination with industrial, governmental, academic, and research institutions. DCB, as aiming to act as the "best partner for biotech industry," plays the role as a "second runner" of value-adding and incubation in the value chain of Taiwan's biotech-pharma industry. It continues the new drug discovery results of the first-runner research and academic institutions and introduces innovative technology or lead compounds from foreign entities. Via pre-clinical development and value-adding, those achievements are to be transferred to the third-runner biotech-pharma companies where the R&D results are directed to commercialization.



For life sciences leaders seeking to clear their path to success, McDermott Will & Emery is an industry-leading law firm offering mission-first business solutions that are equally informed by market intelligence and proven experience. We harness the power of collaboration to bring the right combination of people, skills and knowledge to bear at the right time. Composed of top lawyers with demonstrated strength across intellectual property, transactional and litigation law and FDA regulatory, we're a purpose-built team of thought leaders united by a passion for our work. For decades, we have embraced the value of focused knowledge, harnessing both the particular skills of individuals and the collective experience of our team. This makes us uniquely qualified to help you move business initiatives across the finish line when it matters and anticipate what's next. McDermott Will & Emery is a leading international firm with a diversified business practice. Currently numbering more than 1,100 lawyers, we have 20 offices worldwide and a strategic alliance with MWE China Law Offices in Shanghai.



Johnson & Johnson Innovation, JLABS (JLABS) is a global network of open innovation ecosystems, enabling and empowering innovators to create and accelerate the delivery of life-saving, life-enhancing health and wellness solutions to patients around the world. JLABS achieves this by providing the optimal environment for emerging companies to catalyze growth and optimize their research and development by opening them to vital industry connections, delivering entrepreneurial programs and providing a capital-efficient, flexible platform where they can transform the scientific discoveries of today into the breakthrough healthcare solutions of tomorrow. At JLABS we value great ideas and are passionate about removing obstacles to success to help innovators unleash the potential of their early scientific discoveries. JLABS is a no-strings-attached model, which means entrepreneurs are free to develop their science while holding on to their intellectual property. JLABS is open to entrepreneurs across a broad healthcare spectrum including pharmaceutical, medical device, consumer and healthtech sectors. The JLABS flagship opened in 2012 in San Diego at Janssen's West Coast Research Center, and since then has grown to ten global locations including the Bay Area, Boston & Lowell, MA, Houston, Toronto, Beerse (Belgium), with New York City, opening in June 2018, and Shanghai in 2019. For more information please visit www.jlabs.jnjinnovation.com or follow @JLABS.





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HIREtech is a technology-focused Human Capital Management and Tax Incentive firm that helps businesses with complex tax and HR workflows. Exclusive technology and business process outsourcing helps companies make important business and planning decisions, while saving time and money, ensuring compliance, and reducing risk. Services include the Research & Development Tax Credit, the Startup Tax Credit, Grants, and other technical tax incentive programs. Our experienced technical team, made up of tax attorneys and Ph.D.-level engineers and scientists, delivers industry-leading results with maximized tax credit capture and complimentary audit defense.



Pepper Hamilton LLP counsels each client as if it were our only client. With more than 425 lawyers in 13 offices across the United States, we use the unique skills and talents of our people, the breadth of our practices, and the depth of our experience to deliver powerful solutions to clients' legal and business issues. The firm was founded in 1890. Learn more at www.pepper.law.



Business Sweden is the official Swedish trade and investment council. We help international companies to develop successful business in Sweden by providing strategic advice, information and hands-on support. International companies can benefit from Sweden in many ways. One way is to tap into the skills and technologies in our industry clusters and research institutions. ICT/Tech, life sciences, e-mobility and new materials industries are all areas where Swedish companies excel and compete at the highest international level. Our experts have deep knowledge of our business areas, experience from leading positions and established networks. They will gladly assist you with advice, guidance and contacts that help to grow your business on the Swedish market.



The MedTech Conference powered by AdvaMed is the leading gathering in North America of industry leaders, business development professionals, investors, policy-makers, members of the media, legal experts, consultants, distributors, and other important stakeholders. More than 2,500 attendees will network, conduct business, gain access to capital and share insights in Philadelphia from September 24-26, 2018. The conference features MedTech Connect, the premier partnering tool attendees can use to schedule one-on-one meetings and create personalized schedules; robust programming and networking opportunities developed for business development professionals, investors and small company executives; and the MedTech Innovator program to showcase the top emerging medtech and digital health companies. Visit www.themedtechconference.com, follow @MedTechCon on Twitter, or join The MedTech Conference LinkedIn group to learn more.



Arxspan provides cloud-based solutions to meet the scientific data management needs of leading life sciences, chemical, and scientific companies globally. Arxspan offers a suite of web-based informatics applications, including electronic laboratory notebook (ELN), chemical/biological registration, assay registration, inventory management, and decision support for project-based R&D data management and collaboration. Users can track internal research, manage incoming CRO data, and integrate Arxspan's web-based, platform-independent user interface with existing enterprise knowledge management tools. Arxspan offers a robust, secure, and regulatory compliant platform for managing and sharing research, intellectual property, and other proprietary and confidential data. For more information, please visit our website at www.arxspan.com



Sterling Medical Devices specializes in the design, development, and testing of medical devices and software. Sterling addresses every aspect of the development process: software, electronics, mechanical, quality, and compliance. The firm has developed an array of medical products for early stage companies, and it has experience in external support and monitoring equipment. Our team has worked on Class I, II, and III devices that resulted in successful FDA 510(k)s, PMAs, and CE submissions. We've optimized our development process for our clients' particular goals: lowest cost, fastest turnaround, risk, or a combination. Maintaining flexibility in our working structure, we can integrate within your organization or work independently.



Inertia Engineering + Design is a custom design and product manufacturing company. The company offers a full suite of product design services including Design, Prototyping, Engineering, Manufacturing and Supply Chain Management.



Venture Valuation specializes in independent assessments and valuations of companies in high-growth markets, such as biotechnology, life sciences and medical technology. Venture Valuation offers independent company valuations for fund raising as well as product valuations for licensing deals.





Accounting Tax Business Consulting

BlumShapiro is the largest regional business advisory firm based in New England with offices in Masssachusetts, Rhode Island and Connecticut. Our Technology and Life Science Practice and our Transaction Services Group will help you prepare for the organization's growth, maximize value and ensure a smooth integration.



Mansfield BioIncubator (www.bioinc.org) facilitates and assists the creation, growth, and success of the next generation of biotech companies by providing affordable lab and office space, training, mentoring, and a network of professional advisers. Mansfield BioIncubator is an important part of the regional life science ecosystem provides entrepreneurs, life-sciences start-ups, and local students and faculty with the resources they need to challenge and nurture their ideas. The Facility is located in brand new laboratory and office space within a former manufacturing plant. A Resident Entrepreneur of the Bio-Incubator has access to the following: fully equipped laboratory and special procedure rooms, conference rooms and meeting lounges, co-working space and private offices, shared administrative support and kitchen and cafeteria area.



Astellas Pharma Inc., based in Tokyo, Japan, is a company dedicated to improving the health of people around the world through the provision of innovative and reliable pharmaceutical products. We focus on Urology, Oncology, Immunology, Nephrology and Neuroscience as prioritized therapeutic areas while advancing new therapeutic areas and discovery research leveraging new technologies/modalities. We are also creating new value by combining internal capabilities and external expertise in the medical/healthcare business. Astellas is on the forefront of healthcare change to turn innovative science into value for patients. For more information, please visit our website at https://www.astellas.com/en



Williams Advisory Partners helps leaders at critical junctures make important decisions – creating a viable business model, preparing to raise capital, working to overcome barriers to growth and preparing to sell the company. When the leaders of a technology based company must make core decisions for the future of their company, Rick Williams helps the team make better decisions. Clarity of purpose, a goal driven process, realistic options, meaningful context, risk assessment, asking the right questions and a large network of resources are Rick's contribution to the process. A deep background as successful company founder, national scope management consultant and board of directors member are brought to each client assignment. Rick's thought leadership with a CEO and board point of view is shared through national publications and speaking events.



Massachusetts Innovation Voucher Program - Get discounted access to 90 University of Massachusetts core research facilities. A new Innovation Voucher Program is providing innovative companies headquartered in Massachusetts with the potential for job creation access to mission critical instruments, equipment and expertise throughout the state. The program reduces the time it takes to access resources; ensures that companies retain their intellectual property; and reduces the cost to develop and test products UMass core research facilities are available at daily or hourly rates or per unit rates. Approved voucher requests from companies with 10 or fewer employees get a 75% discount, and companies with 11-50 employees get a 50% discount. A total of \$2 million in vouchers is available, first come, first served. \$75,000 is the maximum voucher amount an individual company may be awarded in any one year.



Since 1999, Solium (TSX: SUM) has been helping companies simplify their equity compensation plans. Our software, Solium ShareworksTM, brings all the key elements of equity compensation administration together in one powerful cloud-based platform. Now you can collaborate, share, comply, trade, model, support decisions, create reports and control your plan more simply, securely and brilliantly. Solium has offices in the United States, Canada, the United Kingdom and Australia.



PhaseFWD is a highly specialized, niche-focused executive talent acquisition firm that stands apart through our subject matter expertise, pinpoint focus and core competency within life sciences and healthcare technology organizations. Acting as a strategic partner to our clients we focus on providing flexible, agile, value-added executive search and staffing solutions building long-term relationships based on trust and the consistent delivery of results. Our firm is well positioned with unprecedented access to the most desirable talent the marketplace has to offer to help you fill leadership positions in ways most firms cannot. By staying continuously active and engaged in all areas of the life sciences and healthcare technology industry, we are able to deliver real-time market insights that help our clients better plan their talent strategies, define leadership roles, and create compensation/equity programs. From R&D to product development, to commercialization, we are prepared to support and quide you to your next phase.







PainQx is a diagnostic/machine learning company that has developed an approach to objectively measure pain in humans. The PainQx platform achieves this by assessing neural activity from a patient's brain and processing and decoding the data through proprietary algorithms. The output is a scaled pain and neurological side effects biomarker that is directly correlated to a patient's pain state. The PainQx pain score will be used by physicians as a biomarker to gauge the dosage of medication and the efficacy of a treatment regimen. This is an especially pressing need given the opioid epidemic which in 2016 claimed 42,000 Americans.



Founded in 2006 and based in Waltham Massachusetts, OpenClinica enhances the productivity and quality of clinical research through modern, cloud-based software that facilitates the capture and management of study data. The OpenClinica platform has been used in over 3,000 clinical trials carried out by industry sponsors, CROs, academic centers, and government agencies worldwide. OpenClinica drives innovation by providing open, interoperable software that can easily be adapted and used across diverse research settings. We deliver our products under a modern software-as-a-service (SaaS) model so that you can focus on conducting the best research possible without worrying about configuring, maintaining, and validating IT infrastructure.



Investors and companies seeking inorganic growth use Midaxo's cloud-based platform to review 5x more deals, react to opportunities faster, and run a more thorough diligence in half the time. Midaxo replaces traditional, disparate tools (Excel, VDR, CRM, etc) to streamline Investments, M&A, Corporate Venture, and other complex processes.



Our business model is simple: We're dedicated to helping businesses succeed by taking care of the things that could be distracting you from the bigger picture. We do this by helping you control expenses, minimize risk exposure and maximize your opportunities for revenue generation.



OnEIghty C Technlogies offers market leadership in advanced solutions that set new standards for highperformance medical instrument sterilization and validation. OneEighty C Technology combats the global infection control crisis; current decade-old reprocessing methods only reach high level disinfection, not sterilization, for temperature-sensitive medical instruments. Our WAVEPulse sterilization and Sterile Test Verification patented technology destroys proteins, making pathogens noninfectious. Addressing the common problem of equipment cross-contamination and incomplete disinfection contributing to 100,000 U.S. based HAI-related deaths; our technology assures sterilization, disinfection and immunization levels, irrespective of method of use. OnEighty C Technologies target healthcare facilities, medical equipment suppliers, instrument manufacturers and medical device reprocessors.



Founded in 1978, the Children's Tumor Foundation (CTF) began as the first grassroots organization solely dedicated to finding treatments for NF. Today, CTF is a highly recognized national nonprofit foundation, the leading force in the fight to end NF, and a model for other innovative research endeavors. Neurofibromatosis, or NF, is a genetic disorder that affects 1 in every 3,000 people. It causes tumors to grow on nerves throughout the body, and can lead to deafness, blindness, disfigurement, bone abnormalities, learning disabilities, disabling pain, and cancer. NF occurs in all populations equally, and there is not yet a cure. visit ctf.org for more information



Pact & Partners is a leading recruiting firm specialized in recruitments of all functions in Life Sciences in Europe and America. For the past 30 years, Pact & Partners has appointed thousands of professionals in biotech and pharmaceutical companies, from the startup to the Fortune 500. With offices in Boston, Miami, New York, Paris, London, Copenhagen, Lausanne and Dubai, the company's global reach is defined by its physical presence as well as its ability to form lasting partnerships with clients and candidates alike.



TRACK 1: THERAPEUTICS INVESTOR PANELS



Track 1	Moderator & Panelists
8:00 - 8:50 AM BIOTECH ANGELS Explaining the Process of Engagement	 Robert Manning, Chairman, Cherrystone Angel Group (M) Anjan Aralihalli, Angel Investor, Mid Atlantic Bio Angels Rick Berenson, Angel Investor, Mass Medical Angels Stephen MacDonald, Managing Director, Bio/Med Investor Network
9:00 - 9:50 AM BIG PHARMA Pipeline Strategy for Preclinical and Early Clinical Assets	 Murali Gopalakrishnan, Sr. Director, Head Search & Evaluation Neuroscience, AbbVie Aaron Schwartz, Director, R&D Innovation Sourcing, Novo Nordisk Brian Bronk, Head of External Innovation, Rare Diseases, Sanofi Nicola La Monica, Sr. Director, Scientific Innovation, Johnson & Johnson Innovation Yvonne Kobayashi, Sr. Director, Emerging Technology & Innovation, Eli Lilly & Co
10:00 - 10:50 AM CORPORATE VENTURE CAPITAL The Corporate Landscape Morphed & New Opportunities Abound	 Reza Halse, President, MRL Ventures M Charles Kunsch, Director, Abbvie Ventures Claire Leurent, Bio Sector Investment Director, Samsung Ventures Janis Naeve, Managing Director, Amgen Ventures Rajeev Dadoo, Partner, SR One
11:00 - 11:50 AM INVESTMENT OPPORTUNITIES IN THE MICROBIOME Exploring a New Frontier in Medicine	 Arpita Maiti, Sr. Director, External Science & Innovation, I&I and Microbiome, Pfizer M Joe Trebley, Founder & CEO, Scioto Biosciences Laura Lande-Diner, Senior Associate, Flagship Pioneering Travis Whitfill, Partner, Bios Partners Nichola Eliovits, Managing Partner, Olive Tree Capital
1:00 - 1:50 PM EARLY STAGE THERAPEUTICS INVESTORS Investing Early in Novel Therapeutics	 Stephanie Fertig, Program Director, NINDS National Institutes of Health (NIH) (M) Christian Schubert, Head of R&D External Innovation, Servier BioInnovation Richard Bendis, President & CEO, BioHealth Innovation Wesley Chen, Manager of External Innovation, Johnson & Johnson Innovation
2:00 - 2:50 PM BIG DATA IN HEALTHCARE Al and Novel Technology Optimizing Digital Health Platforms & Infrastructure	 Eric Louie, Chief Medical Officer, Healthbox M Brad Young, General Partner, DigitalDx Ventures Drew Volpe, Founding Partner, First Star Ventures Monika Weber, CEO & Founder, Fluid-Screen Tom Chittenden, Founding Director, Advanced Al Research Laboratory, WuXi NextCODE
3:00 - 3:50 PM INVESTING IN ONCOLOGY INNOVATION The Search for New Approaches to Diagnosing & Treating Cancer	 Todd Haim, Program Director, National Institutes of Health (NIH) M Alicia Irurzun-Lafitte, Principal, M Ventures Geeta Vemuri, Managing Partner, Agent Capital Jeroen Blokhuis, Director BD & Partnerships, Parker Institute for Cancer Immunotherapy
4:00 - 4:50 PM VENTURE PHILANTHROPY Funding Innovation to Improve Patient Care	 John Parker, Founder & Managing Director, Springhood Impact Ventures (M) Annette Bakker, President & CSO, Children's Tumor Foundation Akanksha Halbe, Associate Director, Research Partnerships, The Michael J Fox Foundation Jonathan Behr, Managing Director, JDRF T1D Fund Meg Wood, Director of Business Development, CureDuchenne

8:00 - 8:50 AM Biotech angels



This panel features angel investors who focus on early-stage therapeutic opportunities. The panelists will discuss how angels source, assess, and structure early stage biotech investments. Topics may include:

- Types of executed deals
- What it's like to work with an angel investor
- How the early-stage biotech investment landscape is evolving

Angel investors are an important source of capital for early-stage fundraising entrepreneurs. Panelists will highlight the perspective of an angel when approaching a deal in the biotech space, explain their investment preferences and their evaluation criteria, and provide overall advice on how to approach and build relationships with them. The panel will serve as an educational opportunity for scientist/entrepreneurs to better understand the trends in angel investment in the bio-pharmaceutical field.



• Robert Manning, Chairman, Cherrystone Angel Group



Robert Manning is President and Owner of Gray's Point Investments LLC, a private family investment company which concentrates in technology, bioscience, and commercial real estate. Mr. Manning is also the Chairman of the Cherrystone Angel group, a 65 member angel investing consortium based in Providence, R.I. He is or has been on the boards of Windgap Medical Inc, Avaxia Inc., Respiratory Motion Inc., Smartcells Inc., Cartcraft Corp, and the advisory board of Ximedica Inc. Prior to establishing Gray's Point, Mr. Manning retired in Sept. 2001 after 25 1/2 years with Citibank and Citigroup, where he was most recently Managing Director and Head of Corporate Finance for Citigroup in Japan. He has an MA from the Fletcher School of Law and Diplomacy and a BA from Brown University in International Relations.



• Anjan Aralihalli, Angel Investor, Mid Atlantic Bio Angels

Anjan or "AJ" Aralihalli is currently CBO of GLyPharma Therapeutic, a Canadian biotechnology company focused on rare GI disorders. He is also a Venture Partner at CTI Life Sciences, a leading Canadian venture fund and is a steering committee member of a NYC based angel investment group called Mid-Atlantic Bio Angels (MABA). Anjan is also a corporate fundraiser for two ALS charities, Wings Over Wall Street and The Robert Packard Center for ALS Research at Johns Hopkins University. Previously, he worked at a variety of biotechs and pharma companies. He has 20+ years of international experience across a number of functions including investor relations, corporate development, venture and angel financing, in & out-licensing, sales, marketing, & clinical trial management. He received his BSc from Concordia University, MBA from Queen's University and MSc in Biotechnology at Johns Hopkins University.



• Rick Berenson, Angel Investor, Mass Medical Angels

Rick is a serial entrepreneur who has successfully launched and financed multiple life science and other organizations around important new technologies in complex markets. He has been CEO or COO of eleven companies; most recently Thermalin Diabetes, LLC (CEO, biotech) and HeartLander Surgical, Inc. (CEO, medical device). Rick has led companies in consumer products manufacturing, knowledge management, new media, entertainment industry technology, manufacturing software, healthcare information and services, healthcare market research, diagnostic reference laboratory services, and cancer immunotherapeutics. He has raised or helped raise more than \$50M in private and non-dilutive capital. 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.



• Stephen MacDonald, Managing Director, Bio/Med Investor Network

Dr. MacDonald serves as the Managing Director for the Bio/Med Investor Network. In this role, he oversees network-wide projects ranging from planning and executing events, marketing campaigns, and coordinating logistics for the network. He has had a career as a registered patent agent and patent consultant with 15 years of experience in the life sciences sector. His unique background speaking the languages of science, business and law, positions him to engage with Georgia's life sciences industry and be a highly effective member of the Bio/Med Investor Network. Dr. MacDonald received his Ph.D. in neuroscience from the University of Manitoba, conducted post-doctoral research at Emory University School of Medicine, and has an MBA from Georgia State University's Robinson College of Business.





In recent years, big pharma companies have begun looking outwards for novel, innovative therapeutics to add to their pipelines. This panel features speakers from various big pharma companies discussing topics such as:

- How big pharma source assets
- The evaluation and investment process
- Key factors of interest
- How early-stage big pharma is willing to look

These panelists will shed light on the process that big pharma goes through when sourcing early-stage assets and advise startups on how they can best make a case for themselves. Panelists will also explore various trends within the therapeutics marketplace, what assets are of interest to their company, and what they think will be big in the future.



• Murali Gopalakrishnan, Sr. Director, Head Search & Evaluation Neuroscience, AbbVie (M)

Murali joined Abbott/AbbVie in 1993 and subsequently held various positions of increasing responsibility leading research teams across therapeutic areas in neuroscience, pain, urology and nephrology, and advancing multiple clinical candidates. He has extensively published in scientific journals and was inducted to the AbbVie's Volwiler Research Society. From 2009-2013, Murali took on the role as Head of the then newly formed Global External

Research group. He was also responsible for the leadership of AbbVie China R&D Center in Shanghai, since its inception in 2009 and subsequently led the Renal Discovery Therapeutic Area across sites, and via a network of academic partnerships. Since 2015, he has taken on a leadership position within AbbVie's Search & Evaluation team, with global responsibilities for accessing and advancing opportunities in in the Neuroscience Therapeutic area.



• Aaron Schwartz, Director, R&D Innovation Sourcing, Novo Nordisk

Aaron has been a Director in Novo Nordisk's Search & Evaluation team in Global Drug Discovery since 2016. In this capacity, Aaron is responsible for the search an evaluation of new therapeutics and enabling technologies for protein, peptide, and antibody drugs. Prior to joining Novo Nordisk, Aaron worked in the MIT Technology Licensing Office for 13.5 years. During this time, he worked on license and sponsored research agreements with life sciences companies from startups to big biotech/pharma and everything in between. He also managed a portfolio of over 650 technologies. Before Aaron's time at MIT, he was a management consultant to big pharma and a startup. Aaron has an undergrad degree in biology from the University of Chicago and a Masters degree in biology from MIT.



• Brian Bronk, Head of External Innovation, Rare Diseases, Sanofi

Brian is the head of External Innovation for the Rare Diseases Therapeutic Area at Sanofi. In this role, he and his teams are responsible for working with senior leadership to define an overall portfolio strategy and execute on the external activities, with accountability for identification and securing of external innovation solutions from around the globe that meet the needs of the R&D portfolio. Prior to this role, Brian was a member of the Sanofi Sunrise team, where his responsibilities spanned a range of activities related to building and maintaining a vibrant portfolio of investments, including Warp Drive Bio and Thermalin. Prior to joining Sanofi in 2014, Brian served as an advisor to a wide array of life science organizations, along with venture capital groups, where he contributed to multiple teams reaching key R&D and financing milestones.



• Nicola La Monica, Sr. Director, Infectious Diseases & Vaccines Scientific Innovation, Johnson & Johnson Innovation

Nicola is Senior Director of Infectious Diseases and Vaccines Scientific Innovation at Johnson & Johnson Innovation, Boston. From 2009 to 2012, Nicola was at Idera Pharmaceuticals, where he was Vice President of biology. From 1991 to 2009, he was the Director of Antiviral Research at the Istituto di Ricerche di Biologia Molecolare (IRBM), Rome, Italy, a research site of Merck Research Laboratories. Prior to that, he held the positions of Director of Oncology and Director of Cancer Immunology and Genomics. During his career, Nicola has led drug discovery efforts for the treatment of Hepatitis C virus infections and oncology, as well as development programs for cancer immunotherapy. Nicola earned his BA degree in Biology from the University of Rochester in 1982. His graduate studies were completed at Columbia University, where he earned a PhD in Microbiology in 1988.



• Yvonne Kobayashi, Sr. Director, Emerging Technology & Innovation, Eli Lilly & Co

Yvonne engages with innovation ecosystems to nurture emerging therapeutic opportunities, working with Venture Capital Firms where Lilly is a strategic limited partner. As a discovery scientist, she contributed to Lilly portfolio projects across multiple disease areas. She was Director of Muscle Biology and in vivo Pharmacology at a start-up in New York, serving as liaison with Servier, and P.I. at New York Medical College and the Columbia University Incubator. Her Faculty research led to pharma collaborations, a seminal Nature paper, and a Muscular Dystrophy clinical trial. Yvonne was a cardiomyopathy postdoc and received her Ph.D. in Muscle Membrane Biochemistry. Before her Ph.D., she studied genetics of albinism, immune checkpoint inhibitors, 4-1bb (CD137); baculoviral transposable elements for the PiggyBac system, and studied gnotobiology, the microbiome beginnings.



10:00 - 10:50 AM CORPORATE VENTURE CAPITAL



This panel features senior investment staff from a variety of corporate venture capital funds who will discuss the strategies that their firms employ for investing and partnering with early-stage companies. Potential topics for the panel include:

- What corporate VCs look for in companies
- What working with a corporate VC entails and how they differ from a traditional VC
- What companies should do to be relevant to a corporate VC

As corporate venture funds become more active in early-stage biotech deals, it is important for entrepreneurs to understand how they work and what makes them unique and valuable. Panelists will discuss how they source, vet, and structure investments in startups, their relationship with the parent company and how it affects their investment strategy.



• **Reza Halse**, President, MRL Ventures (M)



Rez currently serves as President of MRL Ventures Fund, the global corporate venture arm of Merck research. Previously, he led Merck's business development and licensing activities in Europe. He has also served in management roles in large Pharma and private life-science companies and has sat on the Boards of numerous early and clinical stage companies, taking a number to public offerings and trade sale. Rez holds a B.Sc. and Ph.D. from Newcastle University, UK.



• Charles Kunsch, Director, Abbvie Ventures

Chuck has over twenty five years of experience in biopharmaceutical R&D, business development and corporate venture capital investing. Since 2013, Chuck has been a member of AbbVie's corporate Venture Investment team in Cambridge, MA focusing on early-stage investments in life sciences. Prior to joining the Ventures team, he served as a Director in Abbott's Global External Research organization where he was responsible for the identification, assessment, and development of early-stage partnerships across Abbott's therapeutic areas. Chuck served as Vice President of Discovery at AtheroGenics, Inc leading teams to advance several programs into the clinic and started his career at Human Genome Sciences. Dr. Kunsch obtained his Ph.D. from Penn State's College of Medicine Dr. Kunsch is an inventor on more than 30 patents and has authored more than 45 peer-reviewed manuscripts, reviews and book chapters.



• Claire Leurent, Bio Sector Investment Director, Samsung Ventures

Claire Leurent is a biologist by training. She earned her PhD in molecular and cellular biology at the Institute of Genetics, Molecular and Cellular Biology (IGBMC) in Strasbourg, France. She then joined the pharmaceutical industry to work on drug development in several capacities over the past 13 years. Initially on late phase development with Wyeth Pharmaceutical (Paris office) as a Senior Clinical Scientist contributing to global phase 3 registration trials, NDA dossier submission and new product launch. Then on early stages with Pfizer Neuroscience out of its R&D headquarters in Groton CT, and later from Pfizer's Kendall Square campus in Cambridge MA, where she led teams in designing and conducting clinical plans from First in Human to Proof of Concept studies for small molecules, biologics and digital biomarker technologies. Over the years, Claire developed a passion for the business aspects of innovation, obtained her MBA from MIT Sloan and recently joined Samsung Ventures as Investment Director for healthcare, biotech and life science.



• Janis Naeve, Managing Director, Amgen Ventures

Janis Naeve, Managing Director of Amgen Ventures, joined Amgen in 2005 and directs the company's corporate venture capital fund focused on early-stage biotechnology companies discovering and developing human therapeutics as well as digital health and healthcare IT. Janis came to Amgen from X-Ceptor Therapeutics where she was Director of Corporate Development and supported the acquisition by Exelixis. Prior to this she was Director of Business Development at Aurora Biosciences where she led transactions for the ion channel technology business unit and managed the collaborations with Pfizer, Merck, Lilly, and Bristol Myers-Squibb. Janis holds a PhD in pathology from University of Southern California and completed a post-doctoral fellowship at the California Institute of Technology.



• Rajeev Dadoo, Partner, SR One

Rajeev joined SR One in 2004 and is an alum of the Kauffman Fellows Program. He has been involved with SR One's investments in Tranquis, Propeller Health, True North, Illuminoss, Avhana, Setpoint, iPierian, Cydex and Hypnion. Rajeev also spent time with the Competitive Excellence group within GSK working on company-wide strategic and operational projects. Previously, he worked at Genentech in technology and clinical development, at Bio-Rad Laboratories in product development, and at Genome Therapeutics in business development. Rajeev was a co-founder of Unimicro Technologies, a company that was created to develop and commercialize instrumentation for biomedical analysis. He received his BA degree from Knox College, his PhD in Chemistry from Stanford University and his MBA from the Wharton School of the University of Pennsylvania.

INVESTMENT OPPORTUNITIES IN THE MICROBIOME





This panel features experts on emerging microbiome technologies who will focus on mapping out the microbiome space, discussing new technologies and what makes for a good investment opportunity. Topics include:

- · How the microbiome space is defined and segmented (specific technologies/platforms currently being pursued)
- Diagnostic vs. therapeutic platforms and their unique advantages and challenges
- Which indications/disease areas are showing the most promise and why
- Potential synergies with other "-omics" fields (genomics, proteomics, etc.)

The microbiome space is one of the newest fields in medicine and has received a lot of attention by producing curative results in some gut infections with few and ineffective treatment options (most notably C. Diff). The panelists will discuss where the field is headed and what makes it such a compelling new area of medicine.



ullet Arpita Maiti, Sr. Director, External Science & Innovation, I&I and Microbiome, Pfizer $\langle {f M} \rangle$



As Senior Director, External Science & Innovation (ES&I), Arpita is a member of the external opportunities (discovery to Proof of Concept) search and evaluation team for Inflammation & Immunology and leads strategy and partnering efforts in the microbiome for Pfizer. ES&I is an externally-focused scientific team of PhDs/MDs that identifies late-breaking science forming the basis of innovative therapies, and drives related collaborations that deliver value to Pfizer, its partners, and patients. Prior to Pfizer, she was Associate Director of R&D Alliance Design & Management at Vertex Pharmaceuticals and headed the Cell Biology & Drug Screening group at Angiotech Pharmaceuticals. Arpita has a PhD and MSc in Immunology from UBC and a BSc from Trinity College, UofT. She co-organized the 12th World Congress on Inflammation held in 2015, and has served on the board of the Inflammation Research Association.



• Joe Trebley, Founder & CEO , Scioto Biosciences

Joe is Co-founder and CEO of Scioto Biosciences and Monon Bioventures. He brings over 15 years of experience in early stage asset development to the team. Joe was the Head of Startups at the Indiana University Research and Technology Corporation and was responsible for assisting Indiana University faculty, staff and students form and run more than 25 startup companies. Many of these companies went on to raise non-dilutive and private capital. The success of the program inspired the formation of Monon Bioventures (MBV), a privately held company specializing in early stage venture creation and management. Throughout his career, Joe has served in technology transfer at the Purdue Research Foundation managing a wide range of portfolios in the medical device, software, pharmaceutical, agriculture, and chemical disciplines. Previously, he worked as a Principle within the venture capital group IN-Vivo Ventures and served as Vice President of Research and Development for Kylin Therapeutics.



• Laura Lande-Diner, Senior Associate, Flagship Pioneering

Laura is an inventor, innovator, and life sciences entrepreneur. She has authored over 30 patents and applications and was named one of the 100 Most Inspiring People in life-sciences by PharmaVOICE. At Flagship, Laura was part of the founding teams of Evelo Biosciences (NASDAQ: EVLO), Inari Agriculture and Omega Therapeutics. Earlier, Laura was an Instructor in Neurobiology at Harvard Medical School, where she founded the HMS-CDG, an interdisciplinary scientific innovation group, and catalyzed its global launch across leading academic institutions. An active promoter of women in entrepreneurship, she speaks on topics such as women in STEM and innovation. Laura serves on the Board of the AFHU. She holds a Ph.D. in Epigenetics and Molecular Biology from the Hebrew University.



• Travis Whitfill, Partner, Bios Partners

Travis Whitfill is the Chief Science Officer of Azitra Inc. His background began in molecular biology and biochemistry after receiving scientific training at the MD Anderson Cancer Center and Duke University. He has co-founded several biotech and healthcare startups companies, including Azitra. Mr. Whitfill's strong background in entrepreneurship and business was recently acknowledged when he was named one of Forbes' 30 Under 30 in 2018. He serves as a partner at Bios Partners, a healthcare-focused venture capital fund based in Texas, and as the Senior Analyst at Bios Research, which provides research services to institutional investors. He also is an Associate Research Scientist in the Department of Pediatrics at Yale University. Mr. Whitfill received degrees from Yale University (MPH) and Dallas Baptist University (BS in biology).



• Nichola Eliovits, Managing Partner, Olive Tree Capital

Nick is a Managing Partner at Olive Tree Capital, a family office that invests across deal structures, asset classes, and holding periods. His investment focus includes biotechnology, where Olive Tree Capital has invested extensively in microbiome oriented companies. He led his first company in the technology space through acquisition and has successfully seeded and structured multiple companies across industries. Nick graduated with honors from Boston University's Questrom School of Business and started his career in commodity markets at CPM Group in New York.

1:00 - 1:50 PM <u>Early Stage Therapeut</u>ics investors

This panel brings together a diverse group of experts and senior decision-making staff from VCs, corporate pharma, and other investor types together to discuss topics such as:

- How they make investment decisions
- What startups can do to be more attractive
- Areas of high need
- Overcrowded areas
- Common mistakes and red flags

Panelists will discuss how they source and vet novel therapeutic assets, what kinds of technology are of interest to them right now, and how they as investors work with a startup to move a new drug toward commercialization.



• Stephanie Fertig, Program Director, NINDS National Institutes of Health (NIH) (M)

Stephanie J. Fertig is the research project manager for small business programs in the Office of Translational Research at the National Institute of Neurological Disorders and Stroke (NINDS). Stephanie manages both the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs, which are congressionally mandated set-aside programs for small business concerns. She also manages the Cooperative Research to Enable and Advance Translational Enterprises (CREATE) program for therapeutic devices. Previously, she was a member of the Repair and Plasticity cluster in the NINDS Division of Extramural Research and worked as a researcher in the Center for Bio/Molecular Science and Engineering at the Naval Research Laboratory in Washington D.C. Stephanie has a B.S. degree in Chemistry with a major in Physics from the University of Virginia and an MBA from the University of Maryland's Robert H. Smith School of Business.



• Christian Schubert, Head of R&D External Innovation, Servier BioInnovation

Dr. Christian R. Schubert joined the Servier Group as Director of Servier BioInnovation, the inaugural U.S. office of the global Servier International Research Network (SIRN). His primary responsibilities are focused on the scouting and evaluation of R&D opportunities and potential partnerships in the Group's five therapeutic areas: oncology, neuroscience, cardiovascular, metabolic and immune-inflammatory disorders. Christian trained in neurobiology, medical sciences and biochemistry at MIT and Harvard, and is an expert in health-related life science innovation. He has previously held positions with Biogen and Pfizer in R&D, Corporate Strategy and External Innovation. Christian serves as strategic advisor to multiple life science venture funds and startup companies. His scientific and clinical interests revolve around human brain development and executive functioning, cognition, aging and its disorders.



• Richard Bendis, President & CEO, BioHealth Innovation

Rich Bendis is an entrepreneur, corporate executive, venture capitalist, investment banker, innovation and technology-based economic development leader, international speaker, and consultant. He currently serves as founding President and CEO of BioHealth Innovation, a Maryland public¬private partnership focused on accelerating the growth of commercially relevant science. He is also founding President and CEO of Innovation America (IA), a national public¬private partnership focused on accelerating the growth of innovation economy in America. As one of the most recognized experts in the field of innovation economy, Mr. Bendis has served on boards and task forces including the White House U.S. Innovation Partnership Advisory Task Force, the Small Business Innovation Research Committee, the Maryland Life Science Advisory Board, and the National Association of State Venture Funds board; State Science and Technology Institute, and the Ernst & Young Entrepreneurial Institute as a national/regional judge and EOY winner.



• Wesley Chen, Manager of External Innovation, Johnson & Johnson Innovation

Wesley is Manager of External Innovation at the Johnson & Johnson Innovation, Boston. In this role, he helps guide deals and collaborations across both pharmaceutical and consumer sectors. Within the pharmaceutical sector, he focuses on Cardiovascular and Metabolism, Neuroscience, and Infectious Diseases and Vaccines and provides support to the Consumer Sector by identifying innovative approaches to understanding the role of microbiome in oral and skin care. Previously, Wesley completed his graduate studies at MIT understanding the role of biological hydrogels as selective filters and identifying how mucosal barriers control bacterial virulence.



2:00 -2:50 PM **BIG DATA IN HEALTHCARE**



This panel focuses on defining the "Big Data" space, specifically as it relates to healthcare, and what makes for a good investment opportunity. Topics may include:

- Understanding the big data space including low hanging fruit, bottlenecks, etc.
- Exploring effective business models
- How big data applications can be implemented among existing infrastructures and dealing with data silos

The Big Data space has been advancing at a rapid pace with many optimistic about the field's potential. However, there are some significant roadblocks before these technologies can be fully utilized. Panelists will discuss good vs. bad opportunities in the space, key issues, and the potential implications for the healthcare marketplace at large.



• Eric Louie, Chief Medical Officer, Healthbox (M)



Eric leads the clinical evaluation of entrepreneurial ventures for the Healthbox Studio and Foundry programs. He also contributes to the evaluation and due diligence of potential venture investments for the Intermountain Innovation Fund for which Healthbox serves as the general partner. Prior to joining Healthbox in 2015, he served as a principal in the Sg2 healthcare consulting practice leading strategic planning engagements for academic centers, integrated health systems, medical device companies, professional societies and governmental payers. A graduate of Harvard College and Harvard Medical School, Eric completed clinical training at the Brigham and Women's Hospital, the University of Chicago and the National Institutes of Health and is board certified in internal medicine and cardiovascular diseases. Eric received his MBA from Kellogg in 2001.



• Brad Young, General Partner, DigitalDx Ventures

Brad is a biotechnology professional and consultant to DigitalDx Ventures, an early stage venture capital firm focused on personalized medicine and targeted therapeutics. He has over 20 years of experience successfully designing and leading developmental and commercial programs. His background includes CEO of start-up biotechnology companies, Vice President of Business Development for a pharmaceutical services company and 10 years of leadership experience at Celera, a pioneer in using genomics to predict risk of disease and guide treatment. Brad earned his PhD from the University of Maryland, School of Medicine, and his MBA from the University of California, Berkeley, Haas School of Business.



• Drew Volpe, Founding Partner, First Star Ventures

Drew Volpe is founding partner of First Star Ventures, an early-stage venture capital fund based in Boston. First Star partners with entrepreneurs solving real-world problems using data, machine learning, and decentralization, focusing on applications of frontier technologies such as AI, computational bio, connected sensors, AR/VR, and blockchain. Prior to moving into venture capital, Drew was the founding VP of Product Development for conversational AI startup Semantic Machines. He also cofounded Locately and, as CTO, led the development of its location-based analytics technology from founding through successful acquisition. Prior to Locately, Drew was Director of Product Development at Endeca Technologies, a pioneer in search and unstructured database systems, acquired by Oracle for \$1.1 billion. Drew is amentor for startups at MassChallenge, Techstars, MIT, Harvard, and other innovation centers. Drew holds an AB in Computer Science from Harvard University.



• Monika Weber, CEO & Founder, Fluid-Screen

Dr. Monika Weber is a CEO and founder of Fluid-Screen, Inc., a technology she co-invented during her Ph.D. research in Microelectronics at Yale University. She also holds dual Masters in Experimental Physics and Theoretical Physics. Monika's motto is that in the 21st century waiting days for tests results is not acceptable anymore. Her team developed an artificial intelligence enabled microchip that provides information on bacterial contamination in minutes instead of days. This platform technology has a broad potential to detect bacteria from any fluid sample including water, drug products, blood and urine, with applications in food safety, global health, enabling the development of CAR-T therapeutics and microbiome drugs, and saving lives across continents with rapid response to disease outbreaks.



• Tom Chittenden, Founding Director, Advanced Al Research Laboratory, WuXi NextCODE

Dr. Chittenden is the founding director of the WuXi NextCODE Advanced Artificial Intelligence Research Laboratory. This initiative includes a number of deep learning and probabilistic programming projects aimed at furthering scientific understanding of human disease initiation and progression, knowledge that can be directly applied in innovative products for better care and medicine in a range of disease areas. The principal focus of Dr. Chittenden's work is the development and application of integrated systems biology models to investigate evolutionary factors of human disease. The broad objective is to understand how genetic variation and somatic mutation regulate aberrant gene activity and subsequent disease biology.

3:00 - 3:50 PM INVESTING IN ONCOLOGY INNOVATION



This panel features speakers discussing topics relevant to investment in current innovations in the oncology space. Potential topics for the panel include:

- Compelling technologies and approaches
- Platform technologies vs. single assets
- Assessment criteria

Panelists can discuss the industry-wide changes currently seen, including the advance of personalized medicine and the rise of new therapeutic approaches (CAR-T, oncolytic viruses etc.), and how that is affecting the investing landscape.



ullet Todd Haim, Program Director, National Institutes of Health (NIH) $\langle \mathbf{M} \rangle$

Dr. Todd Haim is a Program Director at the National Cancer Institute's Small Business Innovation Research (SBIR) Development Center. Dr. Haim manages SBIR & STTR grants and contracts focused on the development of novel cancer therapeutics, preventative agents, and drug discovery technologies that incorporate the tumor microenvironment. Previously, he was a Research Associate and Christine Mirzayan Science and Technology Policy Fellow at the National Academy of Sciences. He completed a postdoctoral fellowship at Pfizer in which he led research efforts in a collaboration with Washington University School of Medicine in St. Louis that illustrated a mechanism for altered cardiac contractility due to excess fatty acids. Dr. Haim graduated from Albert Einstein College of Medicine in January 2007 with a PhD in biomedical research and obtained a certificate in technology commercialization from John Hopkins' Carey Business School in 2011.



• Alicia Irurzun-Lafitte, Principal, M Ventures

Alicia Irurzun-Lafitte is a Principal at M Ventures, the corporate venture arm of Merck KGaA, Darmstadt, Germany. She joined the fund in 2014 and is focused on early stage investments in Healthcare, primarily therapeutics. She is on the board of Rewind Therapeutics and serves as observer on the board of Artios, TocopheRx and iOnctura. Prior to M Ventures, Alicia was responsible for search and evaluation efforts as well as transactions in Global Business Development at Merck Serono S.A. in Geneva. Alicia holds a Master of Research degree in Bio-pharmaceutical Science's from Leiden University. Alicia is based in Boston.



• Geeta Vemuri, Managing Partner, Agent Capital

Dr. Vemuri is the Managing Partner of Agent Capital, a biotech venture capital fund based in Cambridge, MA. Prior to Agent Capital, Dr. Vemuri was the Managing Partner of Baxter Ventures and the Managing Partner of Baxalta Ventures, where she led each corporate venture capital arm with about \$300M under management. Prior to Baxter, Dr. Vemuri was a Partner at Quaker BioVentures where she focused on biotech and healthcare investments. Dr. Vemuri has served on the board as voting member or observer of a variety of companies, including Cempra (until its IPO and Dr. Vemuri's departure in 2011), Covagen (acq. by J&J), Gadeta (until departure from Shire in 2016), Naurex (acq. by Allergan), Ocular Therapeutix, Protez Pharmaceuticals (acq. by Novartis), Syntimmune (until departure from Shire in 2016), and True North Therapeutics (acq. by Bioverativ/Sanofi). Dr. Vemuri received a PhD in biochemistry from Indian Institute of Sciences and an MBA from The Wharton School at the University of Pennsylvania.



Jeroen Blokhuis, Director BD & Partnerships, Parker Institute for Cancer Immunotherapy

Jeroen Blokhuis, PhD is the Director of Business Development and Partnerships at the Parker Institute for Cancer Immunotherapy. He establishes collaborations between the Parker Institute and other nonprofit organizations, biotech and pharma companies to enable a smarter and more coordinated cancer immunotherapy research effort. The Parker Institute is an unprecedented collaboration between the country's leading immunologists and cancer centers. The goal is to accelerate the development of breakthrough immune therapies capable of turning most cancers into curable diseases. The institute was created through a \$250 million grant from The Parker Foundation. Jeroen has a PhD in comparative immunogenetics and completed postdoctoral training in immunology at Stanford University. He was part of the founding team of Biotech Connection Bay Area and as co-chair led the biotech and pharma investment screening committee at Life Science Angels before joining the Parker Institute in 2016.



4:00 - 4:50 PM VENTURE PHILANTHROPY

TRACK 1 PANELISTS



This panel focuses on investment with philanthropic impact and how organizations maintain a genuine mission for patients. Topics may include:

- What it means to be a philanthropic investor
- Incentives to engage with venture philanthropy organizations
- How to execute and measure impactful funding

Panelists will highlight philanthropic impact investing within the industry. Panelists will discuss how philanthropic investing drives their organizations, and how the firms are structured to work with startups seeking investment and partnership.



• John Parker, Founder & Managing Director, Springhood Impact Ventures $\langle \mathbf{M} \rangle$



John established and manages CH Innovations, the program-related investment initiative of the Charles H. Hood Foundation, a Boston-based private foundation that supports pediatric research, where he is also a trustee. CHI invests on a mission-first basis in seed-stage companies developing important medical solutions for children. More recently, John founded Springhood Impact Ventures as a platform through which other impact-first investors can provide critical early support to companies with a significant pediatric focus. Previously, John spent 25 years in the alternative investment industry, including senior roles in venture capital, private equity, and hedge funds. Early in his career he also worked in operations consulting and international merchant banking. John has a BA from Dartmouth College and an MBA from Dartmouth's Amos Tuck School of Business Administration. John is currently an observer on the boards of Aldatu Biosciences, Breegi Scientific, and Noninvasix.



• Annette Bakker, President & CSO, Children's Tumor Foundation

Annette, a PhD in Biochemistry, has leadership experience in both the academic and pharma/biotech research enterprise in Italy, Belgium, France, and the USA. Intrigued by the observation that the path from great basic discoveries to equally great clinical benefit is bumpy and often inefficient, she joined the Children's Tumor Foundation (CTF) in order to try to smooth this path for neurofibromatosis, a rare genetic disorder. The team has built collaborative science networks, an open biobank, a centralized data hub at Sage, a patient registry, KOL networks, etc. Annette feels very strongly about involving the patient voice in every initiative since patients are partners rather than victims. She hopes that the new CTF enterprise will not only benefit patients with NF, but may be of value to the larger rare disease community.



Akanksha Halbe, Associate Director, Research Partnerships, The Michael J Fox Foundation

Akanksha Halbe is a business and research professional with experience working in both private and nonprofits sectors. Halbe joined the Michael J. Fox Foundation in 2018 as part of the Research Partnerships team. She focuses on industry engagement efforts, to deepen alliances with pharma and biotech companies and cultivate new research partnerships and collaborations.



Jonathan Behr, Managing Director, JDRF T1D Fund

As the founding Managing Director of the T1D Fund, Jon has driven the creation of the fund's strategy and operating model while leading deals and driving portfolio construction. Jon has previously held senior venture creation roles, including Principal at PureTech Ventures (PRTC) and Vice President of New Ventures for Enlight Biosciences (which was established in partnership with major pharmaceutical companies MRK, PFE, LLY, JNJ, ABT, AZN, NVO). Prior to the T1D Fund, Jon was a Market Sector Leader and Executive in Residence at Partners Healthcare Innovation, where he was responsible for driving technology translation from research hospitals affiliated with Harvard Medical School. In those roles Jon co-founded seven companies (including Vedanta Biosciences at PureTech, Entrega at Enlight, and Tilos Therapeutics at Partners), and supported and managed portfolio companies in operating roles and 6 director or board observer positions.



Meg Wood, Eastern Director of Development, CureDuchenne

Meg Wood is the Director of Business Development for CureDuchenne Ventures (CDV) -- an organization focused on funding treatments for Duchenne muscular dystrophy. Since its first 2006 investment in Prosensa (acquired by BioMarin), CDV has operated under a venture philanthropy model. Most recently CDV co-founded Exonics, a company commercializing gene editing technology from the Olson Lab (UT Southwestern). Previously, Meg helped launched the Oncology Impact Fund at MPM Capital, a unique product designed in partnership with UBS Europe. Meg received MPH and MSW degrees from Boston University after completing her undergraduate work at College of Charleston.



TRACK 2: DEVICE, DIAGNOSTIC & HCIT INVESTOR PANELS

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Track 2	Moderator & Panelists
8:00 - 8:50 AM MEDTECH ANGELS Explaining the Process of Engagement	 Alan Lucas, Angel Investor, Mass Medical Angels Jennifer Renda, Angel Investor, York Angels Ravi Mistry, Member, TiE Boston Angels Tasneem Dohadwala, Founding Partner, Golden Seeds William Swiggart, Managing Member, Beacon Angels
9:00 - 9:50 AM PAYER & PROVIDER VENTURE FUNDS The Technologies That Hospital Systems & Health Plans Are Seeking	 Eric Hargarten, Investment Associate, Sandbox Industries Anne Wellington, Managing Director, Cedars-Sinai Accelerator (Techstars) Eric Feinstein, Investment Director, Northwell Ventures Rick Gordon, Director, Inova Strategic Investments
10:00 - 10:50 AM DIGITAL HEALTH INVESTORS Leveraging Software to Lower Costs and Improve the Quality of Care	 Ying Tam, Managing Director, Health Ventures, MaRS Ventures David Fogel, Angel Investor, TiE Boston Angels David Kim, CEO, DigiTx Partners Taha Jangda, Partner, HealthX Ventures
11:00 - 11:50 AM DIAGNOSTICS INVESTORS New Generation of Technologies Enabling Personalized Medicine	 Tom Miller, Founder & Managing Partner, GreyBird Ventures Cain McClary, Managing Partner & Founder, KdT Ventures Hannes Smárason, Venture Partner, 6 Dimensions Capital Rick Jones, Partner, BioAdvance Denis Bronnikov, Global Licensing Director, Roche Diagnostics
1:00 - 1:50 PM MEDICAL DEVICE INVESTORS Investing in Novel Engineering	 Ashim Subedee, Program Director, NCI National Institutes of Health (M) Lu Zhang, Managing Partner, Fusion Fund Ronald Dorenbos, Associate Director, Materials & Innovation, Takeda Pharmaceuticals Peter Stebbins, Transactions Lead – Medical Devices, Johnson & Johnson Innovation Z Haroon, Chairman & General Partner, Julz Co
2:00 - 2:50 PM FAMILY OFFICES How Do Family Offices View Seed & Series A Rounds?	 Colin Widen, CEO, Boston Innovation Capital Christopher de Souza, Managing Director, Broadview Ventures Chuck Stetson, CEO, Stetson Family Office Jonathan Jonas, Partner, JVC Investment Partners Kevin Schimelfenig, Managing Partner, McGeever LLC
3:00 - 3:50 PM INVESTING IN MENTAL 8 BEHAVIORAL HEALTH Exploring a Commonly Misunderstood Space through Digital Health Solutions	 Julie Papanek Grant, Partner, Canaan Partners Eric Schaeffer, Sr. Director, Scientific Innovation, Neuroscience, Johnson & Johnson Innovation Ken Duckworth, Director, Behavioral Health, Blue Cross Blue Shield of Massachusetts Justin Baker, Scientific Director, The McLean Institute for Technology in Psychiatry Robert Garber, Partner, 7wire Ventures
4:00 - 4:50 PM TALES FROM THE ROAD Biotech & Medtech CEOs Share Their Story	 Greg Mannix, VP of International Business Development, Life Science Nation Joyce Lonergan, CEO & Co-founder, Mellitus Prem Premsrirut, CEO, Mirimus Ryan Shelton, CEO, PhotoniCare Tyler Wanke, CEO & Co-founder, Innoblative Designs



8:00 -8:50 AM Medtech angels



TRACK 2 PANELISTS

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This panel focuses on angels investing in the medtech space. Topics may include:

- How to pitch to a medtech angel group
- What makes a medtech opportunity suitable for angel investment
- · How angels work with their portfolio companies to hit subsequent milestones and follow-on raises

The panel sessions will explore how angels view the current medtech climate and how they assess medtech startups for investment. Panelists will explain their preferences and discuss how entrepreneurs with a medical device can best position themselves for an investment from an angel group.



• Alan Lucas, Angel Investor, Mass Medical Angels



Alan Lucas has served in business development and marketing positions along with consulting for development stage and emerging medical technology companies for more than 25 years. He has global senior management experience enhancing investor value, including execution of successful cross boarder M&A transactions, fundraising, IPO's and private placements. He has diverse product and cross functional expertise in medical technology, with emphasis in procedure-specific devices and implants used in orthopedics, cardiovascular, general surgery, radiation oncology, minimally invasive surgery; and knowledge of intellectual property portfolio development. Alan has negotiated supply agreements, distributor relationships and licensing agreements. He has also directed market analysis including; regulatory, payer, product specification, product launch, and sales management. In 2009, Alan founded the New England Healthcare Executive Network (NEHEN). In 2010, he joined Alira Healthcare, an international advisory firm providing strategy and execution services for life science companies.



• Jennifer Renda, Angel Investor, York Angels

Jennifer is a serial entrepreneur with extensive knowledge of the Technology and Consumer Electronics industries, where she has more than 15 years of experience. Following a successful exit in 2012, she founded her most recent company, which collaborates with OEMs to execute after-sales functions within North America. Jennifer has grown her investment portfolio to include MedTech and early-stage Life Sciences opportunities, where she aims to maintain an active investor role. She is a member of the York Angel Investors network which provides a supportive linkage between investors and entrepreneurs seeking early- and mid-stage capital. Jennifer is a graduate of the University of Toronto and holds an MBA from the Schulich School of Business with a focus on Entrepreneurial Studies, Finance and Strategy.



• Ravi Mistry, Member, TiE Boston Angels

Ravi Mistry is a leader, entrepreneur, angel investor, educator and mentor. His professional career has spanned the life sciences, technology, non-profits, and academics, as Founder, Board Chairman/Director, President, Vice President, Sr. Director, Manager, and Adjunct Professor. He brings experience covering all areas of business operations. He has managed closing of Seed, Series A/B funding totaling over \$35M. Ravi served as VP/BizDev at MedTree, a life sciences start-up, and as Executive Director of Indian Institute of Technology Gandhinagar Foundation to raise endowment funds. Previously, Ravi was member of founding team of Virident Systems, a technology startup acquired by HGST/Western Digital. Ravi has held management positions in the life sciences companies DiscoveRx and BioImagene. He is Gold Medalist from Gujarat University, India, with a BE in Civil Engineering. He received his Masters in Structural Engineering from Stanford, and an MBA in Finance from CSUEB.



• Tasneem Dohadwala, Founding Partner, Golden Seeds

Tasneem Dohadwala is a Founding Partner of Excelestar Ventures, an all-equity investment firm that has a diverse portfolio of med-tech and high-tech ventures. Previously, Tasneem worked in financial services on the sell-side at Lehman Brothers. She currently sits on the board of Noor Findik, Helios Ingredients, Augmenix and BKPPL. Notable investments are NVision (acquired by Boston Scientific), Sera Prognostics and Lantos Technologies. Furthermore, she sits on the investment committee of Catalyst Healthcare Ventures. She is an active member of Golden Seeds. Tasneem graduated Wellesley College and Harvard Business School.



• William Swiggart, Managing Member, Beacon Angels

William F. Swiggart, a graduate of Princeton University and the University of Connecticut School of Law, is a co-founder and serves as Manager of Beacon Angels, a Boston angel group that, by meeting continuously since 2006, has funded more than 30 startup companies and has enjoyed exits from its investments of 8X or more. William's foci as an attorney are in the areas of mergers and acquisitions, protection of trademarks, trade secrets and copyrights and the funding and growth of startups. William is a long-time Boston area resident. He enjoys skiing, hiking and racquet sports.



9:00 -9:50 AM PAYER & PROVIDER VENTURE FUNDS



TRACK 2 PANELISTS

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This panel focuses on investment activities from the perspective of major healthcare payers and providers. Topics may include:

- Current areas of interest and rationale
- Commonly found challenges and red flags
- Perspectives on strategic investment and their value proposition
- Successful deals and partnerships

Panelists will also discuss how companies can successfully approach payer and provider funds like themselves and develop a relationship with them for potential partnership with investment. Panelists will explore strongest areas of interest in the perspective of hospital systems and health plans.



• Eric Hargarten, Investment Associate, Sandbox Industries (M)



Eric Hargarten is part of the team at Sandbox Industries that manages the BlueCross BlueShield Venture Funds (BCBSVP) – 3 funds with over \$550 million which are managed on behalf of 33 BCBS entities. BCBSVP invests in healthcare diagnostics, healthcare IT, and healthcare service companies that are of strategic relevance to the Blues. Eric helps manage the Fund's investments in CareCentrix, Essence Group, Healthbox, Healthify, HeartFlow, Octave Bioscience, Patientco, Phreesia, and ZeOmega. Prior to joining Sandbox, Eric was an investment banker with Houlihan Lokey, where he worked primarily with the healthcare services and technology sectors. Additionally, Eric spent several years supporting and leading defense and anti-terrorism efforts in the United States Air Force. Eric holds a B.S. in Physics, Summa Cum Laude, from Loyola University Chicago.



• Anne Wellington, Managing Director, Cedars-Sinai Accelerator (Techstars)

Anne is the Managing Director of the Cedars-Sinai Accelerator, Powered by Techstars. She provides expertise and guidance to promising early stage medtech and digital health companies as they collaborate with Cedars-Sinai. Prior to her current role, she supported the Accelerator program as Entrepreneur-in-Residence. Previously, Anne was Chief Product Officer and a founding team member at Stanson Health, where she developed a clinical decision support and analytics product, recently named by KLAS as the #1 solution for clinical process improvement. Additionally, Anne has provided product strategy expertise to a variety of leading healthcare technology organizations. She began her career at Epic, supporting the technical implementation of Epic's inpatient orders and clinical documentation products.



• Eric Feinstein, Investment Director, Northwell Ventures

Eric is an investment director at Northwell Ventures, (the corporate venture arm of Northwell Health) and spends the bulk of his time running investment activities for the venture capital fund, driving portfolio growth, and commercializing new, innovative healthcare concepts within Northwell. He brings a wealth of experiences in the venture and private equity worlds, having made investments into and serving on the boards of several later-stage medical device and healthcare service businesses, as well as running long-term revenue growth engagements for consumer-focused companies. Eric has also served in an operational capacity as the interim CEO for Healthflix, a healthcare IT start-up focused on patient engagement. Current investments include: Conversa Health; Purple Sun; & Clarapath. He holds a degree in Economics (with a concentration in Behavioral Economics) from Trinity College and has an MBA from Cornell University.



• Rick Gordon, Director, Inova Strategic Investments

Rick Gordon is an expert on technology investing, business strategy and early-stage venture development. He is a proven leader with more than 25 years experience in providing organizations with strategic growth. Rick serves as a Director at Inova Health System's Personalized Health Accelerator, the health system's seed investment organization. Rick formerly served as founding Managing Partner of MACH37, a cybersecurity market centric accelerator supported by a community of hundreds of industry leaders who contribute to company development. MACH37 invests in entrepreneurs and helps them develop into thriving cybersecurity companies. Rick was previously CEO of Tovaris, a specialized encryption software development company, and was also a technology investment banker at Bear, Stearns & Co. Rick served as a submarine officer in the U.S. Navy. He received his MBA from The Darden School at the University of Virginia and his BS in Engineering with Merit from the U.S. Naval Academy.



10:00 - 10:50 AM **DIGITAL HEALTH INVESTORS**

SPONSORED BY

TRACK 2 PANELISTS



This panel focuses on investing in innovative digital health products that bring new efficiencies to the healthcare system, change how care is delivered or managed, and how patients are involved in their own care. Panelists will explore topics including:

- Digital health technologies of interest
- Metrics and evidence sought in a digital health startup
- How to demonstrate the value of a product
- Main challenges for digital health startups raising capital

Panelists will discuss this rapidly evolving field of healthcare investment, and will introduce the audience to the key fundraising opportunities and challenges facing digital health entrepreneurs today.



• Ying Tam, Managing Director, Health Ventures, MaRS Ventures (M)



Ying Tam is a seasoned entrepreneur and business executive, and is currently Managing Director, Health Ventures, for MaRS, one of the world's leading urban innovation hub. MaRS works with a large network of corporate partners and venture funds to help entrepreneurs launch and grow the innovative companies that are changing the future. Ying has co-founded several start-up companies, including Mindful Scientific, a medical device company addressing concussion diagnostics and management, abridean (acquired by nCipher PLC), a software company developing application provisioning and identity management solutions, and i-HRx (acquired by Healthconnex), a digital health company focused on chronic disease management. He has significant strategic and functional experience with operating roles in a wide range of organizations, from early stage companies to major multi-national corporations.



• David Fogel, Angel Investor, TiE Boston Angels

David Fogel is Managing Director of Swifton CFOs, an outsourced CFO firm that provides emerging businesses with strategic and cost-effective financial leadership. He is an active presenter and panelist with TechStars, MassChallenge, CleanTech Open, The Venture Forum, Entrepreneurship Conference, Greentown Labs, and MIT Enterprise Forum Smart Start Program. He had also presented entrepreneurial classes at Tufts University, Brandeis University and Brown University. He is also an active member of the screening and due diligence committees of Beacon Angels, TiE Angels and Mass Medical Angels. David is Adjunct Instructor of Finance in the MBA program at WPI. David is also a Certified Public Accountant (CPA). David has a BS from Miami University (Ohio), and an MBA from the University of Cincinnati.



• David Kim, CEO, DigiTx Partners

David is the CEO of DigiTx Partners LLC, an investment company focus on identifying and supporting innovative early-stage companies in the digital health space. He brings both business and clinical expertise to investing with experiences ranging from practicing medicine to building a healthcare software company. Most recently, he served as the COO of Lumiata, a venture-backed predictive analytics company which is positioned at the intersection of data science and medical science. Prior to Lumiata, he was a venture investor at MPM Capital and Pinnacle Ventures. David was a board-certified internalist with his M.D. from the Johns Hopkins University School of Medicine. He is a graduate of Stanford Graduate School of Business (MBA) and Pomona College (BA in Biology).



• Taha Jangda, Partner, HealthX Ventures

Medical school drop out turned venture capitalist, Taha is a partner at HealthX Ventures. Taha invests in fast-growing digital health-based companies to drive a profound impact in healthcare. In addition to focusing on strategic investments, he also advises various innovation communities across the country. Taha started his journey at the Texas Medical Center (TMC), the world's largest medical center. During his time with TMC, he took part in the creation of the TMC Innovation Institute which is comprised of a healthcare and life science startup accelerator/incubator, Johnson & Johnson Innovation Center for Device Innovation and JLABS, and AT&T Connected Health Foundry. Haven seen firsthand how a lack of integration hinders patient care, Taha followed his entrepreneurial spirit and later joined Redox as the Director of Strategic Partnerships to help digital solutions get into the hands of care providers faster. Beyond tackling today's most challenging healthcare issues, Taha spends his free time reading books on leadership development and staying true to his Texas roots – BBQ and football.

11:00 - 11:50 AM **DIAGNOSTICS INVESTORS**



TRACK 2 PANELISTS

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This panel focuses on investments in innovative diagnostics, ranging from IVD, genomics, precision medicine, and more. Topics may include:

- Current areas of interest
- Current challenges in the diagnostics ecosystem
- Navigating the competitive landscape
- Commonly observed red flags

Panelists will discuss how companies can successfully fundraise for their budding diagnostics technology and the best way to successfully approach and develop a relationship with relevant investors. Panelists will explore current areas of interest and why they are relevant, as well as developmental and regulatory hurdles and how companies can address these problems to attain key milestones.



• **Tom Miller,** Founder & Managing Partner, *GreyBird Ventures* (M)



After receiving a Nuclear Engineering degree from University of Massachusetts Lowell, Tom studied Medical Physics at the Harvard/MIT Health Sciences and Technology joint program graduating with a Masters degree. Tom joined Siemens Medical Systems where he became the first non-German CEO of a German factory and business unit. He left after 15 years to become CEO of the global medical operations of Carl Zeiss. Completing a successful turnaround, he joined Analogic Corporation as CEO. After three years and a doubling of the stock price, Tom became CEO of LightLab Imaging, a start-up that he helped to establish. Completing a profitable sale, Tom re-joined Siemens, serving as a member of their operating board and the CEO of Customer Solutions Division, responsible for 26,000 employees in over 130 countries. Tom co-founded GreyBird in mid-2013 with an investment focus on technologies enabling precision medicine diagnosis.



• Cain McClary, Managing Partner & Founder, KdT Ventures

Cain McClary, MD is the founder and Managing Partner of KdT Ventures. Over the past 10 years, Cain has been at the forefront of the intersection between technology and science/medicine. In addition to personal investments in this space, including companies like Zymergen, Firefly Bioworks (Acquired by AbCam), Concert Genetics, and PathAl, Cain has been an active advisor to both companies and institutional investors (i.e. 8VC, Andreessen Horowitz, Innovation Endeavors, NueCura Partners, Cleargenes, HealthSpek, etc...), with contributions ranging from scientific thesis development all the way to monetization of product/company. Additionally, Cain is involved in entrepreneurship and finance advisory at both the local and national levels as well as on the faculty at the Tulane University School of Medicine.



• Hannes Smárason, Venture Partner, 6 Dimensions Capital

Mr. Smárason co-founded WuXi NextCODE and served as its CEO until March 2018. He is a longtime advisor to deCODE genetics and its venture investors Polaris Venture Partners and ARCH Venture Partners and contributed to the \$415 million sale of deCODE genetics to Amgen. Mr. Smárason previously served as Chief Financial Officer and Executive Vice President of Business and Finance at the company. Prior to deCODE genetics, he was a consultant at McKinsey & Company serving Fortune 100 clients in the finance, healthcare and hospitality sectors. He also served as the Chairman and CEO of Icelandair and its parent holding company. He received his master's degree in management and bachelor's degree in mechanical engineering from the Massachusetts Institute of Technology.



• Rick Jones, Partner, BioAdvance

Dr. Frederick "Rick" Jones is a life science investor, entrepreneur and physician with extensive experience in biopharmaceuticals and healthcare. Prior to BioAdvance, Rick was a Director at Broadview Ventures, a philanthropic venture investor with a mission to support early stage companies with potential breakthrough technologies in cardiovascular disease. At Broadview he participated in all aspects of the investment process including sourcing opportunities, diligence, negotiating deal terms, supporting portfolio companies and serving on corporate boards. Rick began his career as an internal medicine physician, most recently as Assistant Professor Clinical Medicine in the University of Pennsylvania Health System. Prior to that he was on staff at the Lahey Clinic and served in the Naval Medical Corps at Long Beach Naval Hospital. Rick received his BA, MD and MBA degrees from the University of Pennsylvania.



• Denis Bronnikov, Global Licensing Director, Roche Diagnostics

Denis is a Global Licensing Director at Roche Diagnostics, focusing on Next Generation Sequencing technologies. He enjoys leading end-to-end business development projects, including initial strategy formulation, landscaping, lead generation, due diligence, deal negotiation and alliance management. Denis joined Roche in 2013 as the Adjacency Lead at Roche Partnering, bringing early pre-clinical stage assets and related technologies to augment Roche portfolio in oncology, ophthalmology, infectious diseases, neuroscience, immunology, and rare diseases. Denis completed his undergraduate studies cum laude in Chemistry and Molecular Biology at the Moscow State University in Russia and received a doctorate degree in Human Genetics and Bioinformatics from David Geffen School of Medicine at the University of California Los Angeles. He holds an MBA from the Institute of Management Development (IMD) in Lausanne, Switzerland.



1:00 - 1:50 PM MEDICAL DEVICE INVESTORS

Treated Fairly

This panel focuses on investment in new medical devices from development stage to early commercialization, with participants from both major medtech VCs and also large medical device corporations. Topics may include:

- Areas of interest
- Overcrowded areas
- Common mistakes and red flags

Panelists will discuss how to meet the challenges of raising financing for a new device and advise startups on how to make the investment case for their novel technology. Panelists will explore what technology areas are of top interest to them and how a startup can get them into dialogue regarding an investment or deal.



• Ashim Subedee, Program Director, NCI National Institutes of Health



Ashim Subedee is a Program Director at the National Cancer Institute's Small Business Innovation Research (SBIR) Development Center. Ashim manages SBIR & STTR grants and contracts with a focus on cancer therapeutics, prevention and med-tech including devices, diagnostics and digital health. He provides oversight throughout the award period and mentors small business applicants and awardees in developing their technology goals and commercialization strategy. Additionally, he plays an active role in several center initiatives, including investor initiatives, translational resources and other workshops, and targeted funding opportunities. Prior to joining the SBIR Development Center, Ashim was a Presidential Management Fellow at the NIH and did rotations at multiple offices within the NIH and the FDA CDER. Ashim received his PhD in Biological and Biomedical Sciences from Harvard University.



• Lu Zhang, Managing Partner, Fusion Fund

Lu Zhang, Founder and Managing Partner of Fusion Fund. Recently, Lu is selected as 2018 Young Global Leader by the World Economic Forum. Before this, she also got selected as Silicon Valley Women of Influence 2018 and Top 10 all America Chinese Youth. In 2017, she was awarded the Forbes US 30 under 30 & Featured Honoree of VC category and also awarded as the Town & Country 50 Modern Swans Influencer. Prior to starting Fusion Fund, she was the Founder and CEO of a medical device company (acquired in 2012). Lu is active in the entrepreneur and investor communities providing mentorship and serves as an advisor to programs like Microsoft AC, Singularity University, StartX at Stanford, and Youth Council of Future Forum. Lu received her M.S. in Materials Science and Engineering from Stanford University and holds several patents.



• Ronald Dorenbos, Associate Director, Materials & Innovation, Takeda Pharmaceuticals

Ronald is Associate Director at Takeda's Materials & Innovation team, a group that scouts for new technologies related to drug delivery and biomaterials. During his appointment at the Life Science division of PA Consulting Group, a British Consulting firm, Ronald led projects for some of the world's top 10 pharmaceutical companies around strategy, commercialization and digital health. At his company BioFrontline he provides management, strategy and commercial advice to life science companies around the world. Ronald received MAs in Biotechnology and Molecular Biology and after obtaining a PhD in Pharmaceutical Biology spent six years at Harvard to study Parkinson's, Schizophrenia and the genetics of aggressive behavior before making the transition to industry. Ronald is a keen follower of developments in the field of Artificial Intelligence (AI) and regularly invited as speaker to present on topics related to pharma, healthcare and AI.



• Peter Stebbins, Transactions Lead - Medical Devices, Johnson & Johnson Innovation

Peter Stebbins is Vice President of Business Development, operating from the Johnson & Johnson Innovation Center in Boston, focused on medical devices. Peter joined J&J out of business school and has had a career of challenging innovation-centered roles in operations, sales, marketing, international, business development, strategy and investment partnerships. Prior to the Innovation Center, he was VP of Strategy for DePuy Synthes Orthopedics & Business Development for Codman Neuro. Before that, Peter held senior roles on the Management Boards of Mitek Sports Medicine and Codman Neuro. Peter studied Chemical Engineering at Princeton on an ROTC scholarship before serving with US Army Forces in West Germany and entering Harvard Business School. He is on the Board of Directors of both MassMEDIC and the HBS Healthcare Alumni Association.



• Z Haroon, Chairman & General Partner, Julz Co

Dr. Haroon brings over two decades of experience in venture, private equity, corporate/business development and academia (with direct transactional and operational exposure of 15+ years in China) to lead Julz, a US based fund focused in healthcare opportunities worldwide. Julz has offices in NC and Suzhou China to exploit the tremendous opportunity offered in healthcare in both US and China. The investment spans all facets from innovative drugs, devices to services such as hospitals and diagnostic labs.

2:00 - 2:50 PM FAMILY OFFICES

TRACK 2 PANELISTS



This panel focuses on understanding how family offices view direct investments in early-stage healthcare opportunities and how they differ from VCs. Topics may include:

- Primary differences between institutional VCs and family office investors
- How family offices source investments and how to get on their radar
- Trends in the early-stage healthcare investment space

The primary goal of this panel is to help entrepreneurs understand how family offices view early-stage investments in the healthcare space. Panelists will discuss best practices for approaching, pitching and working with these groups, as well as debunking some common misconceptions about family offices.



• Colin Widen, CEO, Boston Innovation Capital (M)



Colin Widen, registered representative, 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 fund of funds, 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 a registered representative and holds Series 7, 24, 63 and 82 registrations. His specialties include reconstructing hedge fund portfolios and analyzing private equity holdings.



• Christopher de Souza, Managing Director, Broadview Ventures

Chris de Souza, PhD, MBA, is a Director at Broadview Ventures. He started his career at Novartis as a scientist in the Metabolic and Cardiovascular Diseases group and then as Director of Strategic Alliances. After Novartis, Christopher was Vice President of Business Development at SkyePharma US Inc. He then founded a business development consulting practice with clients including JSB-Partners, Diagnostics For All and Metaome. Christopher has a Masters in zoology from the University of Bombay, PhD in physiology from Louisiana State University and MBA from Rutgers University along with post-doctoral training at The Upjohn Company and Joslin Diabetes Center/Harvard Medical School. Christopher currently serves on multiple Broadview Ventures portfolio company boards, the board of MassBio and several grant review committees.



• Chuck Stetson, CEO, Stetson Family Office

Eugene W. Stetson started the Stetson Family Office shortly after he personally led the buyout of The Coca-Cola Company through a public offering in August 1919 by the Guaranty Trust Company of New York, where he subsequently served as Chairman and just before he died and organized, he organize with the much smaller J.P. Morgan. At his death, Eugene was Coca-Cola's longest serving member of the Board and of the Executive Committee. Chuck Stetson, the third generation running the family office, is an entrepreneur, venture capitalist, and philanthropist. The Stetson Family Office started Healthcare Impact Foundation, a 501-c-3 organization, in 2017 to bring capital and management expertise to local life science companies and to build and maintain an efficient life science eco-system composed of R&D facilities, incubation facilities, venture capital investors, angel investors, family office investors, and networks of experts in science, management, industry, reimbursement and public policy. Stetson Family Office has set up a unique Global Family Office BioForum with family offices around the globe working closely with their local healthcare innovation. Family Offices are responding with excitement.



• Jonathan Jonas, Partner, JVC Investment Partners

As a Partner of JVC Investment Partners, Jonathan oversees its alternative investment portfolio targeting direct private equity, growth equity, and venture capital investments in healthcare. Prior to JVC, Jonathan held positions at Boston Scientific Corporation, working in finance and overseeing sales operations in Boston Scientific's Cardiac Rhythm Management Division. Jonathan serves on the Board of Directors of Magenta Medical Ltd., Trisol Medical Ltd. and Sinai Health System. Previously, Jonathan served as a Board of Directors Observer at PharMEDium Healthcare Corporation. Jonathan is a registered CPA and holds a BA in Economics from the University of Michigan, a General Course Degree from the London School of Economics, and an MBA from Northwestern University Kellogg School of Management.



• Kevin Schimelfenig, Managing Partner, McGeever

Kevin Schimelfenig is the Founder and Managing Partner of McGeever, LLC, a family office positioned to establish, administer and govern the financial and philanthropic values and goals of the family. McGeever LLC's investment portfolio includes Healthcare, Real Estate, Energy, and Information Technology. In addition, Kevin is acting President and CEO of SalesForce4Hire, McGeever LLC's wholly-owned subsidiary. SalesForce4Hire partners with life sciences and information technology companies and their investors to provide strategic models and solutions for commercialization. Kevin's educational background includes a B.S. in Business Administration from Marywood University and extensive training in the Diabetes Program at Konkuk University Hospital in Seoul, South Korea. Kevin was recognized as a North Carolina top 50 Entrepreneur and has been an invited speaker for prominent organizations across the nation including JPMorgan/OneMedForum, AdvaMed, and Angel Capital Association. Kevin has served on multiple boards and currently serves on the Board of Directors for Physcient, Inc., and Akros Medical.





This panel focuses on investment in mental and behavioral digital health platforms and its industry trends and innovation. Topics may include:

- Increasing access to intervention
- Streamlining patients and clinicians
- Reducing stigma
- Biopharma vs. behavioral therapy

Panelists will highlight the representation of mental and behavioral health within the industry through various investor types, including VCs, big pharma, hospitals, and healthcare systems. Panelists will discuss how to meet the challenges of raising financing for a highly stigmatized—though prevalent—area, and advise startups on how to make the investment case for their novel technology. Panelists will explore what trends in mental and behavioral health are of top interest, its future outlook, and global impact.



• Julie Papanek Grant, Partner, Canaan Partners



Julie serves on the board of the Biden Cancer Initiative. She also co-chairs Planned Parenthood Northern California's IT Advisory Board. In 2017, Julie was named one of Silicon Valley Business Times' 40 Under 40. Prior to joining Canaan, Julie worked at Genentech to bring oncology products to market, holding roles in development, business development and marketing. She holds an M.B.A. from Stanford's Graduate School of Business, a M.Phil. from Cambridge University in BioScience Enterprise and a B.S. in Molecular Biophysics and Biochemistry from Yale University.



• Eric Schaeffer, Sr. Director, Scientific Innovation, Neuroscience, Johnson & Johnson Innovation

Eric Schaeffer has more than 25 years of experience in the pharmaceutical industry and has delivered multiple CNS drug candidates to the clinic. Eric has an extensive background in the biology and pharmacology of neurodegenerative and neuropsychiatric diseases including Alzheimer's disease, major depressive disorder, bipolar disorder and schizophrenia. In his current role as Senior Director of Neuroscience Innovation at Johnson & Johnson, Eric is responsible for external partnerships with biopharma and academic groups in the eastern US, with a focus on mood disorders and neurodegenerative diseases. Previous roles held by Eric include Senior Director of Neuroscience Discovery at Pfizer, Director of Neuropharmacology at CHDI, and Director of Clinical Biomarkers at Bristol-Myers Squibb. Eric received his PhD from the Albert Einstein College of Medicine, and did postdoctoral work at MIT and Rockefeller University.



Ken Duckworth, Director, Behavioral Health, Blue Cross Blue Shield of Massachusetts

Ken Duckworth, M.D., serves as the Senior Medical Director for Behavioral Health of Blue Cross and Blue Shield of Massachusetts. He is double board certified in adult and also in child and adolescent psychiatry. He has also completed a forensic psychiatry fellowship. Dr. Duckworth is currently an Assistant Clinical Professor at Harvard University Medical School. He served as Acting Commissioner of Mental Health and the Medical Director for Department of Mental Health of Massachusetts and was Medical Director of the Massachusetts Mental Health Center. He is a Distinguished Fellow of the American Psychiatric Association and has also won the APA's National Patient Advocacy Award.



Justin Baker, Scientific Director, The McLean Institute for Technology in Psychiatry

In 2016, Justin founded the innovation-focused Institute for Technology in Psychiatry (ITP) at McLean Hospital, to explore buy or build strategies for innovating in the mental health space. He has led collaborations with or advised numerous mental health startups, including Ginger.io, WellFrame, Valera Health, Verily, and Pear Therapeutics, and remains committed to helping entrepreneurial partners in tech and biotech succeed in providing mental health solutions that scale well to meet the vast unmet need for services. He also directs the Laboratory of Functional Neuroimaging and Bioinformatics in McLean's Schizophrenia and Bipolar Disorder Program, where he works to develop computational phenotypes of severe mental illnesses like schizophrenia and bipolar disorder that can be obtained unobtrusively in both clinical and home settings. Justin is also a board certified psychiatrist on the faculty at Harvard Medical School with a PhD in neuroscience from Washington University.



• Robert Garber, Partner, 7wire Ventures

For over 25 years, Robert Garber has worked with early-stage healthcare and technology companies, co-managing three venture funds with \$200M+AUM and holding leadership positions with three high-growth companies. Robert is currently a Partner at 7wire Ventures, where he focuses on investments in digital healthcare and technology-enabled services that empower consumers to be better stewards of their health and healthcare expenditures. 7wireVentures is an early stage, healthcare venture firm that supports entrepreneurs who focus on empowering the Connected Informed Health Consumer to create great companies and change the status quo. Twire believes that mobile, connected platforms, the cloud, and sophisticated insights will improve the efficiency of the healthcare system and improve outcomes for all.



4:00 - 4:50 PM TALES FROM THE ROAD





This panel brings together biotech and medtech entrepreneurs to tell their stories of raising capital. You'll hear their firsthand accounts of navigating the fundraising process and raising capital. Topics may include:

- What stumbling blocks had they hit?
- How had they solved the issues, and what had they learned about raising capital?
- How did they go about finding potential investors, and how did they determine which investors they should pursue?

The panel discusses what the early stage fundraising process was like for them and how others can build an outbound marketing campaign to raise money.



• Greg Mannix, VP of International Business Development, Life Science Nation (M)



Greg Mannix is Vice President of International Business Development at Life Science Nation. After graduating from the University of California, he moved to Europe where he began a career in the life sciences and obtained a Master's degree from IE Business School in Madrid. He has extensive experience in sales and marketing management in the medical devices field. He has worked extensively in Europe, North America and Latin America and he speaks English, Spanish and French. Greg's role at LSN is to provide international early-stage companies with the tools and strategies to succesfully fundraise and to facilitate cross-boarder investments, licensing and M&A transactions.



• Joyce Lonergan, CEO & Co-founder, Mellitus

Joyce Lonergan has over 25 years of experience in industry, venture capital and Wall Street with emerging healthcare companies. Ms. Lonergan previously served as a Managing Partner at SR One. Prior to that, Ms. Lonergan co-founded and served as Managing Director of Caxton Healthcare Venture Management, LLC. She previously served as Vice President of Corporate Development and Corporate Communications and Investor Relations at Chiron Corporation. Earlier in her career, Ms. Lonergan was a Biotechnology Equity Research Analyst at Cowen and Company. She also had previous investment and business development roles at Vector Fund Management and Repligen Corporation. Ms. Lonergan began her career in research at Tufts Medical Center. Ms. Lonergan holds a B.S. in biology from Emmanuel College and an MBA from the Simmons College Graduate School of Management.





Dr. Premsrirut is co-founder of Mirimus, Inc., having established the business and team from the ground up following her scientific training. She is an expert in the development and use of RNAi transgenic mice for fast and flexible validation and toxicity assessment of candidate genes targets in vivo. She was an inventor of technological advancements that lead to the development of a high-throughput platform for rapid and efficient generation of conditional RNAi transgenic mice and pioneered a novel approach for the generation of "speedy" chimeric GEMMs based on rederivation of mouse embryonic stem cells (ESCs) from existing mouse strains with a predisposition to cancer. She has pioneered methods for implementing CRISPR/Cas9 genome editing for the rapid creation of animal models. Dr. Premsrirut was an MD/PhD fellow at SUNY Stony Brook School of Medicine and Cold Spring Harbor Laboratory. She received her Ph.D. in genetics and cancer biology following her training in the laboratory of Dr. Scott Lowe. Her work focused on the development of transgenic mouse models to study the effects of tumor maintenance on lung cancer using RNA interference. She received her M.D. from Stony Brook School of Medicine and Winthrop University Hospital with an emphasis on trauma surgery.



• Ryan Shelton, CEO, PhotoniCare

Ryan Shelton is CEO and founder of PhotoniCare, a medical device company revolutionizing diagnosis of common diseases at the front lines of healthcare. PhotoniCare's first product is a handheld device that can see through the eardrum to enable physicians to make better decisions about antibiotic and surgical intervention. He has led the company as CEO since its inception, raising over \$6M in dilutive and non-dilutive funding to advance the company's objectives. Dr. Shelton received a PhD in Bioengineering from Texas A&M University in 2012. He has won multiple awards for entrepreneurial and technical achievement. Dr. Shelton is passionate about PhotoniCare's current efforts improving the management of chronic middle ear infections in children, because of the frustrations he's faced as a parent of his own children dealing with these chronic infections and hearing loss.



• Tyler Wanke, CEO & Co-founder, Innoblative Designs

Tyler Wanke is the CEO of Innoblative, a Chicago and Boston-based advanced energy device company innovating the treatment of early stage breast cancer. He co-invented the original Innoblative technology while in Medical school at Northwestern University, and since has raised over \$3M 7 or Innoblative, including National Science Foundation (NSF) grant funding. Innoblative is in final stages of product development and clinical trials. He also co-founded EDGe Surgical, an Orthopaedic and Spine MedTech company, and volunteers on a Board of Cures Within Reach (CWR), a non-profit dedicated to funding the re-purposing of existing drugs and devices to treat patients with limited other treatment options. He has an MBA from Northwestern's Kellogg School of Management, a Masters of Engineering Management from Northwestern's McCormick School of Engineering, and a BS in Neurobiology from University of Wisconsin – Madison.



PREMIUM INDICATIONS FOR YOUR BUSINESS PLAN INCLUDING:

- Insurance coverages and cost estimates typically needed to start a business; or
- Pricing for clinical trials inside and outside the United States.



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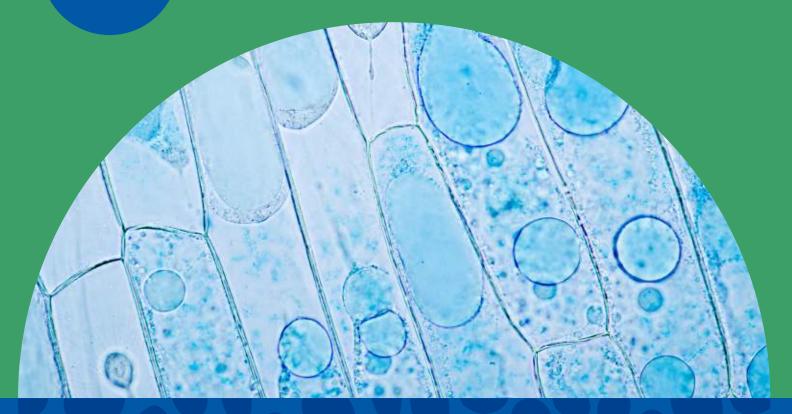




Astellas Pharma Inc., based in Tokyo, Japan, is a company dedicated to improving the health of people around the world through the provision of innovative and reliable pharmaceutical products. We focus on Urology, Oncology, Immunology, Nephrology and Neuroscience as prioritized therapeutic areas while advancing new therapeutic areas and discovery research leveraging new technologies/modalities. We are also creating new value by combining internal capabilities and external expertise in the medical/healthcare business. Astellas is on the forefront of healthcare change to turn innovative science into value for patients.

For more information, please visit our website at https://www.astellas.com/en





Canadian health innovations. Global impact.

As the world's largest urban innovation hub, MaRS Discovery District brings together the ideas and expertise that drive healthcare innovation.

We work with more than 350 health ventures spanning fast-growing areas like digital health, regenerative medicine, synthetic biology and medical devices.

These innovators are drawn to MaRS from around the world – and their work has global impact.

Our goal is bold, but simple: Support the innovators who can bring about a healthier world.

Discover Canadian innovation at marsdd.com.



TRACK 3: ENTREPRENEUR WORKSHOPS



Track	c 3	Presenters	
8:00 - 8:50 AM	VENTURE VALUATION GLOBAL VALUATION SERVICES DEAL & PRODUCT VALUATIONS	• Patrik Frei, Founder & CEO, Venture Valuation AG, Switzerland	
9:00 - 9:50 AM	STETSON FAMILY OFFICE FIXING THE BROKEN EARLY STAGE FUNDING MODEL	 Chuck Stetson, CEO, Stetson Family Office Joan Koerber-Walker, President & CEO, AZBio Michael Altorfer, CEO, Swiss Biotech Association Mark Crowell, Executive Entrepreneur in Residence, Eshelman Institute for Innovation 	
10:00 - 10:50 AM	McDermott Will & Emery MAXIMIZING THE VALUE OF YOUR ASSET PORTFOLIO	Kristina Bieker-Brady, Partner, McDermott Will & Emery Roger Kuan, Partner, McDermott Will & Emery Akseli Hemminki, Founder & CEO, Tilt Biotherapeutics	
11:00 - 11:50 AM	LIFE SCIENCE NATION Connecting Products, Services & Capital FUNDRAISING BOOT CAMP	• Dennis Ford, Founder & CEO, Creator of RESI Conference Series, Life Science Nation	

8:00 - 8:50 AM

DEAL & PRODUCT VALUATIONS



Valuation is a key factor for any biotech and pharma company. Learn how to calculate and determine the right assumption for any therapeutic product (pre-clinical, clinical or on the market) to structure a suitable licensing deal. Valuation in Life Sciences is probably one of the most difficult tasks. What deal terms can you ask for or what should be the equity share to a new investor? These are critical question for most life sciences companies. However, valuation is more than just numbers – its about the assumptions and about understanding the business, so it comes down to the potential of a product or company and the associated risk.



• Patrik Frei, Founder & CEO, Venture Valuation AG, Switzerland

Dr. Patrik Frei is founder and CEO of Venture Valuation AG, Switzerland. He started the company in 1999 when he noticed a need for independent valuation services during a collaboration with Novartis Venture Fund, which became his first client. Since then he has been involved in over 400 valuations. Venture Valuation also runs Biotechgate. Patrik graduated from the Business University of St. Gallen and completed his Ph.D at the Swiss Federal Institute of Technology, EPFL Lausanne. Patrik was a board member and a founder of Ineo. He is also the Chairman of Ophthalmopharma, where he out-licensed a portfolio of 4 products. Furthermore, Patrik is a board member of Kleinkraftwerk Birseck AG. Patrik's articles have been published in a number of scientific journals and business publications. Patrik is a reviewer for the Nature journals. Patrik also headed the Venture Valuation APAC office in Singapore.

TRACK 3: ENTREPRENEUR WORKSHOPS

9:00 - 9:50 AM FIXING THE BROKEN EARLY STAGE FUNDING MODEL

This workshop will explore topics including:

- STETSON FAMILY OFFICE
- How do you filter the best of the best life science innovation coming off the laboratory bench and begin the commercialization process?
 How do you milestone initial funding and endow a company with a critical mass of science and business expertise to increase its potential
- for success?
- How do you risk-mitigate early stage life science innovation to attract Angel investors, Venture Capital and Family Offices?
- How do you attract top life science executives to the 91 percent of life science companies located outside of Silicon Valley and Boston/Cambridge?

• Chuck Stetson, CEO, Stetson Family Office



Eugene W. Stetson started the Stetson Family Office shortly after he personally led the buyout of The Coca-Cola Company through a public offering in August 1919 by the Guaranty Trust Company of New York, where he subsequently served as Chairman and just before he died and organized, he organize with the much smaller J.P. Morgan. At his death, Eugene was Coca-Cola's longest serving member of the Board and of the Executive Committee. Chuck Stetson, the third generation running the family office, is an entrepreneur, venture capitalist, and philanthropist. The Stetson Family Office started Healthcare Impact Foundation, a 501-c-3 organization, in 2017 to bring capital and management expertise to local life science companies and to build and maintain an efficient life science eco-system composed of R&D facilities, incubation facilities, venture capital investors, angel investors, family office investors, and networks of experts in science, management, industry, reimbursement and public policy. Stetson Family Office has set up a unique Global Family Office BioForum with family offices around the globe working closely with their local healthcare innovation. Family Offices are responding with excitement.

• Joan Koerber-Walker, President & CEO, AZBio



As president and CEO of AZBio, Joan Koerber-Walker leads Arizona's life science sector which includes over 1,400 establishments ranging from exciting young companies to global leaders in therapeutics, diagnostics and medical devices and represents over 24,000 life science professionals. In addition, she serves as Managing Member of White Hat Health Ventures LLC which supports the investment activities of both for-profit and non-profit entities in the life science sector. She also serves as a Global Trustee of the Healthcare Impact Foundation (HCIF) in New York City. HCIF is working with community leaders in the U.S., EMEA, and ASEAN to build a portfolio of dedicated regional endowments specifically focused on the commercialization of life saving and life changing innovations.

• Michael Altorfer, CEO, Swiss Biotech Association



Dr. Michael Altorfer is the CEO of the Swiss Biotech Association . He has more than 20 years of experience in the life science industry comprising both big pharma and smaller biotech organizations. As a member of the Executive Committee he supported the build-up of Polyphor Ltd in Allschwil in many different roles (Head BD&L, CFO, COO and CEO). Michael started his career as a scientist in pharmaceutical research at Sandoz, Ciba-Geigy (Summit, NJ, USA), and Roche. From 1996 to 2001 he held program management and line management roles at the investment bank UBS Warburg. Michael studied Natural Sciences at the ETH and he obtained his Ph.D. in Chemistry under the supervision of Prof. Dr. H.-J. Hansen (University of Zurich) and Prof. Dr. K. Müller (Roche) and holds an MBA degree from the University of Rochester, NY, USA.

• Mark Crowell, Executive Entrepreneur in Residence, Eshelman Institute for Innovation



Mark Crowell, RTTP, is Executive Entrepreneur in Residence for the Eshelman Institute for Innovation at UNC-Chapel Hill. Mark is also principal consultant for Academy Innovation Advisors and an innovation policy advisor to the Qatar Foundation and the World Bank. His 30+ years of experience in academic innovation and translational partnerships include serving as Vice President for Innovation and Economic Development at the King Abdullah University of Science and Technology (KAUST) in Saudi Arabia; founding Executive Director of UVa Innovation at the University of Virginia; and chief technology transfer and business development officer at The Scripps Research Institute, the University of North Carolina at Chapel Hill, NC State University, and Duke University. Mark was 2005 President of the Association of University Technology Managers (AUTM), Chair of BIO's Technology Transfer Committee (2009-2014), and co-chair of the Research Committee of the APEC Life Science Innovation Forum. In 2013, Mark received the Bayh-Dole Award from AUTM "in recognition of his lifetime contributions to advancing academic innovations." In 2011, he was invited by the White House to attend President Barack Obama's signing ceremony for the America Invents Act.



TRACK 3: ENTREPRENEUR WORKSHOPS

TRACK 3 PRESENTERS

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10:00 - 10:50 AM

OPERATION VALUATION: MAXIMIZING THE VALUE OF YOUR ASSET PORTFOLIO

Leveraging a sample case study, this workshop will answer key questions using the insights of a company founder, an investor, and intellectual property experts who work on the company and investor sides. Topics include:

McDermott Will&Emery

- How do I develop value propositions for an investment round?
- How can I leverage intellectual property to maximize my company's value to investors?
- What is the most compelling reason to allocate resources for this investment versus other opportunities?
- Is there a value proposition to conducting IP due diligence on early stage investments?
- What is the best (economically viable) strategy for developing a robust portfolio?
- What should a company expect in due diligence? And are there proactive steps that a company can take to avoid and/or mitigate potential negative findings from due diligence?



• Kristina Bieker-Brady, Partner, McDermott Will & Emery

Kristina (Kris) Bieker-Brady, PhD represents private and public side biotech, pharmaceutical and medical device companies, with a focus on portfolio development, financings, public offerings, mergers and strategic partnerships. Kris is highly skilled in managing multiple facets of clients' intellectual property portfolio through the majority of the company's life cycle. Particularly, she works to build and preserve layered exclusivity profiles that are structured to peak in strength during the critical periods of a product's branded commercial sales life. Kris also advises clients on other matters relating to patent prosecution, including patentability, non-infringement and invalidity opinions, licensing, joint development agreements and patent enforcement. Additionally, she performs IP due diligence on potential investments for some of the top venture capital firms in the world.



• Roger Kuan, Partner, McDermott Will & Emery

Roger Kuan focuses his practice on intellectual property procurement/portfolio management, IP transactions and strategic IP counseling for clients in the personalized/precision medicine (e.g., genomic sequencing platforms, computational genomics/bioinformatics, molecular diagnostics, etc.), digital health, life sciences tooling (e.g., biomanufacturing, analytical instrumentation, flow cytometry, etc.), medical device and chemical industries. He has extensive experience in intellectual property strategy and management, preparation and prosecution (utility/design patents, trademarks and trade dress), counseling and litigation, licensing and technology transactions, freedom-to-operate clearances, monetization, IP due diligence, IP risk recognition and mitigation, and dispute resolution.



• Akseli Hemminki, Founder & CEO, Tilt Biotherapeutics

Akseli Hemminki is the founder, CEO and Board Chairman of TILT Biotherapeutics, and Professor of Oncology at the University of Helsinki. In addition to his world leading medical and scientific track record with oncolytic viruses, Akseli has solid experience with founding, financing, and operation of biotech firms. Akseli founded TILT in 2013, rapidly securing multiple rounds of seed financing. Prior to founding TILT, he had co-founded Oncos Therapeutics Ltd (currently Targovax ASA), a company involved in clinical translation of several families of oncolytic viruses. Akseli served as Chairman of the Board, Chief Scientific Officer, and Board member at Oncos. He also pioneered individualized patient-by-patient use of oncolytic immunotherapy under the EU Advanced Therapy Directive, and personally treated 290 patients using 10 different oncolytic adenoviruses.

11:00 - 11:50 AM

FUNDRAISING BOOT CAMP



The Life Science Nation's Fundraising Boot Camp provides a top-to-bottom master class on outbound global fundraising. Topics to be covered include the Changing Investor Landscape, New Categories of Life Science Investors, Debunking the Top 10 Old Myths in Fundraising, Planning & Infrastructure for an Outbound Fundraising Campaign, Building Your Brand Through Consistent Messaging and Key Components of Fundraising Marketing Collateral. It will bring you step-by-step through the processes of positioning, marketing collateral, website creation, branding & messaging, and how to reach out to a list of global investors.



• Dennis Ford, Founder & CEO, Creator of RESI Conference Series, Life Science Nation

Dennis Ford is an entrepreneur and author with expertise in sales, marketing, and business development. He has spent most of his career launching new companies. Over the last decade, 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 dialog 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 Life Science Executive's Fundraising Manifesto*, two well-received sales and marketing books.



Fueling Your Mission

McDermott Will & Emery's Life Sciences Entrepreneurs Acceleration Program (LEAP) helps emerging companies avoid costly mistakes and chart their course for success. We provide strategic legal advice at crucial foundational stages of a company's lifecycle using a variety of flexible and deferred fee arrangements.

Learn more at www.mwe.com/leap/ or visit our table in the exhibition area!

www.mwe.com







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TRACK 4

TRACK 4: ASIA - NORTH AMERICA WORKSHOPS & PANELS





Track 4	Presenters, Moderators & Panelists
1:00 - 1:50 PM LIFE SCIENCE NATION Connecting Products, Services & Capital SOURCING GLOBAL ASSETS FOR IN LICENSING B PARTNERSHIPS	 Dennis Ford, Founder & CEO, Creator of RESI Conference Series, Life Science Nation William Kohlbrenner, CSO, Life Science Nation
2:00 - 2:50 PM ASIA THERAPEUTICS INVESTORS Exploring and Explaining the Asia Therapeutic Industry	 Christopher Kim, Managing Partner, Novatio Ventures Weiyong Sun, Sr. Director, External Scientific Affairs, Daiichi Sankyo Tianle Redanz, Associate Director of Business Development, Mitsubishi Tanabe Pharma Jennifer Hu, Partner, US Healthcare, Qiming Venture Partners Tim Xiao, Principal, Delos Capital
3:00 - 3:50 PM CHINA CROSS-BORDER PARTNERS Sourcing Emerging Assets for Development	 Mark Tang, Managing Director, Good Health Capital Andy Li, Founding Partner, BioSense Global Giselle Chen, Founding Partner, Ivy Elite Capital Xixi Zhu, Vice President, Laurel Venture Yao Li Ho, Director of Business Development, LYFE Capital
4:00 - 4:50 PM LIFE SCIENCE NATION Connecting Products, Services & Capital	• Lucy Parkinson VP of Investor Research Life Science Nation



China Leads Charge to North America

ASIA INVESTORS

- Lucy Parkinson, VP of Investor Research, Life Science Nation
- James Huang, Research Analyst, Life Science Nation





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1:00 - 1:50 PM

WORKSHOP: SOURCING GLOBAL ASSETS FOR IN LICENSING & PARTNERSHIPS



Life Science Nation (LSN) has developed a Sourcing and Ranking Service (SRS) which provides clients with a strategic opportunity to quickly source, vet, rank and engage with early-stage partners developing technology assets that are available for in-licensing. LSN's unique position in the early stage space, and the range of capabilities we have developed, provide a strong foundation for SRS. By leveraging the LSN global partnering platform and extensive experience assessing technology assets, SRS allows clients to expeditiously find and de-risk early stage technology assets and to immediately focus on top-tier assets that align with their interests. The ultimate goal is to provide clients with a service that allows them to expedite the research and technology vetting stages and position them to enter diligence with the owners of the technologies they are interested in.



Dennis Ford, Founder & CEO, Creator of RESI Conference Series, Life Science Nation

Dennis Ford is an entrepreneur and author with expertise in sales, marketing, and business development. He has spent most of his career launching new companies. Over the last decade, 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 dialog 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 Life Science Executive's Fundraising Manifesto, two well-received sales and marketing books.



William Kohlbrenner, CSO, Life Science Nation

Dr. Kohlbrenner is currently Chief Scientific Officer at Life Science Nation (LSN) and is Consulting Scientist for Boston Innovation Capital. In addition, he is CEO of NeuroLucent, a Chicago-based company working on Alzheimer's disease. Prior to joining LSN, Bill was a director at AbbVie, where he led a global scouting team and conducted strategic assessments of early- and late-stage pipeline opportunities. Earlier in his career, Bill led drug discovery research programs in oncology, antivirals and antibacterials. Bill has co-authored numerous research articles (~60) examining the fundamental aspects of various drug targets and the molecular basis of drug action. He received his Ph.D. from the State University of New York (SUNY) and completed postdoctoral training at the Molecular Biology Institute at UCLA.

4:00 - 4:50 PM

WORKSHOP: ASIA INVESTORS LANDSCAPE



Capital from Asian countries has become a significant force behind life science innovations in North America, with Asia-based firms participating in a significant number of Series A & B rounds. There are clear trends emerging in US-Asia cross-border investments in life sciences. Although cross-border deals are considered challenging at times, a good number of Asian investors are willing to take a leading role, including both financially-driven VCs and strategically driven pharma and healthcare firms based throughout the Asia region. This workshop will explore the trends driving this evolving capital landscape.



• Lucy Parkinson, VP of Investor Research, Life Science Nation

Lucy Parkinson is LSN's VP of Investor Research, and leads LSN's investor outreach and analysis team. She additionally contributes to LSN's web marketing as the voice of LSN's videos and a contributing writer on both The Life Science Executive's Fundraising Manifesto and the Next Phase newsletter. Prior to joining LSN, Lucy spent several years working at CPA firms, gaining experience working with small corporations, partnerships and nonprofit organizations. Lucy graduated from the University of Leeds with a degree in the History and Philosophy of Science. She is also a FINRA-registered securities principal and an Enrolled Agent.



• James Huang, Research Analyst, Life Science Nation

James Huang is a Research Analyst for LSN in Boston, Massachusetts. Previously, James served as a Research Assistant in the Hematology Division at Washington University in St. Louis, growing modified TFPI and developing assays to detect the efficiency of these mutations. Previously, he served as an analyst at Informulary, a start-up dedicated to analyzing FDA clinical trial data and systematic review data to extract relevant data for use in more easily understood drug labels and for use in advising self-insured employers determine medications to be covered in their formularies. Currently, as a Research Analyst at Life Science Nation (LSN), he collaborates with investors in various life science sectors such as therapeutics, medical devices, diagnostics, and healthcare IT. James also works closely with many Chinese investors and has written articles on the Chinese market based on conversations with these investors and research he has done on the topic. James received his B.A. in Neuroscience from Dartmouth College.



2:00 - 2:50 PM **ASIA THERAPEUTICS INVESTORS**



This panel features a diverse group of speakers from cross-border investment funds and Asia-based global pharma firms, and focuses on therapeutics investments in the perspective of Asia-based firms or those with strong expertise in Asian markets. Topics may include:

- Current areas of interest
- Market landscape in Asian countries (similarities & differences)
- Common issues when working with firms with Asian angles
- Investment process

Panelists will discuss how they evaluate therapeutics opportunities in the perspective of the Asian industry. The discussion will touch upon markets in different countries within Asia, and how companies can effectively enter these markets. Panelist will also discuss how companies can approach Asia-based investors, and how they can effectively differentiate themselves in a crowded space.



Christopher Kim, Managing Partner, Novatio Ventures

Dr. Kim is managing partner of Novatio Ventures and the Korea-Seoul Life Science Fund (KSLSF). Novatio Ventures is an early stage investor of the life science companies originating from North America. KSLSF is a cross-border venture capital fund investing in companies in South Korea and the US and holds 20 companies in its current portfolio. He co-founded KSLSF while at Oxford Bioscience Partners, which is a Boston-based life sciences VC, where he served as partner. Dr. Kim was previously Associate Director and Head of Operations for the global BioMarker Development group at the Novartis Institutés for BioMedical Research. He held an additional role in corporate development and strategy while at Novartis. Dr. Kim received an MBA from Carnegie Mellon University, PhD in Biomedical Sciences from the University of Texas Health Science Center and the MD Anderson Cancer Center and a BA in Economics and BS in Biology from University of California at Irvine.



• Weiyong Sun, Sr. Director, External Scientific Affairs, Daiichi Sankyo

Dr. Weiyong Sun is currently Senior Director, Searching and Evaluation, Global Business Development and Licensing at Daiichi Sankyo Group. He joined Daiichi Sankyo Japan in April 2002. He was involved in a broad range of R&D activities from target discovery to clinical development of a number of anti-diabetes drugs. In October 2007, Dr. Sun was elected to be assigned to work for Daiichi Sankyo Research Institute in the U.S. He was responsible for identifying and evaluating in-licensing, partnering and research collaboration opportunities. His current focus is in Pain, Cardio-Renal, Ophthalmology and Rare Disease. Dr. Sun received an M.D. from Beijing Medical University (now Peking University Medical School), a Ph.D. in Biochemistry from the University of Tokyo and an MBA from Columbia Business School. He was a postdoctoral fellow in the Blood Research Institute, Medical College of Wisconsin.



Tianle Redanz, Associate Director of Business Development, Mitsubishi Tanabe Pharma

Dr. Tianle Redanz is the associate director of Business Development in Mitsubishi Tanabe Pharma Holdings America, Inc.. She is responsible for the strategy and operational activities of global BD in Mitsubishi Tanabe. She is majorly involved in the project selection and evaluation activities, assisting expert consultation activities, and establishing the company's global BD process. Tianle has years' business development experience in the US and emerging markets, including licensing-in and licensing-out responsibilities. Tianle received her Ph.D. in Medicinal Chemistry from University of Rhode Island. Currently, she is enrolled in the EMBA program in Yale University. Tianle received her post-doctor training in Cornell Medical School. She is the patent owner of synthesizing Nicotinamide Riboside (NR), a newly developed vitamin, which is known to be the aging modulator. In 2015, the first commercial product of NR camé to the US market. In 2012, Tianle co-founded Garbo Biotech in order to bring NR products to China. Tianle has coauthored 20+ publications and 10+ patents pertaining to the design and synthesis of lead candidate compounds for genetic disorders, oncology and infectious diseases.



• Jennifer Hu, Partner, US Healthcare, Qiming Venture Partners

Mr. Arnold is the president of Arnold Strategies, LLC, a strategic advisor to early and growth stage CEO's, an angel investor with Mass. Med. Angels and Boston Harbor Angels. Prior to founding Arnold Strategies, Mr. Arnold spent 20 years as the CEO of multiple private and public technology and life science companies. Among these are Cambridge Heart, a cardiology diagnostics company which he founded and took public, CardioFocus, a catheter ablation company and Accelrys, with software tools for rational drug design, now a division of Dassault Systemes. As an angel investor, Mr. Arnold, has invested in, among others, SmartCells (sold to Merck), BioAssets development Corp (sold to Cephalon), Syntonix (sold to Biogen Idec), Health Honors (sold to Healthway), JB Therapeutics.



• Tim Xiao, Principal, Delos Capital

Tim is a Principal at Delos Capital since its inception in 2014 and has over 10 years' experience in banking and life sciences investment. Tim started his career as an investment banker at China International Capital, and later joined the Investment Banking Division of Goldman Sachs where he completed a series of industry defining transactions with total deal value over US\$4 billion. Tim serves as a Board member for Liposeuticals, Curatia Medical and as an Observer for Allera Therapeutics, Intrinsic Therapeutics and Atia Vision. Tim holds a Bachelor of Science degree from Shanghai Jiao Tong University.



3:00 - 3:50 PM CHINA CROSS-BORDER PARTNERS





This panel will feature expert speakers all from Chinese cross-border investment groups discussing topics such as:

- Key difference between the Chinese and U.S. markets
- Factors of interest for Chinese cross-border investors
- How companies can position themselves for Chinese cross-border investors
- Investment process in China

Panelists will discuss how they evaluate opportunities as cross-border investors with a Chinese interest and how the Chinese market differs from other global markets. Panelists will also discuss the best ways for companies to approach investors like them, and how companies can better prepare themselves if they're interested in working in China.



• Mark Tang, Managing Director, Good Health Capital



Mark Tang is a managing director of Good Health Capital, a healthcare private equity firm with offices in Asia and New York. Mark has over two decades of experience in the field of biotechnology as an entrepreneur, educator, advisor and investor. He was formerly a research associate at Rockefeller University and a biotech director at Rutgers Business School. Mark holds several degrees including an MPH from Harvard.



• Andy Li, Founding Partner, BioSense Global

Andy has more than 25 years of biomedical research and biopharmaceutical industry experience with proven track records in global drug development in multiple therapeutic areas, alliance management, and business development. He previously held management positions at GSK, Abbott and Daiichi Sankyo. During his extensive career, Andy worked directly on highly successful projects and products, including HUMIRA and Olmesartan. He also managed and led the development, registration, and commercialization efforts in key markets, including the U.S., Europe, Japan, China, Korea, Taiwan, Brazil and others. Currently he is the co-founder, CEO and President of BioSense Global LLC. PhD from Albert Einstein College of Medicine and MBA from Duke University.● PhD from Albert Einstein College of Medicine and MBA from Duke University.



• Giselle Chen, Founding Partner, Ivy Elite Capital

Giselle is responsible for the fund management, portfolio management and operations, and investment/exit term negotiations at Ivy Elite Capital. She focuses on Intelligent Manufacturing, Medical Devices and Clean Energy industries. Giselle is a serial entrepreneur and an experienced business consultant. Giselle started her first consulting firm in her third year at Western University where she helped dozens of companies accelerate their global business growth by successfully leading the go-to-market strategy for clients. Giselle has served in various senior roles advising and managing small startups. She was the entrepreneur mentor of the Technology Entrepreneurship program at Stanford University. She is currently engaged in a range of go-global business mentoring and investment activities. She is the mentor of GTAN, cross-board investment pitch mentor of Shenzhen Innovation Competition, and the guest speaker of numerous national-level cross-board investment conferences and summits in US, Canada and China.



• Xixi Zhu, Vice President, Laurel Venture

Xixi Zhu is currently Vice President of Business Development at DNAlite Therapeutics, Inc., an early-stage therapeutics company based in San Francisco focused on developing gene therapy for gastrointestinal diseases by targeting stem cells in intestinal crypts. Simultaneously, she also serves a Vice President at Laurel venture capital investing in early-stage therapeutics companies in Europe and US. She was formerly an analyst from venture capital funds Forbion Capital Partners (The Netherlands), and 4Bio Capital Partners (United Kingdom) investing in early-stage therapeutics companies. Xixi holds an MPhil in Bioscience Enterprise from Cambridge University and an MPhil in Neuroscience from University College London. She was also a research scientist at Imperial College London working on developing a multi-hormonal artificial pancreas system.



• Yao Li Ho, Director of Business Development, LYFE Capital

Yao Ho is LYFE Capital's business development director, based out of their Palo Alto office. Prior to joining LYFE Capital, he was a part of Yangtze River Pharmaceutical Group, helping to source, evaluate, coordinate due diligence and negotiate with potential international partners in the United State, Europe and Japan. Yao has also worked at various diagnostics, nanotechnology and digital health startups where he started as an R&D Engineer and has experience as a founding team member. As a local Californian raised in Silicon Valley, he has taken steps to maintain his Mandarin, as China is poised to be a leading country. Yao is an MBA graduate from Tsinghua University in partnership with MIT and Bachelors in Biomedical Engineering from UC-Irvine specializing in bio-photonics and microfluidics research.

Life Science Nation accelerates fundraising with its matching platform to create relationships between early stage scientist entrepreneurs and emerging life science investors.







INVESTOR PLATFORM

5,000 early stage life science investors across **10** categories

COMPANY PLATFORM

50,000 emerging biotech, medtech, diagnostic and healthcare IT companies

CONSULTING SERVICES

- Sourcing & Ranking Service
 - Vetting & Ranking
 - Expert System
 - Secure Data Vault
- The Entrepreneurs Academy
 - MKT 466
 - Fundraising Workshop and Panel Series















FUNDRAISING ADVISORY FIRM

Providing tactical assistance in executing fundraising campaigns in the biotech and medtech arenas

GLOBAL NETWORK OF INVESTORS

Securing meetings and fostering relationships with qualified investors that are a fit

INTEGRATED WITH LSN & RESI

Making your fundraising more efficient and effective based on technology and relationships







• (5)





Therapeutics | Medical Device Diagnostics | Healthcare IT

800+
ATTENDEES

350+

Healthcare
Investors
& Strategic Partners

Qualified Early Stage Investors across 10 Categories



US States

(25)

Countries

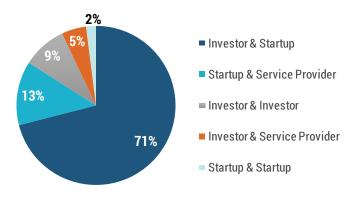
1,200+ Meeting Slots

82% C-Level Executives



Investor Type	Percentage
Large Pharma/Medtech	23%
Venture Capital	20%
Family Office/Private Wealth	14%
Corporate Venture Capital	13%
Angel	10%
Government Organization	9%
Endowments/Foundations	3%
Private Equity	3%
Institutional Alternative Investor	3%
Hedge Fund	2%

Who Meets with Whom at RESI Conferences



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.







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Johnson & Johnson Innovation, JLABS (JLABS) is a global network of open innovation ecosystems, enabling and empowering innovators to create and accelerate the delivery of life-saving, life-enhancing health and wellness solutions to patients around the world. JLABS achieves this by providing the optimal environment for emerging companies to catalyze growth and optimize their research and development by opening them to vital industry connections, delivering entrepreneurial programs and providing a capital-efficient, flexible platform where they can transform the scientific discoveries of today into the breakthrough healthcare solutions of tomorrow. At JLABS we value great ideas and are passionate about removing obstacles to success to help innovators unleash the potential of their early scientific discoveries. JLABS is a no-strings-attached model, which means entrepreneurs are free to develop their science while holding on to their intellectual property. JLABS is open to entrepreneurs across a broad healthcare spectrum including pharmaceutical, medical device, consumer and healthtech sectors. The JLABS flagship opened in 2012 in San Diego at Janssen's West Coast Research Center, and since then has grown to ten global locations including the Bay Area, Boston & Lowell, MA, Houston, Toronto, Beerse (Belgium), with New York City, opening in June 2018, and Shanghai in 2019. For more information please visit www.jlabs.jnjinnovation.com or follow @JLABS.



Life Science Nation (LSN) accelerates fundraising using its matching platform to create highly compatible relationships between early stage scientists/ entrepreneurs and emerging technology investors. LSN researches and curates market intelligence on two industry sectors: The first is emerging biotech and medtech companies, which by their ephemeral nature are challenging to find and track. Second, LSN tracks ten categories of early stage life science investors and identifies who is filling the void left by venture capital. LSN owns and operates the Redefining Early Stage Investments (RESI) conference series, which brings together global early stage biotech and medtech companies with early stage investors.

McDermott Will&Emery

For life sciences leaders seeking to clear their path to success, McDermott Will & Emery is an industry-leading law firm offering mission-first business solutions that are equally informed by market intelligence and proven experience. We harness the power of collaboration to bring the right combination of people, skills and knowledge to bear at the right time. Composed of top lawyers with demonstrated strength across intellectual property, transactional and litigation law and FDA regulatory, we're a purpose-built team of thought leaders united by a passion for our work. For decades, we have embraced the value of focused knowledge, harnessing both the particular skills of individuals and the collective experience of our team. This makes us uniquely qualified to help you move business initiatives across the finish line when it matters and anticipate what's next. McDermott Will & Emery is a leading international firm with a diversified business practice. Currently numbering more than 1,100 lawyers, we have 20 offices worldwide and a strategic alliance with MWE China Law Offices in Shanghai.

STETSON FAMILY OFFICE

Stetson Family Office formed Healthcare Impact Foundation in 2017 as a 501-c-3 charity dedicated to building a better healthcare private equity ecosystem for getting the best of the best healthcare ideas from the research laboratory to commercialization by:

- Building sustainable evergreen endowment financing for life science accelerators to build local accelerators that can help organize companies with the first institutional capital and provide on-going financial support.
- Fostering collaboration between centers of life science innovation which is currently not occurring
- Optimize the provision of outside capital through its network of investor relationships (Angels, VC, PE, family offices and corporate and institutional exit partners) which works with local ecosystem for further co-investment into local companies from early stage to growth equity.



KOTRA is a Korean government agency dedicated to promote international trade and investment, drive the nation's economic development, and build prosperity for the global community. Through its 127 offices in 86 countries, KOTRA serves small and medium-sized Korean enterprises to expand their businesses overseas. Cultivating innovation and building vibrant, sustainable startup ecosystem is key to reaching the next stage of Korea's economic growth. To that end, KOTRA is committed in mentoring (often through partnerships with global companies and other government bodies) rising startup companies and providing institutional support to facilitate their continued success.

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MaRS Discovery District is the world's largest urban innovation hub. Focused on four high-impact sectors – health, cleantech, fintech and enterprise – MaRS helps promising Canadian tech ventures reach global markets by connecting them to the investors, talent, customers and corporate partners they need to scale. Based in downtown Toronto, a leading centre for health research, MaRS works with more than 350 promising health ventures that are leveraging Canadian strengths in areas like oncology, stem cells, medical devices, digital health and synthetic biology. MaRS is also home to cutting-edge lab facilities such as the Structural Genomics Consortium, the Ontario Institute for Cancer Research, the Canadian Institute for Advanced Research and Johnson & Johnson's only JLABs incubator outside the United States.



Boston Innovation Capital (BIC) is an advisory firm that was spun out of Life Science Nation (LSN) in 2014 to address an unmet need among early stage scientist-entrepreneurs for tactical, hands-on assistance in packaging management teams and technologies, and executing fundraising campaigns. Traditionally, there are two alternative paths that can be used to address early-stage fundraising needs for life science companies; hire an internal business development executive at a cost of \$150k -\$250K annually, or find a small-tier investment bank that would be willing to undertake their financing. Boston Innovation Capital was created as a new, more effective and flexible solution to provide this global outreach service, and help new life science technologies take the next step towards the market by augmenting management teams' outbound campaign initiatives.



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 medical products that save lives and improve the quality of life. Through collaboration with our parent company, ProAssurance, and our clinical trial industry experts, we provide a single source of innovative healthcare liability insurance solutions to the life sciences companies we serve. From ideas and prototypes to the reality of commercialization and success – We can Meet Your Changing Needs. Call me to discuss the cost of insurance coverage, what coverages are needed and when for your business plan. George Ayd (703)652-1309



Astellas Pharma Inc., based in Tokyo, Japan, is a company dedicated to improving the health of people around the world through the provision of innovative and reliable pharmaceutical products. We focus on Urology, Oncology, Immunology, Nephrology and Neuroscience as prioritized therapeutic areas while advancing new therapeutic areas and discovery research leveraging new technologies/modalities. We are also creating new value by combining internal capabilities and external expertise in the medical/healthcare business. Astellas is on the forefront of healthcare change to turn innovative science into value for patients. For more information, please visit our website at https://www.astellas.com/en



Burns & Levinson has been delivering high-level, service-focused, results-oriented legal solutions to regional, national, and international clients since 1960. Based in Boston, and with regional offices throughout Massachusetts and Rhode Island, our team of more than 125 attorneys maintains decades of collective experience in providing various legal services, including guiding life sciences companies to success at all phases of the business life cycle – from technology and product licensing, patent and trademark procurement and enforcement, and strategic partnering and acquisitions, to public and private financings, cross-border transactions, and export regulation compliance. We take a holistic approach to every matter we undertake, with a singular focus on the goal of adding value for our clients at every turn.



Business Sweden is the official Swedish trade and investment council. We help international companies to develop successful business in Sweden by providing strategic advice, information and hands-on support. International companies can benefit from Sweden in many ways. One way is to tap into the skills and technologies in our industry clusters and research institutions. ICT/Tech, life sciences, e-mobility and new materials industries are all areas where Swedish companies excel and compete at the highest international level. Our experts have deep knowledge of our business areas, experience from leading positions and established networks. They will gladly assist you with advice, guidance and contacts that help to grow your business on the Swedish market.





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Life Science Nation Launches First Coast Healthtech Week: A 3-Day Funding and Investment Event for Research, Pre-clinical, Seed and Series A or B Startups

Boston, MA, May 29, 2018 - Life Science Nation (LSN) launches a new early stage global investor conference called First Coast Healthtech Week, September 5-7th in Boston, MA. The new annual event will expand access to the earliest stage companies, not yet on global investors' radar. This includes companies within the healthcare industry across the First Coast: DC, MD, PA, NJ, NY, RI, CT, and MA – essentially the North East Corridor.

LSN's established network of early stage global investors attend RESI Conference Series to source, engage and allocate funds to startup firms across the silos of biotech, medtech, diagnostics, and digital health.

"The First Coast is blessed with an amazing amount of technological assets addressing unmet medical needs across the entire healthcare spectrum. They need to get in front of global investors," says Dennis Ford, CEO at Life Science Nation. This includes over 100 incubators, accelerators, tech transfer, university translation initiatives, hospitals, and research labs each with aggregate portfolios of 1000 or more assets.

Chuck Stetson, CEO of Stetson Family Office, is a Title Sponsor of the Healthtech Innovators Investor Summit on September 5th, and the RESI Global Investor Conference on September 6th. Stetson is pioneering a new, nonprofit, evergreen, endowment model for early stage global companies within technology rich innovation hubs. "It is time to address the developmental 'valley of death' and muster state-of-the-art resources to bring breakthrough technologies to market faster," Stetson stated.

LSN invites the technology hubs, and their scientist/entrepreneurs, of the First Coast to take advantage of this inaugural launch. LSN created an affordable registration price that will facilitate more startups attending the three-day event. "We had to get the price point right as the early stage folks have been priced out of most of the other conferences," said Ford. Register for the event at www.firstcoasthealthtech.com.

Qualifying First Coast day 1 registrants are the north east corridor incubators, accelerators, tech transfer, university translation initiatives, hospitals, research labs and their constituents as well as the investors and partners that seek them. Day 2 and 3 are open to all global attendees – scientist entrepreneurs, fundraising CEOs, investors, channel partners and service providers.

Media Contact

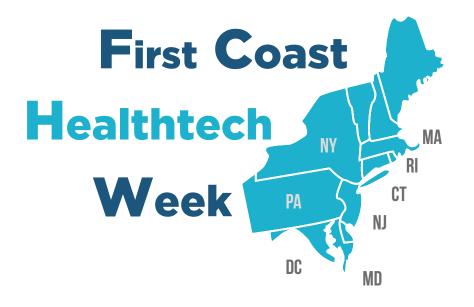
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SAVE THE DATES

Join Life Science Nation for the inaugural First Coast Healthtech Week!



BOSTON, MA SEPT. 5-7, 2018

Created by



DAY 1

Healthcare Innovators Technology Gathering DAY 2

RESI Global Partnering Conference DAY 3

Entrepreneurs Academy Workshop Series

Life Science Nation is launching a new early stage global investor conference inviting the top cutting edge players from DC, MD, PA, NJ, NY, RI, CT, and MA. The week will encompass three days each with specific themes to develop entrepreneurial skills in workshops and accelerate conversations between decision makers.

REGISTER NOW

Register and learn more at www.firstcoasthealthtech.com