



RESI REDEFINING
EARLY STAGE
INVESTMENTS

SEPT. 6, 2018
BOSTON, MA

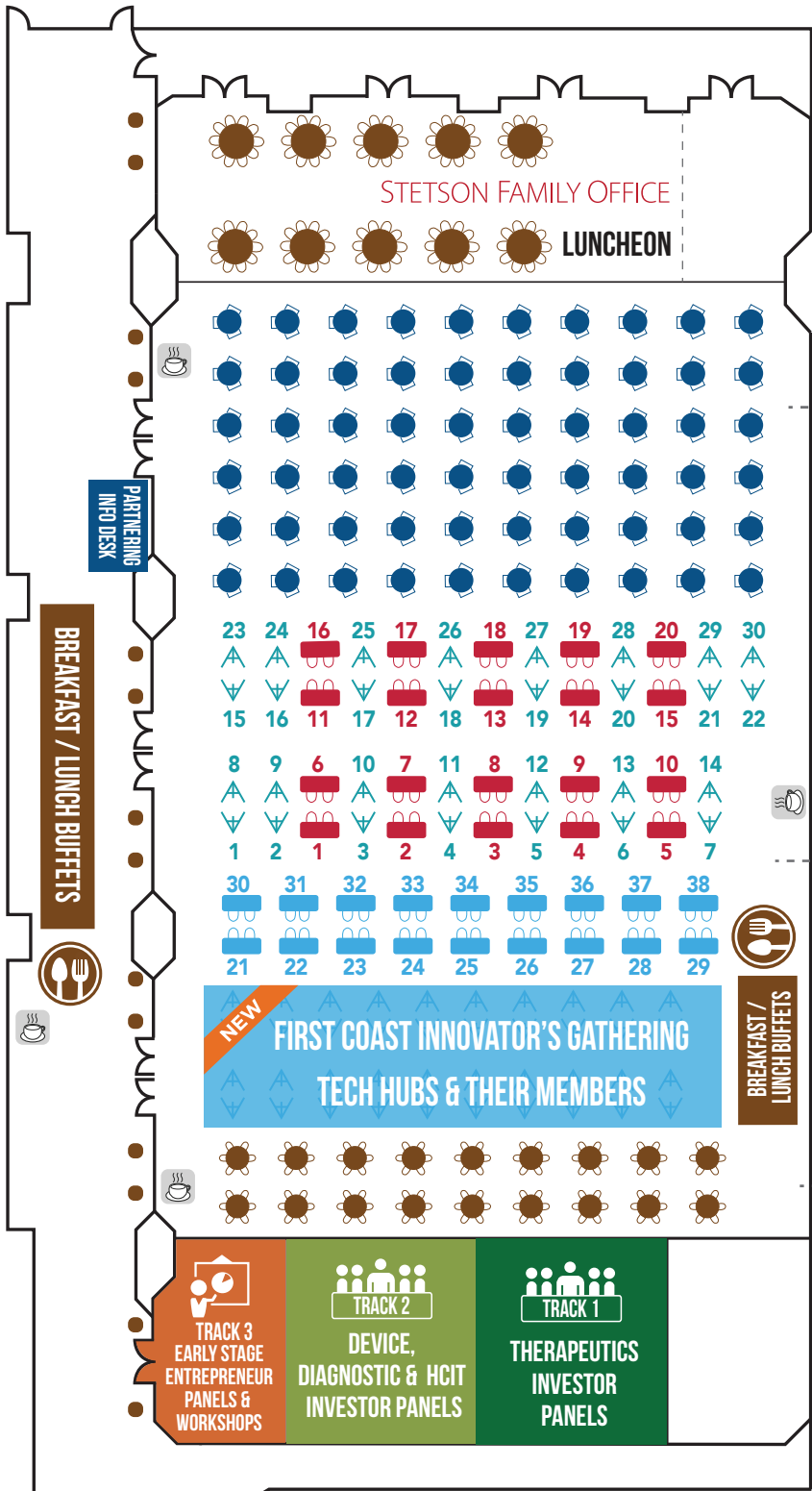


Early stage investors, fundraising CEOs, scientist entrepreneurs, strategic partners, and service providers now have an opportunity to **Make a Compelling Connection**

ONSITE GUIDE



STETSON FAMILY OFFICE



PARTNERING FORUM



EXHIBITORS



INNOVATION
CHALLENGE
FINALISTS



TECH HUBS



TECH HUB
MEMBERS



AD-HOC MEETING AREA
BREAKFAST & LUNCH DINING



By Invitation Only

REGISTRATION



COCKTAIL
RECEPTION



RESTROOM



SALON H-K

STETSON FAMILY OFFICE

LUNCHEON

RESI

BOSTON

SEPT. 6, 2018

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Thank you for joining us today at RESI Boston, Life Science Nation's hometown fall partnering event. It's been five years since LSN held the very first Redefining Early Stage Investments (RESI) Conference event here in Boston, and RESI continues to be the only dedicated early-stage partnering conference across the domains of drugs, devices, diagnostics and digital health. LSN would like to thank our partners and sponsors, Johnson & Johnson Innovation JLABS, Stetson Family Office, McDermott Will & Emery, and Merck, for joining us in Boston for this event.

RESI has continued to adapt to the needs of the early-stage life science marketplace, and today, LSN presents a new addition to RESI's format - the First Coast Innovator's Gathering.

Recently, early-stage investors and partners in LSN's network have expressed the need to meet companies at an earlier, spin-out stage of development. These new startups can be among the hardest companies for investors to access, as their presence is scattered across dozens of tech hubs and incubators around the world. For this RESI event, LSN decided to focus on gathering together tech hubs and their members from one key region - the "First Coast" of life sciences along US Northeast corridor, including tech hubs in DC, MD, VA, PA, NJ, NY, RI, CT and MA. Additionally, the First Coast Innovation Challenge invited all eligible tech hub members from DC through Boston to apply for an opportunity to pitch to a panel of early-stage investors. The 8 finalists were selected by LSN's Expert System and scientific review team to present their technology through a 7-minute pitch. Investors will provide feedback and questions to the pitching CEOs. You can see all the pitches in RESI Track 3 at 1:00-2:30pm.

There will also be the standard array of RESI Innovation Challenge participants throughout the exhibit hall presenting their technologies via poster displays. 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.

Partnering remains core to the RESI experience. With the LSN Investor Platform providing detailed information on what the attending investors are looking for, RESI attendees can approach meetings with a strong basis for dialogue and the knowledge that the person across the table is a good fit for their product or mandate. It's this high-touch partnering experience that has made RESI into a standout networking event in the life sciences world in the last five years.

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 focused on how very early-stage companies can access capital and funding, including Seed Funds, Non-Dilutive Startup Funding and Resources from the NIH, and Big Pharma at Seed Stage. These panels will help entrepreneurs understand how to find the capital required to bring their products to market.

We hope you all make great connections at RESI today, and begin some meaningful dialogues that lead your companies toward commercialization. Join us again in NYC on November 5th.

Sincerely,

Dennis Ford

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



**LIFE SCIENCE
NATION**

Connecting Products, Services & Capital

RESI AGENDA



Track 1:
Biotech
Investor Panels



Track 2:
Device, Diagnostic,
& HCIT Investor Panels



Track 3:
Early Stage Entrepreneur
Panels & Workshops



Track 4:
Partnering
Forum

7:00 - 8:00 AM: Registration & Breakfast

8:00
-
8:50
AM

BIG PHARMA LICENSING & PARTNERSHIP

Pipeline Strategy for Preclinical and Early Clinical Assets

HEALTH SYSTEM PARTNERS

Care Providers and Payers Seek New Technologies

SEED FUNDS

Investing in Emerging Science to Pursue High Rewards

9:00
-
9:50
AM

BIG PHARMA AT SEED STAGE

Major Firms Partner Creatively with Emerging Startups

DIGITAL HEALTH INVESTORS

Leveraging Software to Lower Costs and Improve the Quality of Care



NON-DILUTIVE STARTUP FUNDING & RESOURCES FROM THE NIH

**MORNING
EARLY STAGE
PARTNERING
FORUM**

10:00
-
10:50
AM

IMPACT INVESTORS

Life Science Investors Looking for More Than Financial Returns

DIAGNOSTICS INVESTORS

New Generation of Technologies Changing Treatment Paradigms



FUNDRAISING BOOT CAMP

11:00
-
11:50
AM

EARLY STAGE THERAPEUTICS INVESTORS

Investing Early in Novel Therapeutics

MEDICAL DEVICE INVESTORS

Investing in Novel Engineering

McDermott Will & Emery NEGOTIATING TERM SHEETS

What's Best for the Company and What's Best for You?

12:00 - 1:00 PM: Lunch Break

1:00
-
1:50
PM

CORPORATE VENTURE CAPITAL

The Corporate Landscape Morphed and New Opportunities Abound

INVESTING IN MENTAL & BEHAVIORAL HEALTH

Exploring a Commonly Misunderstood Space Through Digital Health Solutions

NEW

STETSON FAMILY OFFICE



FIRST COAST INNOVATION CHALLENGE

2:00
-
2:50
PM

TALES FROM THE ROAD

Biotech & Medtech CEOs Share Their Story

FAMILY OFFICES

How Do Family Offices View Seed and Series A Rounds?

8 First Coast Tech Hub Members Pitch to a Panel of Early-Stage Investors

**AFTERNOON
EARLY STAGE
PARTNERING
FORUM**

3:00
-
3:50
PM

ASIA CROSS-BORDER INVESTORS

Sourcing Emerging Assets for Development

INVESTING IN PERSONALIZED MEDICINE

Improving Outcomes Through a Patient-Tailored Approach

ANGEL INVESTORS

Explaining the Process of Engagement

4:00
-
4:50
PM

INVESTORS LEVERAGING CFDA

Navigating China's Regulatory Barriers

BIG DATA IN HEALTHCARE

AI and Novel Technology Optimizing Digital Health Platforms & Infrastructure



DEAL & PRODUCT VALUATIONS

5:00 - 7:00 PM: Cocktail Reception

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](https://jlabs.tv/joinus)

 **@JLABS**





Fixing the Funding Gap for Early-Stage Commercialization of Innovation in Life Sciences

- 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**.

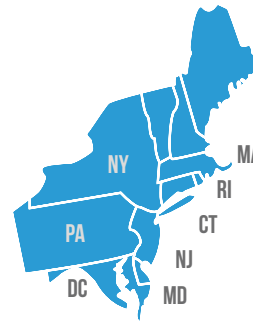
STETSON FAMILY OFFICE

505 Park Avenue, New York, New York 10022



RESI Boston has expanded to include the earliest stage companies from the discovery stage through venture stage: companies seeking grants, seed, angel, Series A, and Series B funding.

The First Coast Innovator's Gathering features incubators, accelerators, tech transfer offices, university translation initiatives, hospitals, research labs and their constituents from DC, MD, VA, PA, NJ, NY, RI, CT and MA. LSN's network of early-stage global investors will have access to all the key players in one place and learn about the iterative, breakthrough, and transformative technology coming out of the First Coast region.



FIRST COAST INNOVATOR'S GATHERING

As part of the First Coast Innovator's Gathering, the **First Coast Innovation Challenge** invited all eligible tech hub members from DC through MA to apply for an opportunity to pitch to a panel of early stage investors. The 8 finalists were selected by LSN's Expert System and scientific review team to present their technology through a 7-minute pitch. Investors will provide feedback and questions to the pitching CEOs. **(Track 3, 1 - 2:30 pm)**

First Coast Tech Hubs

 <p>Table 21</p>	 <p>Table 22</p>	 <p>Table 23</p>	 <p>Table 24</p>
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 <p>Table 37</p>	 <p>Table 38</p>	<p><i>Tech hubs and their constituents based in the "First Coast" of life sciences in the US Northeast will gather together at RESI for the first time to get on the radar screens of potential global investors and strategic partners.</i></p>	

MASSACHUSETTS



UMass Dartmouth's Center for Innovation and Entrepreneurship (CIE) is an incubator for technology-driven companies to build their exciting ideas. Capabilities & Facilities: - Mechanical engineering and prototype development - Laboratory capabilities in the environmental, marine and life-science arenas - Office and/or laboratory accommodations - Conference space - Close connection to UMass Dartmouth's world-class faculty and students.



Johnson & Johnson Innovation, JLABS (JLABS) is a global network of open innovation ecosystems, enabling and empowering innovators across a broad healthcare spectrum including pharmaceutical, medical device, consumer and health tech sectors 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 also produces campaigns to seek out the best science called QuickFire Challenges. For more information, visit www.jlabs.jnjinnovation.com or follow @JLABS.



Mansfield Bio-Incubator is a non-profit biotech, pharma, life science, and medical device business incubator facility. Our mission is to facilitate and assist the creation, growth, and success of the next generation of biotech, pharma, life science, and medical device companies. We were created to nurture entrepreneurial and economic development in the community. We aim to do this by maintaining affordable lab and office space and making cutting-edge technology, services, training, mentoring, and a network of professional advisors available to small biotechnology companies and healthcare-related start-ups.



MBI offers support to creative entrepreneurs with sound scientific business plans. Through its incubator facilities in Worcester, MBI lowers the barriers to success for emerging companies by providing cost effective, high quality laboratory and support services.



The Tufts Technology Transfer and Industry Collaboration (TTIC) is responsible for facilitating the transfer of Tufts technology for public use and benefit. TTIC evaluates, obtains proprietary protection for, and assists in the distribution of technology for research and commercial purposes. TTIC is responsible for transferring technology for commercial development by identifying potential markets and negotiating license agreements with industry partners, be they large or start-up companies.



Boston Children's Hospital is a 404-bed comprehensive center for pediatric health care. As one of the largest pediatric medical centers in the United States, Boston Children's offers a complete range of health care services for children from birth through 21 years of age. (Our services can begin interventions at 15 weeks gestation and in some situations we also treat adults.) We have approximately 25,000 inpatient admissions each year and our 200+ specialized clinical programs schedule 557,000 visits annually. Last year, the hospital performed more than 26,500 surgical procedures and 214,000 radiological examinations. Our team of physicians and nurses has been recognized by a number of independent organizations for overall excellence, and we're proud to share some notable examples with you here.

MASSACHUSETTS



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.



The University of Massachusetts opened the Venture Development Center (VDC) in 2009 to make it possible for engineering and science entrepreneurs like you to move to or remain in Boston after graduation to realize their entrepreneurial dreams. We deliver the support you need when you need it to launch the next big technology or life science company, beginning with visa sponsorship. With thoughtful and meaningful business mentorship, connections and resources including offices, laboratories, and equipment. Backed by our years of experience and expertise. To date, the VDC has launched 95 companies, which have raised \$772M in venture capital. They have a headcount of 1,143 employees.



Founded in 1865, Worcester Polytechnic Institute (WPI), a global leader in project-based learning, is a distinctive, top-tier technological university. Research at WPI is focused on discovery and innovation—with a purpose. The university's longstanding emphasis on applied research means faculty and students engage in work that is frequently translated into new intellectual property, and in turn, into new companies, products, and services. In addition' research, discovery, and innovation are highly integrated throughout the university in cross- and interdisciplinary collaborations. To this end, WPI is able to call on an extensive network of experts and resources to help turn a spark of imagination into a marketable innovation—from start-up to exit strategy.

RHODE ISLAND



Brown University originates globally relevant innovations by breaking traditional boundaries between fields of inquiry - thereby creating true convergence of disciplines and an instinctual culture of collaboration, innovation, and entrepreneurship. Brown is unique in its drive to solve real-world problems within a human, societal and environmental context. It is in our DNA to converge STEM, humanities, and arts to create practical and holistic solutions - and we are surprisingly user friendly! Brown excels in 5 interwoven fields: biology, medicine & health; brain & neuro-science; data & computer sciences; human-machine partnership; and next generation materials. Companies find Brown University to be a uniquely agile, resourceful and relationship-driven partner for game-changing innovation.

CONNECTICUT



Yale's Office of Cooperative Research (OCR) is the Technology Transfer Office at Yale University. We seek to foster commercial investment in the development of inventions and discoveries flowing from faculty research at Yale for the benefit of society and to generate additional financial resources through cooperative research programs and licensing royalty revenues. Our vision is to be the recognized leader in translating this academic research into products, while enhancing the research reputation of the university, assisting Yale in recruiting and retaining the best faculty, staff, and students, and catalyzing local economic development.

PENNSYLVANIA



PCI is the University of Pennsylvania's one-stop-shop for commercialization and entrepreneurship. PCI is comprised of several subgroups that advance Penn's technology via new venture creation, technology licensing, corporate alliances, sponsored research and more. PCI's mission is to maximize the potential of Penn's pioneering research to the benefit of the university, investigative team and society through the creation and stimulus of entrepreneurial endeavors.

NEW YORK / NEW JERSEY



The Children's Tumor Foundation is a 501(c)(3) not-for-profit organization dedicated to finding effective treatments for the millions of people worldwide living with neurofibromatosis (NF), a term for three distinct disorders: NF1, NF2, and schwannomatosis. NF causes tumors to grow on nerves throughout the body and may lead to blindness, deafness, bone abnormalities, disfigurement, learning disabilities, disabling pain, and cancer. NF affects one in every 3,000 people, of all populations. The Children's Tumor Foundation funds critical research into neurofibromatosis. In addition to benefiting those who live with NF, this research is shedding new light on several forms of cancer, brain tumors, bone abnormalities, and learning disabilities, ultimately benefiting the broader community. For more information, please visit www.ctf.org.



Technology Ventures and Partnerships (TVP) at New York University (NYU), encompassing the Industrial Liaison, Therapeutics Alliances, and Biomedical Entrepreneurship teams, promotes the commercial development of NYU-based technologies from across all of its campuses. NYU has a strong commitment towards supporting translational research, and TVP strives to bring biomedical products to market that will benefit the public while providing a return to support NYU's activities in research, education, and patient care. The TVP team also works to promote collaborations between the university's researchers and industry on projects of mutual interest.

UB's Business and Entrepreneur Partnership office is helping create a seamless and nurturing entrepreneurial ecosystem in Western New York through licensed technology, incubation facilities and programs, educational workshops and presentations, mentoring, seed grant funding when partnered with university faculty, and opportunities to meet with and pitch to investors. Whether you're just starting out or have an established business, we can help you grow. Connect with our vast network of resources to move your efforts forward. Collaborate on R&D projects, access state-of-the-art equipment, leverage student talent or partner with world-class researchers to support the commercialization of your ideas and drive innovation to market. Everyday victories happen here!



Entrepreneurs
University

Formed as the New Jersey Entrepreneurs' Forum Inc. in 1984, Entrepreneurs University is a non-profit educational institution. The programs help technology-based Entrepreneurs learn key skills and proper techniques, as well as gain the tools, resources, and access to professional investors needed to build strong companies and grow their Teams of Employees. Started by Entrepreneurs, Consultants, Angels, and Venture Capitalists, we have helped hundreds of Entrepreneurial Scientists, Engineers, and Technologists learn how to become Fundable CEOs. Some are featured as Best of the Best CEOs, and others are still working with us as Entrepreneurs-In-Residence. Entrepreneurs University programs have helped dozens of CEOs raise millions of dollars. In turn, new products and services to improve quality of healthcare and medicine, and information technologies come to the commercial marketplace.

MARYLAND

Frederick Innovative Technology Center, Inc. (FITCI) is a non-profit public-private organization created for local entrepreneurs seeking office space, laboratory facilities and business support services. We have created an ecosystem for scientists and entrepreneurs who want direction to grow their business. FITCI promises to deliver tough love from proven growth fanatics to confidently take the next step to launch. Founded on the belief that entrepreneurship is the key to a better future, FITCI is dedicated to serving its members. We specialize in the strategic business support of local entrepreneurs in the early stages of mostly science and technology based businesses. FITCI knows what it takes to start, run, and scale a business – we've been there!



BioHealth Innovation, Inc. (BHI) is a public private nonprofit organization focused on accelerating biohealth (therapeutic, diagnostic, medtech, and health IT) commercialization in the BioHealth Capital Region (Maryland, DC and Virginia). BHI's team of expert Executives-in-Residence, in-house venture analysts and other professional staff work not only to facilitate technology commercialization but also to raise the profile of the industry and individual organizations in the region, and to increase both the capital and talent with commercially relevant experience available to companies in the BioHealth Capital Region. BHI's early stage company support includes the development of commercialization plans, market research, promotion, non-diluted funding application assistance, introductions to investors, strategic partners, business advisors, and potential clients. BHI also manages wet lab and office incubator space for early stage companies, provides soft-landing support for international companies, and works with partners to host the annual BioHealth Capital Region CEO Forum and an annual investor conference beginning in Fall of 2018. For more information: www.BioHealthInnovation.org

FIRST COAST TECH HUB MEMBERS



densitas

Densitas is a medical imaging software company building an imaging analytics platform for delivery of precision breast health. The key challenges in breast screening are missed diagnosis, visual/operator errors, non-compliance with laws, standards and guidelines, as well as balancing quality, cost and clinical outcomes. Densitas' artificial intelligence technologies provide actionable patient-specific metrics that are aimed at ensuring compliance with nationally set reporting standards and clinical practice guidelines, and improving the effectiveness of mammography for better clinical outcomes, more appropriate care and cost effective service delivery.



MAG Optics
Re-engineering Vision

MAG Optics is an ophthalmic device innovator and has developed the world's first patient-centric corneal re-shaping platform. The intra-corneal implant is used to treat Keratoconus, a progressive, degenerative eye disease that causes severe visual impairment as well as other indications such as Presbyopia (age-related loss of near vision) and Astigmatism. We have conducted human clinical proof of concept studies (OUS) and implanted into 21+ patients, most with 1-2Y follow-up data. We are currently fundraising to advance regulatory activities with FDA. We are headquartered in Lowell, MA and with a UK office in London.



prapela

Prapela is an infant sleep tech company focused on the integration of stochastic vibro-tactile stimulation (SVS) technology into medical and consumer products to help newborns breathe and relax. Established July 2017, and now a Delaware C Corp, the company licensed the technology to launch the Prapela™ SVS Baby Box (for consumers) and the Prapela SVS pad (for hospital bassinets) to help improve care for newborns exposed to opioids. Over the next 5 years, the company expects to introduce several improvements and address many other sleep-disordered breathing and infant irritability related issues such as apnea of prematurity and colic.



STRAND
THERAPEUTICS

As a platform, gene therapy has long held the promise of expressing therapeutics proteins directly inside our own bodies. In previous generations, companies focused on DNA delivery without controlled gene expression. In more recent years, RNA therapeutics have emerged as safer, easier to deliver alternative gene delivery vectors. Strand Therapeutics exists at the intersection between synthetic biology and RNA therapeutics: the only company that has built the genetic programming language of RNA to precisely control the expression of RNA therapeutics and deliver truly revolutionary treatments.



torpedodx

TorpedoDx is reducing global cancer mortality through the early detection of cancer, guiding precision therapy selection, and monitoring patients to manage cancer as a chronic disease. We provide information-rich answers to complex cancer questions from a simple blood draw. TorpedoDx has exclusive access to commercialize liquid biopsy technology developed during a multi-year collaboration between MGH and Janssen Diagnostics. As the instrumentation and microfluidic device technology are at an advanced, ready-to-deploy stage, we are focused on assay optimization for genomic analysis of cancer cells and applications development. Our commercialization strategy is focused on two areas: 1) a liquid biopsy screen for patients at high risk for developing liver cancer, and 2) pharma services. We are seeking Series A investment to fund clinical trial(s) to validate the improvement in early detection of liver cancer and to establish centralized clinical lab operations to commercialize screening and pharma services offerings.



Hilltop
BIOSCIENCES
Helping Animals Heal Faster & Stronger

Hilltop BioSciences, Inc. is an early stage biotechnology company providing allogenic allograft therapies to regenerate and restore functionality after injury or disease or as maintenance therapies for long term health for animals. We are dedicated to healing animals faster and stronger. Placental allografts have been used in animals and humans for over 100 years. With the newly discovered (2000's) ability to cryopreserve the fluid, it is now available as an injectable therapeutic for wounds, eye injuries, tendon, bone, joint injuries. Research indicates there is minimal risk, no adverse reactions and high efficacy rates. Hilltop BioSciences is looking to modernize veterinary medicine by treating the underlying cause and not just the symptoms. The equine veterinary market is a \$2B market and growing. Our team is highly knowledgeable in the veterinary industry, with a large network of veterinarians and thought leaders and connections to the large distribution companies. We have exclusive licensing to unique patents with active plans to further develop new unique patents.



LX Medical

LX Medical is an early stage Massachusetts Corporation commercializing a suite of endobronchial imaging probes and image-guided bronchoscopic devices for interventional pulmonologists and thoracic surgeons. LX Medical's products are based on next generation imaging licensed exclusively from Massachusetts General Hospital. This superior technology provides 3D image data with a histological level of detail; characterizes tissue viability, micro-vasculature, fibrosis and composition; and can be miniaturized into small probes that integrate with variety of interventional tools. LX Medical's precision guided interventions address a worldwide market opportunity exceeding \$800M for clinical applications targeted by the Company, including monitoring lung transplant rejection, providing companion diagnostics for lung cancer treatment and guiding therapies for severe asthma.



X2C
excel to conquer

X2C BioSciences, Inc is an early stage life sciences and biopharmaceutical company committed to addressing the incessantly evolving unmet needs in oncology. In spite of the remarkable progress made in our understanding of the molecular mechanisms underlying cancer in recent years, attempts to develop reliable blood tests for the diagnosis of various cancers have been largely unsuccessful. This is due to extremely low abundance of cancer biomarkers in peripheral blood and also the inability to tie candidate biomarkers identified in cancer patients with the known cancer pathways. X2C BioSciences, Inc has a patent pending platform technology that can overcome these barriers. The current mission of the company is focused on developing and commercializing dependable blood tests for early diagnosis of various solid tumors.



Prana
BIOSCIENCES

Prana Biosciences, Inc. is a specialty pharmaceutical company focused on strategic drug product reformulation and drug substance structural improvements approaches to enhance the utility and commercial potential of complex approved drugs in the US. Headquartered in Massachusetts, Prana has applied our platform technology to reformulate our lead candidate for musculoskeletal pain management and designated it for expedited clinical development.

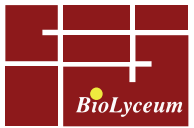
FIRST COAST TECH HUB MEMBERS



Niagara Biosciences's mission is to develop a bacterial ID platform for clinical diagnostics of infectious diseases with focus on diagnosis of urinary tract infection (UTI), a common infection affecting > 7 million people and costing US healthcare > 1 billion USD per year. Niagara's technology would rely on single DNA molecule mapping method to rapidly identify and count bacteria type in urine sample. Our plan is to introduce products to reduce and prevent UTIs acquired in hospital setting.



Advirna is a biotech company developing self-deliverable RNAi (sdRNAi) technology as research, discovery and therapeutic development platform. Self-deliverable RNAi technology is based on the extensive chemical modification of siRNA conjugates, which allows efficient transfection of all cell types (including primary cells) in vitro and specific tissue-dependent gene knockdown in vivo (liver, kidneys, brain, etc). sdRNAi is the most advanced and robust RNA interference technology on the market, with a broad applications in in vivo functional genomics, target validation, disease modeling and drug discovery, with potential applications in multiple research fields, including neurobiology and tumor immunology. Advirna is seeking partnerships for applications of its technology and investment for further commercialization of technology.



BioLyceum holds a patent of tools/methods for high-throughput Formalin-Fixed Paraffin-Embedded (FFPE) histology. Traditional FFPE histological process is labor-intensive and time-consuming even though it is heavily used in healthcare and drug discovery. It also needs large amount of materials and toxic chemicals. BioLyceum developed several designs of histodividers to fit multiple tissues in a single paraffin block. These microtome sectionable dividers keep tissues separated and easily identifiable in all the slides and digitalized images. This method needs no upgrading of current equipment and technique yet is cost-effective and more environmental friendly.



ZATA Pharmaceuticals, Inc. (Worcester, MA) is a small start-up biotech co-founded by Dr David Tabatadze, current President of ZATA and Dr. Paul Zamecnik (1911-2009) in 2009. ZATA has been developing disposable closed systems for the purification of transfusable blood that will allow an inactivation of any kind of blood borne pathogens if presented. Developed prototypes are ready for the preclinical validation. ZATA has generated strong IP portfolio, and has the capacity to produce, evaluate, and optimize mentioned purification systems for the clinical testing. ZATA has already allocate potential customers and discussed commercialization pathway. ZATA's products are superior vs. competitors' products and is the only patent protected product in the class.



Dynocardia's Vitrack™, based on technology developed out of MIT & Tufts, is the first-of-its kind, cuff-less, wearable device for continuous, non-invasive blood pressure monitoring (cNIBP). In the US, 100 million people, costing \$131 billion, have high blood pressure (BP) or hypertension. Current BP devices, using 100-year-old technology are associated with 30% misdiagnoses, and rely on occlusive arm cuffs, are labor intensive and provide inadequate single-point BP measurement. The Vitrack provides cost-effective, non-invasive, continuous BP monitoring for prevention and treatment of hypertension and overall cardiovascular health. The Vitrack will also contribute to management and prevention of a broad spectrum of other diseases benefiting from effective BP management including daily patient monitoring in hospitals to prevent complications and reduce costs.



Sofregen, Inc. is an emerging commercial stage company passionate about soft tissue regeneration with an advanced pipeline of products based on silk protein. Purified silk protein is a uniquely matched biomaterial for creating structural lift and restoring lost tissue volume. Sofregen's soft tissue bulking technology has applications in areas including skin rejuvenation and tissue repair for medical application and medical aesthetics. Sofregen has developed an injectable silk particle product to treat vocal fold volume insufficiency, a \$20M market opportunity. This product is projected to be FDA cleared in late 2018. We are seeking funding to leverage the same formulation for a facial aesthetic filler that will not only lift wrinkle lines but also restore lost tissue for a more youthful and sustainable appearance. Sofregen will have the most highly differentiated soft-tissue filler platform for facial rejuvenation and medical reconstruction applications in the \$10B+ global aesthetics market.



Cam Med aims to improve health outcomes with drug delivery technologies that enable patients to more easily comply with their medication regimens. Cam Med is commercializing a breakthrough design for a patch pump, the Evopump, the first truly bandage-like, actively controllable patch pump to deliver one or multiple injectable medications. Cam Med intends for the Evopump to become accepted as a platform device, widely adopted across numerous therapeutic areas and indications in partnership with other device and pharmaceutical companies, as both a standalone integrated system as well as the wearable drug delivery component of other companies' closed loop systems. JDRF has partnered with Cam Med to support the development of the Evopump as an insulin pump.



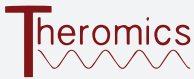
Versatope Therapeutics is developing a transformative and highly effective platform for delivering immunity with extracellular vesicles (exosomes). We use nano-sized exosomes derived from probiotic cell membranes and licensed from Cornell University. These exosomes, also known as recombinant outer membrane vesicles (rOMVs) can be engineered to deliver therapeutics and vaccines with superior versatility and potency. The result is a more robust environment for antigen presentation, greatly enhancing the body's immune response. Versatope is currently using this platform to develop a universal, multi-strain influenza vaccine through a government grant funded by the NIH.



When it's you or your loved one in that hospital bed, and you're in pain or need help to the bathroom, the wait for an answer to that call bell can seem eternal. Yet on the other end of that call bell, the nurse has no idea what prompted this call, or the other calls from other beds. Whose need is more urgent? Who has been waiting the longest? How can a nurse know? RistCall, a smart watch enabled solution, solves this problem with nurse-resident communication flow. RistCall allows the nurse to prioritize requests based on acuity, urgency, and the time of the call. Before answering, the nurse can know the time, place and reason for the call--without the annoyance of buzzers or alarms.



In 2017, 1.7M people in the US were diagnosed with cancer and cancer accounted for 1 in 4 deaths. Recent advances in targeted therapies and immunotherapies have shown promising results in some patients. However, many patients develop resistance to targeted drugs resulting in relapse and it is difficult to predict whether immunotherapy will be effective for a particular patient. These challenges result from the fact that tumors are highly heterogeneous, with a tumor sample from a single patient containing a mixture of cancer cells with different complements of mutations. Medley Genomics proprietary data analytics describe this diverse mixture of tumor cells and their unique molecular signatures. These innovative algorithms and software were exclusively licensed for commercialization by Medley Genomics from Brown University based on the ground-breaking work of our co-founder, Dr. Ben Raphael and his continuing efforts at Princeton University. Our insights are necessary for optimizing targeted and combination therapies, personalized oncology vaccines and immunotherapies to individualize cancer treatment and provide hope of lasting cures for patients.



Theromics is a platform company focused on advancing Image-guided Thermal Ablation (IGTA) in a wide and diverse range of interventional procedures including ablation of tumors. IGTA is a minimally-invasive, safe, low-cost, repeatable, and biopsy-like simple procedure. Despite these advantages, IGTA remains a second line cancer therapy due to a higher recurrence rate (30%) caused by incomplete ablation than invasive surgery. To mitigate the issue, Theromics has come up with Thermal Accelerant (TA) that will solve the incomplete ablation problem. We aim to commercialize TA as a IGTA-enhancing device to address the tumor recurrence issue.



Greppo Technologies is a medical device startup developing a unique high performance, actively steerable needle enabling minimally invasive treatment of cancer tumors in difficult to access anatomy. While new immune-oncology technologies and minimally invasive treatments are helping to change cancer treatment outcomes; the lack of advances in needle-based procedure technology limits benefits and can produce serious side effects. The Greppo novel steerable platform will help patients with unfavorably located tumors receive minimally invasive treatments and could represent a significant advancement in helping to diagnose and treat cancers. Greppo will initially focus on the delivery of a microwave ablation probe to tumors in the liver, kidney and lung. Greppo's unique capability is its ability to make acute turns, which allows for targeting of multiple tumors with one puncture and navigation around sensitive structures in the body to precisely hit target tumors and thereby reducing risk of complications and protecting non-target structures. This technology is also designed with a working channel custom fit to deliver therapeutics, gene therapies, immunotherapies, ablation therapies and cell collection.



Quantitative Radiology Solutions helps physicians make better treatment decisions through automatic analysis of medical images. Our initial product, Automatic Anatomy Recognition (AAR), supports recognition, delineation and quantification of anatomical structures and diseased tissues in multiple body regions. When applied to the field of radiation therapy planning, AAR helps reduce side effects for cancer patients undergoing radiation treatment by improving the efficiency and accuracy of healthy tissue contouring.



ZSX Medical, LLC, is a clinical-stage surgical device company re-inventing surgical closure bio-absorbable implants that make the hardest part of minimally invasive surgery fast and easy. Our patented lead product, Zip-Stitch™, addresses the big problem of cuff closure following laparoscopic hysterectomy (TLH). Zip-stitch™ has the potential to reduce closure time by 15 to 30 minutes and to reduce adverse events and reoperations. Hysterectomy is the first opportunity of many for Zip-stitch™ as a platform of pre-fabricated closure systems intended to change the way minimally-invasive surgery is done.



Regenosine Inc. based in New York, NY, is a privately held company focused on developing and marketing first-in-class regenerative therapies for osteoarthritis. Our proprietary platform technology harnesses the healing potential of the purinergic system which plays a critical role in maintaining cartilage homeostasis. Our lead product is a proprietary formulation for regenerating cartilage in joints with established osteoarthritis, targeting a rapidly growing joint preservation market. Our goal is to offer patients a disease modifying therapy, with uncompromising efficacy relative to existing technologies. Our mission is to develop this disease modifying therapy, that will significantly improve clinical outcomes and patient quality of life, thus reducing the total health care delivery costs associated with regenerative medicine.



Oralucent is a therapeutic toothbrush that emits visible blue light that kills the pathologic bacteria responsible for gum disease, plaque, and bad breath while gently whitening your teeth. The efficacy of blue light against periodontal bacteria its use in a toothbrush have been shown in at least 12 independent scientific and clinical studies. To achieve efficacy in a toothbrush, a bright blue light is combined with our foolproof sensor enabled eye-protection technology so that the light never shines directly into the user's eyes. Consumer and market studies have shown a very favorable response to the blue light toothbrush concept, especially in a power toothbrush, and consumers are willing to pay a higher price for it.



Thermaquil discovered a completely new way of controlling pain and other conditions caused by overactive nerves. For the first time ever, patients will be able to dial-in 0-100% how much of a problematic nerve's firing gets through by gently warming and cooling a short segment of any nerve. No drugs. No electric stimulation. Thermaquil's product (in development) is a patient-controlled, rapidly adjustable, minimally invasive implanted device that will first be applied to acute post-surgical pain before addressing chronic pain. Our goal is to eliminate severe pain and the need for opiates with a low-cost, easily installed and easily removed, reversible nerve block device that can relieve pain for days, weeks, months or years as needed for each patient.

FIRST COAST TECH HUB MEMBERS



Abilis Life Sciences is developing a bladder cancer test for the population of over 1,000,000 persons each year detected with hematuria, blood in their urine. Our solution is a highly accurate, non-invasive urine test which will help many people, who fall into the 96% who are negative for bladder cancer avoid needing the full invasive diagnostic work up that is currently the standard of care for diagnosing bladder cancer. Once our test is completed, we plan to license our test to commercial labs who will run the test using our remote SaaS algorithm and pay a fee each time the test is run. We have completed the first version of our test and are accepting specimens from urology centers. We plan to file our application with the FDA in 2019 and begin clinical testing in 2020.



Mesa Science Associates, Inc., (MSA) is a virtual pharmaceutical company dedicated to the development and commercialization of innovative pharmacological solutions. MSA also provides contract pharmaceutical development consulting expertise to a variety of clients both in the governmental and private/public sectors. The MSA team has extensive experience working with drug delivery systems including pre-filled syringes as well as auto-injectors in emergency medical intervention settings. MSA understands and has successfully navigated FDA human drug approval requirements. This expertise aligns closely with MSA's current internal product development project in the animal emergency health care space. MSA has also convened, for assistance, an expert advisory board consisting of seasoned professionals in veterinarian medicine, FDA CVM regulatory affairs, animal health care product marketing and finance.



Rebulmmunity, LLC is a pharmaceutical entity committed to develop recombinant chimeric protein for the needs in clinic. Thus far, Rebulmmunity has developed a human source chimeric protein (BY-001, patent in pending) with dual functions targeting key type of immune cells. Scientific research data have collected so far indicate that BY-001 is potential for a novel drug in the treatment of autoimmune diseases and protection of allografts. Particularly, the promising data obtained from healthy human PBMCs (peripheral blood monocytes) indicated the ending for preclinical functional demonstration of BY-001. We are now on going the animal model demonstration, which is the transition stage from pre-clinical research to clinical trial.



RoosterBio is a regenerative medicine (RM) technology company dedicated to driving the acceleration of stem cell-based therapeutics and supporting the development of a sustainable regenerative medicine industry. RoosterBio is a privately-held Maryland-based company focused on manufacturing and supplying stem cell systems in product configurations that enable 3D bioprinting, manufacturing scale-up and clinical translation. The company's products are high volume, efficient and well-characterized adult hMSCs paired with highly engineered bioprocess media systems. RoosterBio is taking a unique business approach towards regenerative medicine that will revolutionize how therapies and devices that require living cells are commercialized. The company's products are designed to address a significant bottleneck in RM product development and remove several years and millions of dollars from product development and clinical testing cycles.



Theradaptive is an MIT spin-out developing a therapeutic delivery platform for targeted tissue regeneration with a total addressable market of over \$10B in several clinical indications. The therapeutic delivery platform for targeted tissue repair is based on a proprietary ceramic-binding technology that allows for the tethered delivery of any therapeutic protein on the surface of implants or as depot formulations. Lead clinical indications for this platform technology are spinal fusion and bone fracture repair with secondary indications of dental and maxillofacial reconstruction, and cartilage repair. More broadly the platform can be used to deliver any biologic on the surface of implantable or injectable ceramic carriers.



Avidea Technologies, Inc. (Baltimore, MD) is building a pipeline of immunotherapies for cancer treatment that is enabled by a versatile self-assembling nanoparticle (SNP) technology that was co-developed by Avidea co-founders and in-licensed from the National Institutes of Health (NIH) and the University of Oxford. Avidea's lead product enabled by the SNP platform is a personalized cancer vaccine (PCV) for the treating advanced cancers. In rigorous preclinical studies in collaboration with NIH, AVT01 was shown to improve PCV manufacturability and enhance tumor regression. Avidea has developed a CMC process to manufacture AVT01 under cGMP and shown that AVT01 is safe and effective in primates. Avidea held a pre-IND meeting with the FDA. Clinical testing of AVT01 is planned for early 2019.



Founded in New York City in 2018, Avidence adopted a fresh operating philosophy – one based on a goal of building a broad technology platform aimed at modulating regenerative pathways to improve patient health. Scientific innovation is the cornerstone of our company. Our integrated approach begins in our lab, continues into clinical studies, and extends into commercialization. As we make progress in the clinic, we continue to invest in early-stage discovery programs, broadening our patent portfolio and the area of therapeutic applications in which our scientific know-how can be deployed to achieve significant clinical impact.

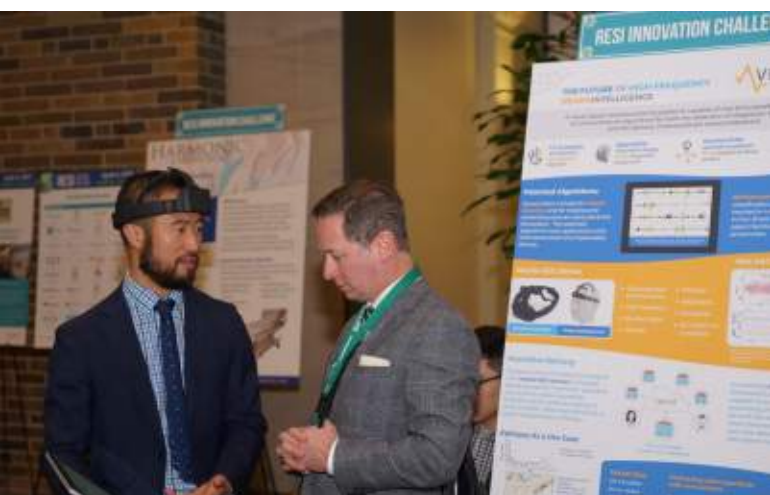


Mirimus is engaged in the design, development and pioneering of new genome editing technologies to develop animal models that are crucial for the preclinical evaluation of new therapeutics. We have expertise in RNAi technologies critical for development of animal models that can pave the way we develop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

And More...



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 Innovators



Easel 1



Easel 2



Easel 3



Easel 4



Easel 5



Easel 6



Easel 7



Easel 8



Easel 9



Easel 10



Easel 11



Easel 12



Easel 13



Easel 14



Easel 15



Easel 16



Easel 17



Easel 18



Easel 19



Easel 20



Easel 21



Easel 22



Easel 23



Easel 24



Easel 25



Easel 26



Easel 27



Easel 28



Easel 29



Easel 30

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



MDP solves the problem of high error rates (up to 25%) in protein biomarker testing of tumor specimens. Our products address an important unmet need for accuracy and reproducibility. There are >100 such protein biomarker (immunohistochemical) tests, used daily for cancer diagnosis and determination of appropriate therapy. The error rate is so much higher than for blood testing (<1% error rate) because of the absence of reference standards and standard units of measure. MDP solved this technical challenge by developing test calibrators and controls incorporating "traceable units of measure". The company established cGMP manufacturing, conducted clinical testing, and is preparing for commercial launch. MDP's customers are clinical laboratories and companies developing oncology agents linked to a protein biomarker test.



Veriskin is a medical device company dedicated to facilitating and improving the accuracy of skin cancer screening. Uncertainty in the initial assessment by non-specialist caregivers leads to failure to detect cancer at an early, more treatable stage, hundreds of malpractice claims due to false negative diagnoses and many unnecessary specialist referrals and biopsies. Veriskin has developed a non-invasive, low-cost, hand-held device that aids a non-expert user to rapidly and objectively determine whether a suspect skin lesion is cancerous.



Mobile Sense™ is a digital health technology company providing foundational technology enabling off-the-chest medical wearables for long term management of cardiac arrhythmias. The company's wearable technology for both ECG and PPG enables people to do a first pass screen using the advances in smart watch platforms then move on to a cardiologist prescribed long-term monitor on the upper arm. The company's wearable technology offers a convenient, continuous monitor with non-adhesive, wireless and waterproof sensors, enabling users to record data even in extreme user environments, including running or swimming.



AxoSim's proprietary Nerve-on-a-Chip platform delivers human-predictive data to address a major disconnect between preclinical testing and clinical trial outcomes. On average, new drugs require \$2.6B and up to 15 years to reach market. Currently, animal testing remains the gold standard to test new drugs, despite the historical 89% clinical failure rate. Neurological drugs fail at an even higher rate: 94%. Using living human cells in a 3D environment, AxoSim's platform predicts clinical performance as a more accurate, less expensive, and faster alternative to animal testing. We are saving pharmaceutical companies hundreds of millions of dollars and years of wasted patent life.



Lucerno is a medical device and software company with breakthrough platform technology that has multiple applications in many large and clinically important healthcare markets. Lucerno's initial product, Lara®, is first-to-market (over 11,000 patients to date) in a \$200M+ market and solves a quality issue in nuclear medicine which impacts over 10,000 patients each day in the US. Commercialization of Lara in the US is underway and includes sales to early adopter hospitals and efforts to make use of Lara "standard of care" for every nuclear medicine procedure. Future development is already underway for use in several, \$1B+ markets (e.g., assessing: cancer tumor response, delivery of radiation therapies, infectious disease response, rheumatoid arthritis treatments, and measuring the arterial input function).



Otolith Labs, founded in 2015, has developed the first therapeutic for dizziness with FDA approval anticipated in 2019. With a domestic incidence of 16 million, vertigo sufferers are the largest medical community without a go-to solution. Our wearable device uses proprietary bone conduction technology to provide information masking to the vestibular system. Relief from dizziness is felt within seconds of application and does not lose efficacy with time or frequency of use. Clinical trials are underway at University of Maryland and a pilot study is ongoing at two Fyzical locations – the largest dizziness physical therapy franchise in America. Initial data has demonstrated relief in nearly 100% of patients with vestibular related dizziness.



AyuVis is a preclinical stage pharmaceutical company with a novel small molecule for treating orphan diseases like bronchopulmonary dysplasia (BPD), and cystic fibrosis as well as infectious diseases like complicated Intra-Abdominal Infection (cIAI), pneumonia, and skin infections. Our focus is on improving the outcomes for people dealing with challenging drug resistant infections, complications related to inflammation, and compromised immune systems. The proprietary compound uses an immunotherapy approach to provide anti-inflammatory, and anti-microbial activities to deliver the therapy. AyuVis offers a new class of drug to address orphan diseases like BPD and treat conditions like cIAI where traditional protocols have had limited results. Pre-clinical animal testing has demonstrated effective results via intravenous, intranasal, and intraperitoneal administration of the drug depending on the target disease being treated.



Viewpoint Molecular Targeting develops radiopharmaceutical drugs for diagnostic imaging and therapy for cancer, with a focus on metastatic melanoma. The company's products exploit biomarkers that are present in melanoma cells but virtually absent in healthy cells. Its lead product is an injectable drug containing a radioactive nuclide that will selectively seek out and attach itself to these biomarkers. This allows the drug to deliver dose killing radiation precisely to tumor cells while sparing healthy cells from its toxic effects. Viewpoint's radiotherapy treatment will significantly increase survival rates for metastatic melanoma patients.



Exosomes are extracellular vesicles that play a key role in inter-cellular communication. NanoView Biosciences is developing a proprietary exosome detection and characterization platform that delivers rapid, high-throughput, cost-effective analysis without any upfront sample preparation. The global markets where our patented ExoView™ products will be used include translational biomarker research, diagnostic applications and therapeutic development. Headquartered in Boston, NanoView is presently involved in an Early Access Program with key opinion leaders and will move to full commercial launch in early 2019.



With a proprietary suite of biosensors and more than \$1 million in annual revenue, Diagnostic Biochips (DBC) is the emerging leader in continuous in vivo diagnostics. Our penetrating electrodes, surface NeuroGrid, and chemo-sensing technologies directly interface with nerves and the brain and bloodstream, giving doctors and researchers a powerful new set of clinical tools and diagnostics. DBC's core technology is a highly miniaturized micro-sensor array that is deployed in vivo (in the body) for the measurement of a wide variety of diagnostically and scientifically-relevant parameters.



Q-State Biosciences has created a powerful platform for deciphering the molecular basis of diseases affecting the human nervous system. This platform integrates genomics, stem cell technology, optical electrophysiology, gene editing, and machine-learning based bioinformatics to create models of human neurological diseases, and can be used to discover or design new therapies, repurpose or rescue existing drugs, and match patients with the best existing therapy for their unique disease. We are developing a set of precision medicine offerings for patients, including comprehensive diagnostic sequencing services and full therapeutic development of novel drugs for qualifying patients. Our goal is to help families and their clinical teams navigate through every step of the precision medicine journey to find the best path forward for their loved one.



Camras Vision has developed the Camras Shunt, a patented device that provides personalized pressure control to attain the highest level of efficacy in stopping the progression of glaucoma. The Camras Shunt is the only glaucoma implant capable of setting eye pressure below 10mm/Hg. We have mitigated investor risk by following a 510(k) pathway to market approval in the US and raising over \$3M in non-dilutive financing. The first-in-human trial underway (12 month follow up) is providing encouraging results showing that the Camras Shunt is the next generation of glaucoma treatment. Additional OUS clinical studies will be initiated in 2019.



At BrainStem Biometrics we're pioneering a new multi-billion medical device category to measure the most important part of the brain that no other company measures. Our first target is ICU medication safety- a much better way to administer essential but powerful sedative drugs to our most vulnerable ICU patients; the old and the young. Today most patients are over-medicated roughly 60% of the time because we have no effective way to measure the level of sedation. Administering sedatives in an optimal manner is proven to reduce length of stay and direct costs by 25% and to reduce 180-day risk of mortality significantly by 10% for tens of millions of intensive care patients. The company has initial sales, 510(k), long-life patents and is raising \$800K to complete outcome studies and develop reference accounts.



Most genomic, patient phenotypic and clinical data is sitting at sites around the world that are not easy to find but include data that is ready to be accessed and analyzed. Currently, no means exists to aggregate this data to allow for analytics across different data sources. Medalynx is building a searchable database and catalog, along with a research environment that permits integrated analytics of the data from multiple sources. Medalynx monetizes by charging a subscription and for use of the data based on the number of patients and type of data. Providing this data and the ability to analyze it will magnify the data pools to be analyzed and increase the speed to achieving a Precision Medicine future.



Sonavex is a commercial stage Johns Hopkins spin-out with a portfolio of surgical and imaging technologies to enable point-of-care ultrasound use for new perioperative applications. The company's first product, EchoSure, is a dual-component system comprising an FDA-cleared bioabsorbable implant (EchoMark) and a custom automated ultrasound to detect post-operative blood clots in reconstructive, transplant, and vascular surgeries prior to catastrophic surgical failures that cost hospitals up to \$577,000 per instance. The company is also developing pipeline products for angiography/surgical navigation and perfusion assessment. Sonavex closed a \$4.5M Series A in early 2018 and is now planning for a Series B in H1 2019.



The HeartLander System's new approach to debilitating ventricular (heart) conditions comprises low cost disposables and an inexpensive, reusable controller: 1. Disposable sensor array placed on the outside of the torso 2. Disposable, tethered, percutaneously delivered, epicardial walker with multimodal sensing (e.g., Doppler ultrasound for avoiding coronaries) and insertable needle for saline-enhanced radiofrequency ablation (creates small, precise lesions) or for delivering therapy into the myocardium 3. Control System that integrates sensor data, maps the heart defect, actuates the walker, plans actions, and provides a visualization display screen and control interface for the physician. Our first clinical focus (NIH-funded through animal PoC) is ventricular tachycardia, but the technology platform can be used for myocardial regeneration therapies, ventricular reshaping, and biventricular pacing.



PhysioCue is on a mission to provide superior quality of life through revolutionary and scientifically proven technology to address epidemics of hypertension and migraine headache with noninvasive devices without side effects. Multinational proprietary technologies that specialized in thermoelectric and bio-sensors are empirically supported by renowned medical experts.



AcuraStem's best-in-class preclinical model of amyotrophic lateral sclerosis (ALS) utilizes patient stem cell derived motor neurons and artificial intelligence -- a virtual nerve biopsy. AcuraStem has used this technology platform, iNeuroRx™, to discover and bring forward a novel and potentially curative preclinical ALS therapeutic candidate, winning over \$4M in grant funding from the NIH and MDA for this effort; iNeuroRx™ was born from the lab of AcuraStem's president and co-founder Dr. Justin Ichida, and heralded in the February 5, 2018 issue of Nature Medicine. AcuraStem's iNeuroRx™ includes neurons from ALS patients with both known and unknown ALS causing genetic mutations. AcuraStem's ability to interrogate large patient panels for shared and discordant, endogenous disease signatures uniquely positions AcuraStem to identify promising therapeutics.



Aegle Therapeutics Corp. is a first in class, Phase I/IIa-ready, biotechnology company isolating extracellular vesicles ("EVs") from allogeneic bone marrow derived mesenchymal stem cells to treat severe dermatological conditions, including burns and epidermolysis bullosa ("EB"), a rare pediatric connective tissue disorder, and to prevent scarring. Aegle's EV therapy, using its proprietary platform isolation technology, has the potential to demonstrate a safer, lower cost means of harnessing the regenerative healing power of stem cells without using the cells. Aegle is currently raising a Series A round to complete Phase I/IIa trials in both EB and burns. The FDA has cleared Aegle's IND for burns and CRO's and trial protocols have been established. Aegle has locations in Cambridge, MA and Miami, FL.



Accidents happen, even in surgery. Hundreds of thousands of patients are injured each year in the US, and many of these occur during surgical dissection - separating and dividing tissue. Physcient has developed Differential Dissection which is dramatically safer than current energy dissectors (which represent a \$6B market). Plus it's faster and easier in many surgeries. Our first device is available in the US and Japan where it is producing significant clinical benefit, and our next device for laparoscopic surgery (available early 2020) is receiving outstanding reviews from surgeons.



Soft implants for soft bones

Lifespans is an early-stage medtech company with a portfolio of innovative orthopedic trauma and spine implants optimized for elderly patients with soft bone, the fastest growing patient demographic worldwide. Compared to today's market leaders, Lifespans implants feature several proprietary technologies that reduce the most common complication for elderly patients (implant migration) by 25-75% - without added cost, instruments, or surgical training. Founded by MIT engineers, industry executives, and world-renowned surgeons, we are a spinoff from Asia's #1 orthopedic surgery center (University of Hong Kong). We are presently raising Series A funds (up to \$7.5M, closing by 2018) for our first three devices - Lifespans Soft Hip, Shoulder, and Spine implants (under 510(k)/CE Class II review) - scheduled for US/EU sales launch in Q1 and Q3 2019.



SaNOtize is a clinical stage therapeutic company utilizing the unique antimicrobial and immunomodulating properties of nitric oxide to treat skin and respiratory diseases. We developed a way to produce and deliver nitric oxide in an antimicrobial dose. Our platform technology is effective against bacteria (including those that are drug resistant), viruses and fungi. We have completed a phase 2a clinical trial in Athlete's Foot showing safety and efficacy, and are starting phase 2a in chronic sinusitis and acne. We have an issued patent on the methods and composition of our liquid releasing nitric oxide. This is a true platform technology with numerous large market opportunities, such as acne, chronic sinusitis, onychomycosis, pharyngitis, flu prevention, athlete's foot, and wounds care.



Otomagnetics is developing and commercializing a magnetic injection delivery system that can safely, effectively, and non-invasively deliver therapy to targets in the body that are currently not effectively reached by the standards-of-care, or that otherwise require surgery to reach. Company's technology can deliver drugs, proteins, or genes to ear, eye, and skin targets.



To be competitive, new devices entering the \$64 billion worldwide diagnostics market must simultaneously achieve high sensitivity, rapid testing, compact design, and low cost. Redbud Labs develops and delivers high-value components that address this market need, enabling the next generation of diagnostics. Our products address a \$1 billion opportunity to reduce the complexity and improve kinetics of cartridge-based ("lab-on-chip") style assays. Redbud's technology is patent- and trade secret protected, fully developed, and currently under evaluation by leading life-science firms.



AbiliTech Medical is building a powered orthotic device for people who lack arm function so that they may feed themselves, perform tasks of self care, and assist in activities to live independently. Our device is the functional equivalent for the arms that a wheelchair provides for the legs. The AbiliTech Assist, our first device, will be FDA approved in January of 2019, with a 75 patient clinical study to follow. The AbiliTech hand device will be launched in 2020, followed by a robotic assist device that can use voice commands in late 2021. All devices will be supported by a digital platform to measure patient compliance and outcomes and will save on future clinical costs. AbiliTech has a terrific financial opportunity beginning with a \$2 billion market in 2019, and with the addition of two products that are in development, our opportunity grows to \$10 billion.



Aktivax is a Specialty Pharmaceutical company developing drug delivery technologies for both defense and consumer applications. It has created an innovative single use auto injector platform called ARAI. ARAI is a glass free injector that can be configured to carry a single drug or individually stored multiple drug constituents that are either injected separately or automatically mixed just prior to injection.



Currently, cardiac and vascular procedures are performed while operating physicians attempt to view multiple displays including x-ray images, electrical signals, anatomic renditions, and vital signals. Operating physicians can't feel biophysical signals or palpate anatomy due to dampening properties of inserted catheters. CardiaTouch overcomes these significant limitations during high risk procedures such as coronary interventions, needle puncture into different anatomic sites, ablation of heart rhythm disorders, and delivery of therapeutic devices. CardiaTouch have developed and patented a tactile/force feedback system that enables operating physicians to feel the beating heart and react to critical signals with minimal delay relative to visual motor reaction times. This will significantly reduce risk of perforating the heart and blood vessels and ensure delivery of effective treatment.



At Tiaki our goal is to discover first-in-class small molecule therapeutics to provide disease modifying benefit to patients suffering from age related dementias. Microglia have complex and diverse functions in the brain, but current model systems do not fully represent the functions of human microglia. The Tiaki platform provides essential data on human microglial response to injury and Tiaki's therapeutics aim to return chronically activated microglia found in neurodegenerative conditions to CNS protective microglia found in healthy brains. With deep expertise in microglial biology and decades of experience in developing small molecule therapeutics, the Tiaki team is well positioned to deliver on these goals.



Elsius wants to bring to the market the next generation of ECMO (Extra Corporeal Membrane Oxygenation). A system that is easy to use, is eminently portable, reduces dramatically the need of anti-coagulation drugs, provides better outcomes for patients and reduces significantly costs for Healthcare providers. Our system for Advanced Temporary Cardiopulmonary Support integrates in one compact unit the blood pump and oxygenator, is designed for ECMO from the start and thanks to the patented EBS coating reduces inflammatory response and activation of the coagulation mechanism in blood. This vision will be delivered thanks to a very experienced team with decades of experience in the industry and a passion for saving lives, one ECMO at a time.



Kinos is redefining orthopedic patient care with a fully integrated software that addresses the continuum of surgeon-patient interactions and the next generation of total ankle implants. Our proprietary software enhances diagnoses, creates personalized treatment plans, makes surgery more efficient and tracks patient outcomes. Our ankle implant systems are the first to accurately restore natural biomechanics and improve patient function. Combined our holistic hardware/software solution will reduce the unnecessarily high failure rates experienced with competitive devices.



MERCK

INVENTING FOR LIFE

INVENT WITH US

MERCK BUSINESS DEVELOPMENT & LICENSING

Merck is inventing because the world still needs cures for cancer, Alzheimer's disease, HIV, and so many other causes of widespread suffering.

We believe that building strong partnerships is critical to solving these challenging diseases — to help people go on, unburdened, to experience, create and live their best lives.

Together we can invent for life.

Learn more at merck.com/licensing.

Merck is known as MSD outside the United States and Canada.

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EXHIBITING COMPANIES



Exhibiting Companies



Table 1



Table 2



Table 3



Table 4



Table 5



Table 6



Table 7



Table 8



Table 9



Table 10



Table 11



Table 12



Table 13



Table 14



Table 15



Table 16



Table 17



Table 18



Table 19



Merck has a strong history of success in translating cutting-edge research into life-saving medical breakthroughs. Our scientific advances have made a difference in the lives of millions of patients worldwide. From Merck's development of the first measles and mumps vaccines to treatments for cancer and diabetes, we are an industry leader in bringing forth innovative new medicines. In 2017, over 60% of our human health sales were attributable to alliance partnerships and patents. With 100 business development transactions since 2016, our team has experience working on collaborations from discovery to clinical-stage programs. We believe that by working together we can play a major role in transforming global health care. Together we can invent for life. Learn more at merck.com/licensing.



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.



CBSET is a not-for-profit translational research institute specializing in the evaluation of drugs, biotherapeutics, combination products, and medical devices. We provide preclinical services including in-life testing, histopathology and regulatory consulting. Our GLP-compliant facilities host a multidisciplinary team of medical, scientific and regulatory experts who actively collaborate in getting novel technologies to market.



Atheln is a life science consulting firm with over 80 industry seasoned experts across the US and EU. Our project-specific virtual teams support companies and investors with their technologies in all phases of development and across all major product classes and therapeutic areas. Our experts leverage their strategic and operational experience in start-up to large biopharma and medical device companies as well as with the FDA and payers to develop, validate, and manage product development and go-to-market strategies, plans, and activities for clients. Atheln integrates science, CMC, nonclinical, clinical, regulatory, payer, market, and business needs to mitigate risk and maximize client success.



HIREtech maximizes the Startup R&D Tax Credit for our clients based on 12+ years' experience calculating the R&D Credit. HIREtech's grant professionals specialize in full-service and a la carte grant preparation. Our team develops a non-dilutive funding strategy for your organization, based on your business and technology stage. HIREtech is an international technology company focused on innovation, people and results. Founded on tax credit programs, we are growing and diversifying the solutions we provide to companies and have evolved into much more than a tax credit company. Now we are offering technology solutions to make your company run more smoothly. We strive to save companies time and money through providing hiring incentives, technical tax incentives, and a suite of solutions.



Created in 1979 by 32 members of Advamed, Medmarc's purpose is to be the superior provider of liability insurance and related risk management solutions. We support the development, testing and delivery of medical products that save lives and improve the quality of life. We provide a single source of global 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.



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. Learn more at www.lifesciencenation.com



DavosPharma provides discovery services, custom chemistry (novel raw materials, GMP intermediates, regulatory starting materials & APIs), biologics, and custom dosage forms (parenterals and orals), with supporting development, analytics, stability and regulatory documentation. We have successfully leveraged forty years of custom manufacturing experience, forming global strategic alliances with well-vetted, cGMP custom manufacturers in the EU, North America and Asia. Our expertise enables us to match your particular need with the supplier best able to deliver your project. DavosPharma shares your risk by billing for deliverables, not best efforts, providing an additional level of assurance and oversight between you and the supplier.



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.



Ontario companies have a long history of medical discovery and innovation. It's where insulin and the gene that causes cystic fibrosis were discovered. It's also where the world's first external artificial pacemaker, artificial cornea, artificial kidney, antibody-coated stent and advanced 3-D imaging techniques were developed. The Government of Ontario assists international buyers interested in sourcing high-quality products and services from Ontario companies. Government staff help connect buyers to businesses with advanced and innovative solutions for their supply chain needs. For more information about Ontario sectors, its suppliers and upcoming export-related events, please visit: www.sourcefromontario.com



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.



Avastus Preclinical Services provides OLAW-certified laboratory vivarium space and procedure rooms as space to rent for our clients in the biotech and pharmaceutical industries as well as for our CRO services. We work with a board certified D.V.M. to conduct veterinary reviews and oversight to stay in compliance with IACUC guidelines. Avastus has worked with more than 30 companies in the New England area spanning a wide range of in vivo models. Our CRO Services hosts innovative research studies utilizing surgical manipulations, PK/PD studies, cancer models, and drug efficacy in many animal models of human disease. Our experienced staff can assist clients in optimizing a study design to facilitate reliable and consistent results.



Founded in 2003, PharmaLogics is a global staffing firm exclusively focused in the life science industry. By becoming your partner in hiring, our dedicated team is focused on delivering top talent, decreasing time to fill, and reducing placement cost per hire. Our clients range from large European-based pharmaceutical companies to venture-backed start-ups in Cambridge, Massachusetts. We provide customized solutions to fit our clients' needs, regardless of size. PharmaLogics' platforms include our "Anti-Fee" recruitment model, Small Business Platform, RPO, Talent Mapping and Pipeline Development, and Contract Staffing.



Capital Advisors Group, Inc. is an independent SEC-registered investment advisor specializing in institutional cash investments, risk management, and debt finance consulting. Our clients range from venture capital-funded startups and emerging growth companies to Fortune 100 companies.

Solium

Since 1999, Solium (TSX: SUM) has been helping companies simplify their equity compensation plans. Our software, Solium Shareworks™, 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 specializes in recruiting the top commercial talent within the Digital Healthcare/ Healthcare Technology sector. We stand apart through our subject matter expertise, pinpoint focus and core competency within 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. If you are currently looking to add top commercial talent to your team, PhaseFWD can help.



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.



Quick Base, formerly a division of Intuit, is the industry's leading low-code platform for citizen development for quickly building, customizing and connecting scalable, secure cloud applications mapped to unique business challenges, all without compromising IT governance and control. Quick Base solutions solve a broad set of challenges customized to your unique needs including project and process management, asset or order tracking, customer and contracts management, time and expense, and HR applications. The platform solves these challenges via a modern application platform that includes workflow and process automation, easy to use forms, and personalized charts and reports driven by customizable business logic.



Innovative IT provides information technology solutions to small and medium size businesses. Whether your company is a start-up or an established corporation, Innovative IT offers a full spectrum of services that include building and supporting your infrastructure to help you maintain a safe reliable technology environment for your users and clients. At Innovative IT, we take a "strategy first" approach to the work we do—collaborating with our clients, service providers, software partners, and each other to develop a results-driven strategy that adds value to our clients' projects.



Track 1

Moderator & Panelists

<p>8:00 - 8:50 AM</p> <p>BIG PHARMA LICENSING & PARTNERSHIP</p> <p>Pipeline Strategy for Preclinical and Early Clinical Assets</p>	<ul style="list-style-type: none"> • Imran Nasrullah, Director, BD&L, Strategic Partnering, <i>Boehringer Ingelheim</i> • Niels Emmerich, Sr. Director, Global Head Search & Evaluation Oncology, <i>AbbVie</i> • Alex Rabiee, Director, Business Development, <i>Amgen</i> • Lizabeth Leveille, Associate VP and Head, Boston Innovation Hub, BD & Licensing, <i>Merck</i> • Tim Luker, Senior Director, External Innovation, Global External R&D, <i>Eli Lilly</i>
<p>9:00 - 9:50 AM</p> <p>BIG PHARMA AT SEED STAGE</p> <p>Major Firms Partner Creatively with Emerging Startups</p>	<ul style="list-style-type: none"> • Weiyong Sun, Sr. Director, Specialty Medicine Search & Evaluation, <i>Daiichi Sankyo</i> • Armin Rump, Global Business Development, <i>Otsuka Pharmaceuticals</i> • Brian Rosnov, Senior Director & Co-Founder, Philips HealthWorks, <i>Philips Healthcare</i> • Catherine Thut, Head, Strategy & Operations, NIBR BD&L, <i>Novartis</i> • Kathryn McCabe, Director, BD - Emerging Technology & Innovation, <i>Eli Lilly & Co</i>
<p>10:00 - 10:50 AM</p> <p>IMPACT INVESTORS</p> <p>Life Science Investors Looking for More Than Financial Returns</p>	<ul style="list-style-type: none"> • David Sandak, Senior VP, Strategy & Research, <i>Accelerate Brain Cancer Cure</i> • Isabella Zhang, Investment Professional, <i>JDRF T1D Fund</i> • John Parker, Founder & Managing Director, <i>Springhood Impact Ventures</i> • Ken LaMontagne, VP, Research, <i>Leukemia & Lymphoma Society</i> • Meg Wood, VP of Business Development, <i>CureDuchenne</i>
<p>11:00 - 11:50 AM</p> <p>EARLY STAGE THERAPEUTICS INVESTORS</p> <p>Investing Early in Novel Therapeutics</p>	<ul style="list-style-type: none"> • Imran Babar, Chief Business Officer, <i>Cydan</i> • Bibhash Mukhopadhyay, Principal, <i>New Enterprise Associates</i> • Kuldeep Neote, Senior Director - New Ventures, <i>Johnson & Johnson Innovation</i> • Marta New, Partner, <i>Agent Capital</i> • Scott Weiner, Partner, <i>Pappas Capital</i>
<p>1:00 - 1:50 PM</p> <p>CORPORATE VENTURE CAPITAL</p> <p>The Corporate Landscape Morphed and New Opportunities Abound</p>	<ul style="list-style-type: none"> • Travis McCreedy, President & CEO, <i>Massachusetts Life Sciences Center</i> • Claire Laurent, Bio Sector Investment Director, <i>Samsung Ventures</i> • Peter Dudek, Partner, <i>MRL Ventures</i> • James Kasuboski, Senior Director, <i>Boehringer Ingelheim Venture Fund</i> • Markus Goebel, Managing Director, <i>Novartis Venture Fund</i> • V Kadir Kadhiresan, VP, Venture Investments, <i>Johnson & Johnson Innovation</i>
<p>2:00 - 2:50 PM</p> <p>TALES FROM THE ROAD</p> <p>Biotech & Medtech CEOs Share Their Story</p>	<ul style="list-style-type: none"> • Kathie Callahan Brady, CEO, <i>Frederick Innovation Technology Center (FITCI)</i> • Ajay Rai, VP, Business Development, <i>Frequency Therapeutics</i> • Rick Berenson, Angel Investor, <i>Mass Medical Angels</i> • Jon Rowley, Founder, <i>RoosterBio</i> • David Narrow, CEO, <i>Sonavex</i>
<p>3:00 - 3:50 PM</p> <p>ASIA CROSS-BORDER INVESTORS</p> <p>Sourcing Emerging Assets for Development</p>	<ul style="list-style-type: none"> • Andy Li, Founding Partner, <i>BioSense Global</i> • Flora Yao, Founding Partner, <i>Ivy Elite Capital</i> • Bruce Cohen, Advisor, <i>Xeraya Capital</i> • Darren Ji, Venture Partner, <i>Lilly Asia Ventures</i> • Tim Maguire, Director, Corporate Venture Capital, <i>Luye Pharma</i>
<p>4:00 - 4:50 PM</p> <p>INVESTORS LEVERAGING CFDA</p> <p>Navigating China's Regulatory Barriers</p>	<ul style="list-style-type: none"> • Grace Fu Palma, CEO, <i>China Med Device</i> • James Lee, Partner, <i>Unistone Ventures</i> • Jimmy Zhang, Venture Partner, <i>Lilly Asia Ventures</i> • Mark Tang, Managing Director, <i>Good Health Capital</i> • Yan Zhang, Investment Director, <i>Cowin Capital</i>

In recent years, big pharma companies have begun looking outwards for innovative new therapeutics to add to their pipelines. This panel will feature four speakers and a moderator from various big pharma companies discussing topics such as:

- How big pharma sources 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.

• **Imran Nasrullah**, Director, BD&L, Strategic Partnering, *Boehringer Ingelheim* 



Imran is responsible for forging business relationships within the Boston/Cambridge life-science ecosystem among, VCs, academia, biotech and other stakeholders. Imran brings over 20 years' experience of life sciences corporate development (emerging and early stage), intellectual property and licensing, policy and open innovation. Imran has founded multiple innovation programs at Boehringer Ingelheim and at Massbio. Imran is the 2016 recipient of Boehringer Ingelheim's President's Award. Imran has also worked for blue chip biotechnology companies Genzyme Genetics and Millennium Pharmaceuticals. At Genzyme, Imran served as a Director of Business Development and Licensing for oncology molecular diagnostics and women's health. At Millennium Pharmaceuticals, Imran served as Associate Director of BD&L within Millennium's corporate development group focusing on early stage transactions ranging from R&D platforms, early-stage inflammation and oncology assets, and FTO licensing. Imran started his career in academic licensing.

• **Niels Emmerich**, Sr. Director, Global Head Search & Evaluation Oncology, *AbbVie*



After joining in 2011 Niels has held several positions at AbbVie, including Global Commercial Leader for a late-stage oncology program, Director and Head of Commercial Business Development for Oncology, Senior Director and Head of Search and Evaluation, Oncology, and most recently Vice President and Global Head of Search and Evaluation. Transactions that Niels was involved in include acquisitions (Pharmacyclics, Stemcentrx), R&D collaborations and license agreements (Argen-X, CALIBR, CytomX, Dong-A-ST, Harpoon, M2Gen, MD Anderson PureMHC, Turnstone, X-Chem) and venture investments. Prior to joining AbbVie Niels was CEO of BioPheresis, co-founder and COO of immatics, and working for McKinsey & Company. Niels attended University of Tuebingen and received a Master's in Biology and a Ph.D. in Immunology.

• **Alex Rabiee**, Director, Business Development, *Amgen*



Alex is Director of Transactions at Amgen with over 15 years of biopharma experience spanning the business development, clinical, and program management functions. In his current role he leads the negotiation and execution of in-bound and strategic collaborations at all stages of drug development. In his previous roles at Amgen he has managed out-bound and spin-out transactions, clinical collaborations, and strategic commercial partnerships in emerging markets. Alex holds a B.S. in Biology from UC Irvine and an MBA from UCLA Anderson School of Business.

• **Lizabeth Leveille**, Associate VP and Head, Boston Innovation Hub, BD & Licensing, *Merck*



Liz brings over 15 years industry experience and over the past 12 years has focused her work in business development at large pharmaceutical companies. She is currently the Head of the Merck Boston Innovation Hub, which is a Business Development & Licensing team focused on early-stage therapeutics (prior to human proof-of-concept) as well as accessing innovative research and technologies through collaboration, licensing, or M&A in the academic, pharma, and biotech community. Previous to Merck, she spent nine years at the Novartis Institutes for BioMedical Research (NIBR) in the Strategic Alliances department. During her time at NIBR, her roles included search and evaluation activities as well as leading the negotiation of complex licensing, collaboration, and M&A transactions including Novartis' acquisition of CoStim Pharmaceuticals and licensing deals with Ensemble Therapeutics, Servier, Peptidream, among others. Liz also has industry experience in scientific roles, given her time at companies such as AVEO Pharmaceuticals, Akceli, Millennium, and Genzyme. Liz has a Masters degree in Biotechnology from Worcester Polytechnic Institute and a MBA from the F.W. Olin Graduate School of Business at Babson College.

• **Tim Luker**, Senior Director, External Innovation, Global External R&D, *Eli Lilly*



Tim Luker is currently VP External Innovation at Eli Lilly. He leads Lilly's external advancing innovation process within Global Corporate Business Development. This role supports Lilly's external VC funds targeting transformational early stage research across 4 therapy areas and runs due diligence and search and evaluation initiatives. Tim is an experienced drug hunter with 17 years' experience (>60 patents and publications). Prior to Lilly he worked at Shire, Polleo Pharma (founder) and AstraZeneca. Tim has a PhD in chemistry from the University of Southampton, carried out post-doctoral research at Universiteit Van Amsterdam and is a Prince2 qualified project manager.

In order to gain access to compelling early stage assets, Big Pharma companies have had to become increasingly innovative in terms of how they engage with early stage partners. Pharmas have created new teams and facilities to accommodate external relationships around emerging technologies, and for many of these firms there's now no such thing as 'too early'. This panel will feature senior pharma decision-makers who focus on working with seed stage biotechs. Discussion topics may include:

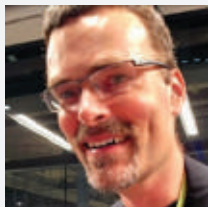
- How have pharma companies innovated on their traditional M&A model in order to work with very early stage companies?
- How do pharma companies source assets at this stage?
- What cutting-edge technologies is pharma seeking at present?
- How do pharma companies build solid early stage relationships while managing the risks involved in early stage biotechnologies?
- What terms might your firm attach to a deal with a seed stage company?

Panelists will introduce the audience to the unique methods that their company is deploying in seed stage relationship building, and will advise entrepreneurs on how best to pitch for a potential partnership.



• **Weiyong Sun**, Sr. Director, Specialty Medicine Search & Evaluation, *Daiichi Sankyo* 

Dr. Weiyong Sun is currently Senior Director, Specialty Medicine Search & 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.



• **Armin Rump**, Global Business Development, *Otsuka Pharmaceuticals*

Currently on an expatriate assignment from Tokyo, Armin Rump is leading the US scouting activities for Otsuka Pharmaceutical Co., Ltd. Based in Otsuka's US head office in Princeton, Armin is part of Otsuka's evaluation team, charged with identifying, evaluating and bringing into Otsuka's global development pipeline new innovative drugs that address serious medical needs in CNS disorders, renal disease and oncology. After growing up in Germany and obtaining his M.S. from the University of Stuttgart, Armin spent 18 years living in Japan, 5 of which in business development with Otsuka, where he contributed to numerous in- and out-licensing deals. Prior to Otsuka, Armin worked as a technology scout and product manager for a Japanese diagnostics company, MBL.



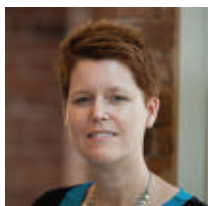
• **Brian Rosnov**, Senior Director & Co-Founder, Philips HealthWorks, *Philips Healthcare*

Brian Rosnov is Clinical Innovation Partnerships and Business Development Leader, Americas for Philips. Rosnov leads external venturing activities in North America, through Philips HealthWorks. The Philips HealthWorks Startup Program is a global seed+ stage innovation ecosystem engagement and business development program, now operating in 5 locations around the world, which seeks to partner Philips business leaders with the world's best entrepreneurs through funded collaborations that can accelerate the strategy and mission of Philips. Further, Rosnov leads Philips clinical innovation relationships across the Americas, through the Philips Clinical Research Board (CRB) organization. Rosnov is also an active advisor to early stage founders in the Boston community.



• **Catherine Thut**, Head, Strategy & Operations, NIBR BD&L, *Novartis*

Cathy has 17 years of experience in the pharmaceutical industry and currently leads the BD&L Strategy and Operations team for NIBR. Cathy and her team help define partnering strategies for cross-divisional strategic initiatives, individual therapeutic areas and early innovation and manage departmental operations. During her 9 years at Novartis, she has also worked in both the search and evaluation and transactions functions across many therapeutic and platform areas – including ophthalmology, cardiovascular and metabolic disease, immuno-oncology and genome editing. Prior to joining Novartis, Cathy worked on the research side and was the Ophthalmology Therapeutic Area Group Head at Merck Research Labs. Cathy holds a PhD from UC Berkeley and an MBA from MIT's Sloan School of Management.



• **Kathryn McCabe**, Director, BD - Emerging Technology & Innovation, *Eli Lilly & Co*

Kathryn (Katy) McCabe is Senior Director of Business Development- Emerging Technology and Innovation for Eli Lilly in Cambridge, MA. Katy directly engages with the Cambridge innovation ecosystem with a focus on early discovery to help grow new therapeutics. She works with strategic limited partner Venture Capital firms to recommend and vet new companies, searches and evaluates in-licensing opportunities, connects directly companies in incubators such as Lab Central, and scouts new collaborations for Lilly R&D. Prior to joining Lilly, Katy led technical and strategic assessments for partnerships, acquisitions, and company strategy across Gene Therapy, Immunology, Oncology, and Hematology at Baxalta. At GlaxoSmithKline, Katy directed 3 high profile academic/industry collaborations at the Harvard Stem Cell Institute in neurodegeneration (now in PhII clinical trial), retinal disease, and muscle regeneration. At Advanced Cell Technology (now Astellas), Katy was the Director of Preclinical Ocular Program where she managed a small team of senior scientists to generate stem cell derived products for the treatment of ocular diseases.

This panel features four speakers and a moderator from firms that make equity investments into early-stage companies and organizations with the intent to generate a positive social or environmental impact alongside a financial return. Some of these firms focus on impacting a specific patient population, whereas others have broader goals in creating an impact for their local region, or the world. Topics may include:

- What is impact investing?
- How is the investment mandate affected by the impact goal?
- How do investors measure and increase the impact of their capital?
- How should startups approach impact investors for fundraising, and what criteria do they use to evaluate opportunities?
- What separates an impact investor from a traditional VC?

Panelists will discuss how impact investors provide capital to address challenges in life sciences and healthcare sectors worldwide. While the impact investing market is a relatively new trend, panelists will also discuss how companies can successfully fundraise from impact investors and the best way to develop a relationship with relevant investors.



• **David Sandak**, Senior VP, Strategy & Research, *Accelerate Brain Cancer Cure* 

Since brain cancer affects a relatively small portion of the population, David and his team work in the early stages of the discovery and development pipeline in order to “buy down the risk” to speed progress of innovative new treatments to the clinic. David manages the organization’s academic research grants and leads ABC2’s seed investment fund, which has backed companies such as Regulus Therapeutics, Agios Pharmaceuticals and Tocagen. He is currently working to launch a startup scientific and social enterprise to advance genomic analysis for cancer patients. With his corporate, government and non-profit management background, David is adept at forging collaborative partnerships between researchers from academia, government and bio-pharmaceutical companies.



• **Isabella Zhang**, Investment Professional, *JDRF T1D Fund*

Isabella Zhang, Ph.D., M.B.A., is passionate about therapeutic healthcare investment and the potential impact on patients’ lives. She is working at the JDRF T1D Fund, a venture philanthropy fund accelerating life-changing solutions to cure, treat, and prevent type 1 diabetes (T1D) through catalytic investments. Isabella has previously worked at Lightstone Ventures, Delos Capital, Primavera Capital on global healthcare PE/VC investments. Prior to that, she worked as a scientist in the biopharmaceutical industry at Covance and Genentech on both early and late stage drug development. Isabella has graduated with an MBA from the Tuck School of Business at Dartmouth, and a Ph.D. in Analytical Chemistry from Purdue University.



• **John Parker**, Founder & Managing Director, *Springhood Impact Ventures*

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 is currently an observer on the boards of Aldatu Biosciences, Breegi Scientific, and Noninvasix.



• **Ken LaMontagne**, VP, Research, *Leukemia & Lymphoma Society*

Ken is an experienced leader with broad knowledge of the healthcare industry. Expertise in Oncology, Immuno-Oncology and Cell & Gene Therapies (CGT): includes research and development, clinical and commercial responsibilities. Ken has had roles including Oncology translational science, diagnostics, new products and business development and licensing (BD&L). Ken was a post-doctoral fellow (former Career Development Award recipient from the Leukemia Society of America) in the lab of the late Dr. Judah Folkman, Harvard Medical School. Upon completion of his training, Ken ventured into the Pharmaceutical sector with increasing roles at both Johnson & Johnson and Novartis. Ken is now Head of the Therapy Acceleration Program (TAP) at the Leukemia & Lymphoma Society.



• **Meg Wood**, VP of Business Development, *CureDuchenne*

Meg Wood is the VP 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.

This panel features four speakers and a moderator, and aims to bring a diverse group of experts & senior decision making staff from VCs, corporate pharma, and other investor types together to discuss topics such as:

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

The moderator will guide the discussion through topics including how the investors source & 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.

• **Imran Babar**, Chief Business Officer, *Cydan* 



Imran Babar is Chief Business Officer of Cydan, which is a venture-backed orphan drug accelerator. Imran comes to Cydan from the venture capital team at OrbiMed Advisors. While at OrbiMed Imran was involved with a range of companies including Audentes, True North, Neurogastrx, NeRRc, Arvinas, Synlogic, and others. Prior to joining OrbiMed, Imran was an Associate at Cowen & Company where he covered over 20 therapeutics companies. Imran is also Co-founder of Rare Genomics Institute (RG), a nonprofit dedicated to helping rare disease patients since 2011. Under his leadership, RG has implemented numerous initiatives to accelerate research for rare diseases. Imran completed his PhD in Molecular Biology at Yale University and his BA in Biology at Carleton College.

• **Bibhash Mukhopadhyay**, Principal, *New Enterprise Associates*



Bibhash is a Principal at New Enterprise Associates (NEA), where he focuses on investing in emerging therapeutics and device companies, assisting them grow and create value. Previously, he was at AstraZeneca / MedImmune as an Associate Director of Business Development, where his responsibilities spanned end-to-end in the deal-making spectrum, from search and evaluation to transactions, with focus on the immune-oncology and immunology spaces. He started his career at Johnson and Johnson, where he held multiple Business Development roles, at different times, in Global Surgery, Oncology and Emerging Technologies. Bibhash's doctoral research work focused on pathophysiology of retinal diseases using tools of cell biology and mathematical modeling, during which he also consulted for venture funds and start-ups.

• **Kuldeep Neote**, Senior Director - *New Ventures, Johnson & Johnson Innovation*



Kuldeep Neote, Ph.D., is Senior Director at J&J Innovation Center-Boston, and is responsible for New Venture and Scouting opportunities in the areas of Oncology and Immunology in the East Coast. Dr. Neote is trained as a Molecule Biologist with an extensive background in drug discovery. He has been focused in the area of Immunology, Inflammation and Oncology and has a passion for implementing cutting edge scientific discoveries into practical drug discovery programs. Formerly, Dr. Neote was Research Advisor/Director in Global External R&D at Eli Lilly in Indianapolis. Prior to Eli Lilly, he was a Discovery Scientist in Pfizer Inc. Dr. Neote initiated the Chemokine Receptor Drug Discovery platform that lead to several clinical candidates, and also discovered novel chemokines. Earlier in his career, Dr. Neote cloned one of the first chemokine receptors during his post-doctoral studies in Genentech.

• **Marta New**, Partner, *Agent Capital*



Prior to Agent Capital, Dr. New was a Principal at Baxalta Ventures, where she led venture capital investments and served as a board observer for Gadeta BV, Syntimmune, and Vitesse Biologics. Previously, Dr. New was a Senior Associate at Baxter Ventures. Dr. New originally joined Baxter as a Senior Manager in the Global Renal Marketing franchise. Dr. New joined Baxter from Northwestern University, Innovation and New Ventures Office and Feinberg School of Medicine where she was a Lead Commercialization Consultant for new company formation, licensing and alliance management. Dr. New received her PhD from the University of Illinois at Chicago in microbiology and immunology and completed her post-doctoral training at Northwestern University. She also received her MBA from Northwestern University Kellogg School of Management.

• **Scott Weiner**, Partner, *Pappas Capital*



Scott is currently a Partner at Pappas Capital, a life sciences focused venture capital firm based in North Carolina. Prior to joining the firm in 2006, Scott was an investment manager and research analyst at Silverback Asset Management's life science fund where he focused on healthcare securities investing. Before joining Silverback, he spent three years at Chicago Growth Partners focusing on healthcare venture investments, and previous to that, he spent three and a half years in investment banking at Lehman Brothers where he worked in New York, London and Hong Kong.

This panel discusses what strategies are employed by corporate venture capital firms for investments and partnerships with early-stage companies. Potential topics for the panel include:

- What corporate VCs look for in companies
- What working with a corporate VC entails
- What companies should do to be relevant to the corporate VC

Panelists could also discuss the relationship between the corporate VC firm and the parent company and how it affects investment criteria.



• **Travis McCready**, President & CEO, *Massachusetts Life Sciences Center* 

Travis McCready is the President and CEO of the Massachusetts Life Sciences Center, a \$1 billion public-private partnership with the mission of advancing the life sciences ecosystem in Massachusetts. He directs and oversees the center's investment strategy, including the agency's operations, programs, and partnerships. Previously, Mr. McCready served as the Vice President for Programs at The Boston Foundation, directing the Foundation's grants and community investment strategy to benefit the people of Greater Boston. He was the first Executive Director of the Kendall Square Association, responsible for growing the innovation economy of Kendall Square, one of the Commonwealth's most economically robust districts.



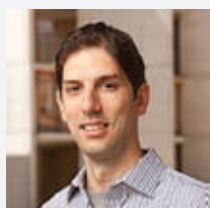
• **Claire Leurent**, Bio Sector Investment Director, *Samsung Ventures*

Claire Leurent is a biologist by training. She 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.



• **Peter Dudek**, Partner, *MRL Ventures*

Peter has over 10 years of experience in the life science industry extending across research, consulting, corporate venture and traditional venture capital. He is currently Partner at MRLV. He has been involved in investments across a broad range of life science companies including: Middle Peak Medical, Atopix, Optinose, Prosonix, and more. He is currently responsible for the MRLV investment in Carisma. Prior to MRLV, he was a Principal with Wellington Partners, a Munich and London based European venture fund with more than \$1B under management. Before this he held roles at Entrepreneurs Fund and at the corporate venture arm of Novartis. He also consulted for several European venture-backed biotechnology startups.



• **James Kasuboski**, Senior Director, *Boehringer Ingelheim Venture Fund*

Jamie received his Ph.D. in Cellular and Molecule Biology from the University of Notre Dame. He then completed two post-doctoral fellowships, one at the Salk Institute for Biological Sciences focused on building experimental microscopes and the second in Pfizer's Neuroscience research unit focused on neurodegeneration and stem cell technology development. While at Pfizer he completed Flagship Pioneering's Fellowship program focused on creating new and innovative life science companies. He will be working closely with both the US and the European Venture teams on investing in new life science companies.



• **Markus Goebel**, Managing Director, *Novartis Venture Fund*

Markus Goebel started his career in the Health Care Industry in 1990. An MD by training and certified, amongst others, in hematology/oncology he worked for Farmitalia Germany and later held several global positions in R&D, Marketing and Strategy at Roche headquarters to include a worldwide alliance with Amgen. He joined Novartis in 2000 and first worked as Global Head Nervous System BD&L Pharma and later as Global Head Pharma Corporate M&A. In 2004 he joined the Novartis Venture Fund (NVF) as a Managing Director in the US, moving back to Europe in 2009. He was appointed to be NVF Company Manager US in 2017. Markus serves on the boards of several Novartis Venture Fund portfolio companies.



• **V Kadir Kadhiresan**, VP, Venture Investments, *Johnson & Johnson Innovation*

Dr. Kadhiresan has more than a decade of operational experience in various functional roles including research, product development, and business development. Before joining JJDC, as head of Business Development at Guidant, Inc., now Boston Scientific, Inc., Dr. Kadhiresan led several transactions to access novel medical device technologies with venture investments, M&As, licensing and joint ventures. Prior to entering business development, he led the research and development of multiple early-stage technologies and products in cardiac rhythm management and heart failure. Dr. Kadhiresan was instrumental in the development of the cardiac resynchronization therapy for heart failure, now a multi-billion dollar worldwide market. At Heart Rhythm Technologies, a subsidiary of Guidant, he led the development of an ablation technology for treatment of atrial fibrillation and raised venture financing for the project. In addition, Dr. Kadhiresan is an inventor on more than 40 patents and has published several articles in peer-reviewed journals.

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.

• **Kathie Callahan Brady, CEO, Frederick Innovation Technology Center (FITCI)** 



Kathie Callahan Brady masterfully leads entrepreneurs and corporations in strategies to achieve high-level success. Her proven track record has allowed her to found four successful companies in various industries and generate millions of dollars in revenue. Kathie is a distinguished entrepreneur, highly sought-after speaker, lauded author, and educator. She was a partner in Quantum Realty Capital specializing in commercial real estate & financing. She founded Future CEO to empower entrepreneurs to start and operate their own businesses. Kathie has helped hundreds of Companies raise funding & grow significantly. She feels privileged to work with the top 5% who step up, assumes leadership, & make a tangible difference. Today, she works with some of the most gifted Biotech and Technology companies as CEO of Frederick Innovative Technology Center. Her passion is to help owners turned around, increase profits and achieve a better- quality life.

• **Ajay Rai, VP, Business Development, Frequency Therapeutics**



Ajay is the Vice President, Business Development of Frequency Therapeutics. He has over 20 years in finance, strategy and business development/M&A experience in the Life Sciences arena. Prior to joining Frequency, Ajay was the Senior Director of Corporate Development for Takeda. In this role, Ajay was responsible for evaluating and leading M&A, divestments, joint ventures and new company formation for all of Takeda's business. Prior to Takeda, Ajay spent over 10 years at Biogen in a variety of roles, including Business Planning, Investor Relations, Corporate Strategy, Venture Investment and Business Development/M&A. Ajay was responsible for leading BD activities for immunology, pain and tissue injury and fibrosis therapeutic areas. Ajay has also had investment banking and M&A advisory roles for various financial institutions earlier in his career.

• **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.

• **Jon Rowley, Founder, RoosterBio**



Jon A. Rowley, PhD, is the Founder and Chief Product Officer of RoosterBio Inc and has a personal goal of making significant contributions to the commercial translation of living cellular technologies. Jon holds a PhD from the University of Michigan in Biomedical Engineering and has authored over 35 peer reviewed manuscripts and 20 issued or pending patents related to biomaterials development, tissue engineering, and cellular therapy. He most recently spent 5 years as Director of Innovation and Process Development in Lonza's Cell Therapy CMO business, and currently resides in Walkersville, MD with his wonderful wife and their 3 young children.

• **David Narrow, CEO, Sonavex**



David Narrow is co-founder and CEO of Sonavex Inc., a venture-backed commercial stage medical device company spun-out of Johns Hopkins University. The company develops and commercializes ultrasound products for surgeons, including a technology for detecting post-operative blood clots. His first venture, MonoMano Inc., provides rehabilitative, general health, and social benefits to stroke survivors by making cycling accessible for those with functional use of a single arm and leg. David previously worked with multinational medical device companies to commercialize their technologies and provide long-term business strategy as a healthcare consultant at Health Advances LLC. Narrow was named 30 Under 30 in Healthcare by Forbes in 2016 and 40 Under 40 in the Baltimore Business Journal in 2017.

This 50-minute panel will feature four speakers and a moderator all from Asian Cross-Border Investment groups discussing topics such as:

- Key difference between the Asian and US Markets
- What's the best way to get started in Asia?
- What are they looking for as cross-border investors?
- How can companies make themselves appealing to Asian Cross-Border Investors?
- What does the investment process look like in Asia?

Panelists will discuss how they evaluate opportunities in the context of being cross-border investors with an Asian interest and will touch upon how the markets there may be different from other global markets. Panelists will also discuss the best ways that companies can approach investors like them and how companies can better prepare themselves if they're interested in working in Asia.

• **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.

• **Flora Yao**, Founding Partner, *Ivy Elite Capital*



Flora is the Founding Partner of Ivy Elite Capital. IEC is a venture capital firm investing in biotech and life science. Flora is mainly responsible for post-investment management, and the Government and investor relation management. She has an extensive global business experience in China, Canada and US. She took leadership roles in global leading marketing and consulting groups and provided business break-in and business strategies for biotech clients such as Johnson and Johnson, and LG Healthcare Solutions. Flora also has rich experiences in go-to-market strategies and investment consulting, and has a wide range of social resources and connections. Flora obtained her MBA degree from McCombs School of Business, the University of Texas at Austin.

• **Bruce Cohen**, Advisor, *Xeraya Capital*



Bruce Cohen is an Advisor with Xeraya Capital. He was the founding President and CEO of Acacia Biosciences, Cellerant Therapeutics and VitaPath Genetics. He served as CFO at GeneSoft Pharmaceuticals and held senior positions in business development and marketing at SEQUUS and at Baxter. Bruce was the President of ViTel International Inc., an electronic messaging company. He also served as a management consultant with Monitor Company and was a member of the founding team of the Tufts Veterinary School. He is currently serving as CEO of Prime Biologics in Singapore. He represents Xeraya on the boards of Chrono Therapeutics, Iconic Therapeutics and Rapid Micro Biosystems. Bruce holds a BA, cum laude and an MA from Tufts University; and an MBA with distinction from Harvard Business School.

• **Darren Ji**, Venture Partner, *Lilly Asia Ventures*



Darren is currently Venture Partner of Lilly Asia Ventures (LAV). He is also a co-founder and CEO of Elpiscience Biopharmaceuticals, Inc. Prior to that Darren was Vice President and Global Head of Roche Partnering for Asia and Emerging Markets, as well as a leadership team member of Roche Partnering, Roche's deal-making body that manages the company's business development across the board including licensing and M&A. In this role Darren was responsible for driving the strategy and execution of partnering activities in the territory of Asia and Emerging Markets encompassing over 100 countries. During his tenure Darren championed and oversaw the closing of many key transactions between Roche and partners worldwide. He managed a global team and established a strong business network in key countries like China, Japan, Korea, Australia/New Zealand, Russia and Brazil.

• **Tim Maguire**, Director, Corporate Venture Capital, *Luye Pharma*



Prior to joining Luye Boston R&D, Dr. Maguire was the company founder, member of the Board of Directors, and Chief Executive Officer of VasculoLogic LLC, and a managing partner of Vicara Capital. Dr. Maguire has also worked in the medical device and pharmaceutical industries for over 10 years in various roles of increased leadership and responsibility. These included positions within strategy, global manufacturing, business development, clinical R&D, and commercial teams. He has extensive experience in global product launches and life-cycle management including Liptruzet, Victrelis, VenousPro, and Ibrisi.

This 50-minute panel will feature four speakers and a moderator all from Chinese Investment groups familiar with working with the CFDA discussing topics such as:

- Key differences between the Chinese and US Markets
- Benefits of recent CFDA changes
- Why would an entrepreneur be interested in getting first approval in China?
- What kinds of technologies would do well in the new system?
- How can entrepreneurs best utilize the new CFDA?

Panelists will discuss how the recent CFDA changes have affected the market and landscape of biotech in China and what it means for entrepreneurs outside of China. Panelists will also discuss the best ways that companies can utilize this new system and how companies can better prepare themselves if they're interested in working in China.



• **Grace Fu Palma**, CEO, *China Med Device* 

Grace Fu Palma, CEO of China Med Device, LLC, a seasoned bilingual and bicultural medtech executive, specializes in China CNDA (formerly CFDA) regulatory and commercialization services. With 20+ years of experience driving global business strategy, commercialization, partnerships, and China operations for both large multinationals and startup companies, she held a variety of management positions in marketing and operations. She is a regulator speaker at key national and local medtech meetings, MedTech Conference, RAPS Regulatory Convergence, CABA, NEHEN, MDG etc. She is also a contribute writer to multiple journals, FDA News, RAPS Forum, Medtech News etc. She grew up in Beijing, China and received a BA degree from Peking University, China, and an MBA from Yale University in New Haven, CT. China Med Device, LLC has offices in Beijing and Boston providing regulatory and commercial consultation services for Western companies entering into China Market.



• **James Lee**, Partner, *Unistone Ventures*

James Lee is a senior partner at Unistone Ventures, a China based early stage investor with a strong interest in the healthcare and MedTech sectors. He was formerly the CEO of China Unistone Acquisition Corp, which he successfully invested and exited through a Nasdaq IPO. In addition, he was a co-founder of E. J. McKay, a Chinese merchant banking group, and he worked with McKinsey and Merrill Lynch in the US and Asia. James holds an AB from Harvard, and Master's degrees from Oxford and the University of Chicago. He also studied at the Bio-Medical-Electronics Department at Fudan University of Shanghai.



• **Jimmy Zhang**, Venture Partner, *Lilly Asia Ventures*

Dr. Jimmy Zhang is the venture partner at LAV. Jimmy was Vice President, Transactions, Johnson & Johnson Innovation, leading the transactional and partnership management activities and strategy in Asia Pacific region in pharmaceuticals, medical devices & diagnostics and consumer products, as well as fund relationship and partnership. Jimmy was the Managing Director, MSD Early Investments – Greater China at Merck & Co. and a Board Director of BeiGene. He was previously with Synergenics, McKinsey, Morrison & Foerster, and Chiron. Jimmy received his Ph.D. in biomedical sciences from University of Texas Southwestern Medical Center at Dallas, where he worked closely with three Nobel Laureates, and MBA from MIT Sloan.



• **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.



• **Yan Zhang**, Investment Director, *Cowin Capital*

Dr. Yan Zhang has over 6 years of healthcare-related experience. Currently, he is responsible for US healthcare investment and portfolio management at Cowin Capital. Previously, he worked at BGI, the leading genome sequencing provider worldwide, and completed a few private placement transactions in healthcare-related sectors, including bio-pharmaceutical, Med-Tech, healthcare Services, etc. He developed close relationships with many large and medium-sized healthcare companies. Dr. Zhang holds a Ph.D. in Genetics from the University of Iowa, and B.S. of Biology from Fudan University.



Track 2

Moderator & Panelists

<p>8:00 - 8:50 AM</p> <p>HEALTH SYSTEM PARTNERS</p> <p>Care Providers and Payers Seek New Technologies</p>	<ul style="list-style-type: none"> • Brent Stackhouse, Vice President, <i>Mount Sinai Ventures</i> • Anne Wellington, Managing Director, <i>Cedars-Sinai Accelerator (Powered by Techstars)</i> • Eric Feinstein, Investment Director, <i>Northwell Ventures</i> • Richard Gordon, Director, <i>Inova Strategic Investments</i> • Sarah Lindenauer, Product & Portfolio Manager, <i>Boston Children's Hospital IDHA</i>
<p>9:00 - 9:50 AM</p> <p>DIGITAL HEALTH INVESTORS</p> <p>Leveraging Software to Lower Costs and Improve the Quality of Care</p>	<ul style="list-style-type: none"> • William Brah, Founder & Executive Director, <i>UMass Venture Development Center</i> • Brenda Irwin, Managing Partner & Co-Founder, <i>Relentless Pursuit Partners</i> • Debbie Lin, Executive Director - Digital Health, <i>Boehringer Ingelheim Venture Fund</i> • Ed Michael, Managing Partner, <i>LionBird</i> • Taha Jangda, Partner, <i>HealthX Ventures</i>
<p>10:00 - 10:50 AM</p> <p>DIAGNOSTICS INVESTORS</p> <p>New Generation of Technologies Changing Treatment Paradigms</p>	<ul style="list-style-type: none"> • Rick Jones, Partner, <i>BioAdvance</i> • Alexis Ji, Partner, <i>Illumina Ventures</i> • Andy Cosgrove, VP, Head of Strategic Alliances, <i>WuXi NextCODE</i> • Babette Güldenpfennig, Global Head of Licensing, <i>Roche Diagnostics</i> • Nat Brinn, Partner, <i>VC23</i>
<p>11:00 - 11:50 AM</p> <p>MEDICAL DEVICE INVESTORS</p> <p>Investing in Novel Engineering</p>	<ul style="list-style-type: none"> • Zishan Haroon, Chairman & General Partner, <i>Julz Co LLC</i> • Joe Zhou, Founder, <i>BAC Investments</i> • Joshua Phillips, Managing Partner, <i>Catalyst Health Ventures</i> • Geoff Dacosta, Director, Business Development & Licensing, <i>Medtronic</i> • Lu Zhang, Founder, Managing Partner, <i>Fusion Fund</i>
<p>1:00 - 1:50 PM</p> <p>INVESTING IN MENTAL & BEHAVIORAL HEALTH</p> <p>Exploring a Commonly Misunderstood Space Through Digital Health Solutions</p>	<ul style="list-style-type: none"> • Robert Garber, Partner, <i>7wire Ventures</i> • Brian Mullen, Innovation Strategy Manager, <i>Brigham Digital Innovation Hub, Brigham and Women's Hospital</i> • Clement Cazalot, Managing Director, <i>Techstars Boston</i> • Justin Baker, Scientific Director, <i>The McLean Institute for Technology in Psychiatry</i> • Victor Lanio, Senior Associate, <i>Flare Capital Partners</i>
<p>2:00 - 2:50 PM</p> <p>FAMILY OFFICES</p> <p>How Do Family Offices View Seed and Series A Rounds?</p>	<ul style="list-style-type: none"> • Colin Widen, CEO, <i>Boston Innovation Capital</i> • Eugene Durenard, Managing Director, <i>Stetson Family Office</i> • Kevin Schimelfenig, Managing Partner, <i>McGeever LLC</i> • Ron Paliwoda, Founder & President, <i>Paliwoda Group</i> • Sherry Grisewood, Chief Investment Officer, <i>FoxHill Asset Management</i>
<p>3:00 - 3:50 PM</p> <p>INVESTING IN PERSONALIZED MEDICINE</p> <p>Improving Outcomes Through a Patient-Tailored Approach</p>	<ul style="list-style-type: none"> • Tom Miller, Managing Director, <i>GreyBird Ventures</i> • Justin Li, Principal, <i>Hemi Ventures</i> • Miro Venturi, Global Head - Diagnostics Biomarkers, <i>Roche Diagnostics</i> • Thomas Kluz, General Partner, <i>dRx Capital</i>
<p>4:00 - 4:50 PM</p> <p>BIG DATA IN HEALTHCARE</p> <p>AI and Novel Technology Optimizing Digital Health Platforms & Infrastructure</p>	<ul style="list-style-type: none"> • Drew Volpe, Managing Partner, <i>First Star Ventures</i> • Enke Bashllari, Managing Director, <i>Arkitekt Ventures</i> • Gyan Kapur, Vice President, <i>Activate Venture Partners</i> • Ronald Dorenbos, Associate Director, <i>Takeda Pharmaceuticals - Materials & Innovation</i> • Yizhen Dong, Principal, <i>11.2 Capital</i>

Healthcare organizations are embracing innovations and becoming a key training ground to test the medical benefits, technical feasibility, and business viability of new technology breakthroughs. From innovation centers to investment vehicles, healthcare organizations have become critical partners for entrepreneurs. This panel will reveal the changing role healthcare organizations are playing in fostering innovation. Topics may include:

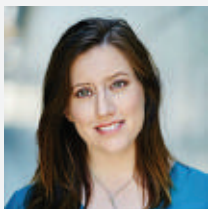
- What are hospitals and health networks doing to engage with new technology companies?
- How can a startup get the most out of conducting pilot studies with a healthcare system partner?
- How do early stage companies work with healthcare systems to generate user experience for their new technologies?
- How can healthcare organizations share their technical expertise with startups?

This RESI panel will help entrepreneurs navigate complex healthcare systems and bring their companies to the next milestone.



• **Brent Stackhouse**, Vice President, *Mount Sinai Ventures* 

Brent Stackhouse is the Vice President of Mount Sinai Ventures, the venture investment arm of the Mount Sinai Health System in New York City. His responsibilities include diversifying the portfolio of strategic investments to enhance Mount Sinai's transition to population health management. He represents Mount Sinai on the board of several portfolio companies, including ambulatory surgery and urgent care centers. He is experienced in public health and health information technology, and serves on Mount Sinai telehealth strategy committee, Mount Sinai Health Partners board of managers, and the Junto Collaborative for health innovation. Prior to joining Mount Sinai, Brent was the Executive Director of Strategy at the Primary Care Information Project at the New York City Department of Health and Mental Hygiene.



• **Anne Wellington**, Managing Director, *Cedars-Sinai Accelerator (Powered by 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.



• **Richard 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 Tovarix, a specialized encryption software development company, and was also a technology investment banker at Bear, Stearns & Co.



• **Sarah Lindenauer**, Product & Portfolio Manager, *Boston Children's Hospital IDHA*

Sarah Lindenauer is an Innovation Manager in the Innovation and Digital Health Accelerator (IDHA) at Boston Children's Hospital. She is responsible for managing the accelerator program as well the current portfolio of innovations. She enjoys working with clinicians and entrepreneurs to build and scale market-competitive technologies for patient impact. She's also involved in a number of R&D efforts around the application of voice technology in healthcare. Prior to joining Boston Children's, Sarah worked as a digital strategist for InVentiv Health, consulting to biopharmaceutical and medical device companies on the development of digital adherence and disease education programs. Before that, Sarah worked for a digital health startup, where she developed a multi-disciplinary framework for the evaluation of third party health applications and advised product teams on optimizing user experience for behavior change.

This panel features four speakers and a moderator and 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 related to investing in digital health, including:

- In what kinds of digital health technologies are they interested in investing?
- What metrics and evidence do you look for in a digital health startup?
- How can an early stage digital health company demonstrate the value of their products?
- What are the main challenges for startups raising capital in this space?

The moderator and 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.



• **William Brah**, Founder & Executive Director, *UMass Venture Development Center* 

William has over 25 years experience in science, policy and business, building and running award-winning programs that help innovators succeed. Since opening in 2009, the Venture Development Center has supported 95 new healthcare, biotech and health Ghazi tech companies which have 955 employees and have raised \$700.1M in venture capital. Investors include 5 of the top 10 venture capital firms. Amazon recently announced the acquisition of one of the companies, online pharmacy PillPack, for nearly \$1billion.

• **Brenda Irwin**, Managing Partner & Co-Founder, *Relentless Pursuit Partners*



Brenda Irwin is Managing Partner of both Relentless Pursuit Partners Inc and General Partner of the Relentless Venture Fund, collectively known as "Relentless". Relentless health investment sectors span preventative, proactive and social impact opportunities. The Relentless partners are committed to the development of technologies, products and services that create more options for optimal health, longevity and an active lifestyle. Brenda is a former life science venture capitalist for Business Development Bank of Canada (BDC). While at BDC she had personal responsibility for management of a \$100 million healthcare portfolio including private to publicly listed organizations. Brenda is a seasoned Board Director having been a director for 15 for profit and not for profit organizations. Brenda is an Associate for the Creative Destruction Lab's BioMedTech cohort at UBC. The BioMedTech stream focuses on the convergence of technologies tackling human health as well as environmental and agricultural challenges. Brenda's not for profit commitment includes current membership on the Providence Health Care Board of Directors, an organization developing the innovative 'New St. Paul's Hospital and Campus of Care' where she chairs the Innovation, Academics & Research Committee.

• **Debbie Lin**, Executive Director - Digital Health, *Boehringer Ingelheim Venture Fund*



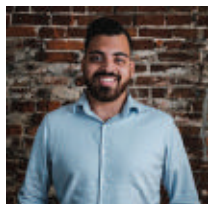
Dr Debbie Lin is Executive Director at Boehringer Ingelheim Venture Fund in the US and leads the US efforts in Digital Healthcare. She is a scientist by training and joined Boehringer Ingelheim in 2008. Within Boehringer Ingelheim, she worked across various regions and divisions in the US in Medical Affairs, Health Economics and Outcomes and in Corporate Headquarters in Germany in Corporate Strategy and Development. She led BI's global venture into stroke rehabilitation setting up the first stroke rehabilitation center pilot in Shanghai, China and in Lisbon, Portugal. She now leads the Venture Fund efforts in digital healthcare for the US.

• **Ed Michael**, Managing Partner, *LionBird*



Ed is co-founder and Managing Partner of LionBird Ventures, a venture capital firm with offices in Chicago and Tel Aviv which invests in early stage digital health and business technology companies. Prior to founding LionBird in 2012, Ed was with Abbott for over 26 years, and his last position there was Executive Vice President, Diagnostics Products, with responsibility for a \$4 billion worldwide business employing over 13,000 people. He has served on many company boards, including NeuMoDx, Ovia Health, physIQ, Kit Check, Protensus and others, and was a member of the board of directors of the Cook County Health and Hospitals System. Ed also serves on the Qualcomm Life Advisory Council. He received both his law degree and bachelor's degree from Indiana University, Bloomington.

• **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.

This 50-minute panel features four speakers and a moderator and focuses on investments in innovative diagnostics, ranging from IVD, genomics, precision medicine, and more. Topics may include:

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

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 also 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.

• **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.

• **Alexis Ji**, Partner, *Illumina Ventures*



Alexis Ji is a partner at Illumina Ventures. She brings 14 years of experience in research and venture investment in the genomics and pharmaceutical industries. Alexis focuses on investing in early-stage companies in the fields of life science tools, therapeutics, and diagnostics. Prior to Illumina Ventures, Alexis was a principal at WuXi Healthcare Ventures, where she focused on investments in therapeutics and medtech companies. Before joining WuXi, Alexis was a venture investment consultant at ARCH Venture Partners, where she evaluated early-stage life science and physical science opportunities. Earlier in her career, Alexis held various positions in R&D at Merck in early drug discovery, at Roche in virology translational research and clinical trial development, and at Life Technologies in molecular diagnostics and next-generation sequencing. Alexis earned her Ph.D. in Molecular Genetics from Washington University in St. Louis and an MBA from University of Chicago Booth School of Business.

• **Andy Cosgrove**, VP, Head of Strategic Alliances, *WuXi NextCODE*



Andy has a diverse 18 years of health care commercialization experience in Life Science, Clinician Engagement & Education, and Genomics. Andy's current role at WuXi NextCODE is focused on driving the sourcing, design, negotiation and management of alliances with channel, technology and other partners.

• **Babette Güldenpfennig**, Global Head of Licensing, *Roche Diagnostics*



Dr. Güldenpfennig is Head of Global Licensing for Diagnostics Business Development at Roche Diagnostics and member of the Diagnostics Business Development Leadership Team. She has joined Roche in April of 2014 where she initially supported the Sequencing Unit in Pleasanton. Babette has more than 20 years business development and transactional experience in the biotech, pharma and diagnostic environment. She co-founded Kuros Bioscience AG, Zürich, where she was part of the management team for more than 12 years. Before joining Roche Diagnostics she also worked for Molecular Partners AG, Zürich. Babette started her career at the patent law firm Hepp, Wenger & Ryffel. She holds a Ph.D. in chemistry from the ETH Zürich and also brings - as patent attorney- strong expertise in intellectual property matters.

• **Nat Brinn**, Partner, *VC23*



Nat Brinn has a successful track record of venture capital and other private investments, acquisitions and business management. He is a partner of both Vital Venture Capital and VC23. Nat has invested in 23 early-stage biotechnology and software companies including Gingko Bioworks, Quantalife (acquired by Bio-Rad), Twist Bioscience, 10X Genomics, AxioMx (acquired by Abcam), HealthTell (acquired by iCarbonX), CD Diagnostics (acquired by Zimmer), General Automation Lab Technologies, TOMA Biosciences and Tangen Biosciences. Nat has served as a director of various portfolio companies. His previous experience includes roles at HSA Bank (CEO), Webster Bank (EVP) and other firms in corporate development and investment positions. He has an MBA from Duke University, where he was a Fuqua Scholar and his class graduation speaker. Nat did his undergraduate work in economics and mathematics at University of Delaware in the undergraduate honors program.

This panel features four speakers and a moderator and focuses on investment in new medical devices from development stage through to early commercialization. Topics may include:

- What are investors looking for?
 - Areas of interest
 - Overcrowded areas
- How to approach an investor
- Successful deals they've done before
- Common mistakes/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 also explore what technology areas are of top interest to them and how a startup can get them into dialogue regarding an investment or deal.



• **Zishan Haroon**, Chairman & General Partner, *Julz Co LLC* 

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 in healthcare in both US and China. The investment spans all facets from innovative drugs, devices to services such as hospitals and diagnostic labs.



• **Joe Zhou**, Founder, *BAC Investments*

Joe has 20+ years of multi-cultural and multi-national work experience in China, Japan and the U.S. Throughout his career, Joe has been a software engineer, technical lead, manager, vice general manager, managing director, and partner. As the managing director of Eastern Link Capital, a private equity firm doing investment in China, Joe has invested 29 companies in China. Boston Angel Club has invested 18 companies in the U.S. since Joe founded the company in 2014. Joe has a Sloan Fellow MBA degree from Massachusetts Institute of Technology. He also holds a Master's degree in Mechanical Engineering from Iowa State University and a Bachelor's degree in Precision Engineering from Tianjin University, P. R. China.



• **Joshua Phillips**, Managing Partner, *Catalyst Health Ventures*

Joshua Phillips is a Managing Partner of Catalyst Health Ventures. Josh led Catalyst's investments in Novazyme Pharmaceuticals, Inc. (acquired by Genzyme Corp), BioTrove, Inc. (acquired by Life Technologies Corp), Biocius Life Sciences, Inc. (acquired by Agilent Technologies, Inc), Vortex Medical, Inc. (acquired by Angiodynamics), Allegro Diagnostics, Inc. (acquired by Veracyte), Pavilion Medical Innovations, Sera Prognostics and Cruzar Medical. He is a Director of SevenOaks Medical, Pavilion Medical Innovations, Sera Prognostics, Cruzar Medical, Saphena Medical and Kaleidoscope. Prior to joining Catalyst, Josh was a Manager at the Lucas Group, a boutique strategy-consulting firm, where he led engagements advising healthcare, life science, and technology-based companies. Josh received a B.E. in Electrical Engineering and Mathematics from Vanderbilt University and an M.B.A. from the Harvard Business School.



• **Geoff Dacosta**, Director, Business Development & Licensing, *Medtronic*

Geoff DaCosta is currently a Director of Business Development and Licensing within the Surgical Innovations business of Medtronic, where he coordinates M&A and strategic partnership activities. Geoff joined Medtronic in 2015 following its acquisition of Covidien PLC. He started with Covidien in 2008, serving in various roles, including Director of Strategy and Business Development within the Vascular Therapies business. Previously, he worked in the Transaction Advisory Services group of Ernst & Young, as well as multiple Boston boutique advisory firms. Geoff holds an MBA from the UCLA Anderson School of Management and a BA in Economics from the University of Pennsylvania.



• **Lu Zhang**, Founder, 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.

This panel focuses on investment in mental & 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 & behavioral health within the industry through various investor types, including hospital 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 & behavioral health are of top interest, its future outlook, and global impact.

• **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. 7wire Ventures 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. 7wire believes that mobile, connected platforms, the cloud, and sophisticated insights will improve the efficiency of the healthcare system and improve outcomes for all.

• **Brian Mullen**, Innovation Strategy Manager, *Brigham Digital Innovation Hub, Brigham and Women's Hospital*



Brian has been working on innovation in mental health technology since 2004 when he started his Ph.D. in mechanical engineering from the UMass, Amherst. Brian's specializes in early stage innovation, from clinical research to commercially viable products, for people for people with mental illnesses and cognitive disabilities. Brian's work has led to publications, presentations and awards in multiple fields as well as pending patents and a TedX talk. During his PhD Brian founded an early stage medical device company, Therapeutic Systems. The mission of the company was to help people across the life spans who are struggling with brain disorders such as autism, ADHD, PTSD and anxiety based disorders by providing them evidence based, insurance reimbursed, therapeutic wearable technologies. Currently, Brian is an Innovation Strategy Manager at the Brigham Digital Innovation Hub (iHub), on the board of the Institute for Human Centered Design, on the industry advisory board for the UMass Amherst Center for Personalized Health Monitoring and is currently working on legislation to further support for innovation in mental healthcare.

• **Clement Cazalot**, Managing Director, *Techstars Boston*



Clement Cazalot is a serial entrepreneur and angel investor, now Managing Director of Techstars Boston, which is the #1 Global Tech Accelerator with \$80 Billion in value created. With Techstars he has been an active investor and advisor the mental health space, trying to democratize the access of care to a broader audience through automation and better diagnostics. His latest company, docTrackr, was recognized as one of the most innovative online cybersecurity startups, was acquired by Intralinks (NYSE:IL) and deployed to 99% of the Fortune 1000 within a couple of years, securing some of the world's most sensitive data. He currently lives in Boston, MA, is originally from the south of France and competes in ultra long distances triathlon races: Ironman 140.6.

• **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, one the nation's top free-standing psychiatric hospitals, 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 his work uses both large-N studies and N-of-1 longitudinal approaches (a.k.a. "deep phenotyping") 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.

• **Victor Lanio**, Senior Associate, *Flare Capital Partners*



Victor Lanio is a healthcare IT and tech-enabled services investor at Flare Capital Partners, an early stage healthcare venture capital firm based in Boston, MA. Prior to joining Flare Capital, Vic held business development and product management roles at Curaspan and naviHealth, leaders in care transitions and post-acute care management. Vic also worked at McKinsey & Company serving healthcare providers. He focused primarily on health system strategy within the context of the Affordable Care Act and the transition to value-based care models. He also helped launch and served as the President and Executive Board Chair of Boston Young Healthcare Professionals, a 501(c)(3) organization aimed at providing educational, networking and community service opportunities for young healthcare professionals in Boston. Vic obtained his B.S. from Boston College, with majors in Physics and Finance. He also obtained his M.B.A. from the MIT Sloan School of Management.

This panel features four speakers and a moderator focusing on understanding how family offices view direct investments in early-stage healthcare opportunities (seed – series A) and how they differ/compare to VCs. Topics may include:

- Primary differences between institutional VCs and family office investors
- How family offices source investments / 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 and 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* 

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.



• **Eugene Durenard**, Managing Director, *Stetson Family Office*

Eugene brings a thorough multi-asset class investment and entrepreneurial experience spanning 20 years. He started his career in London in proprietary research at Salomon Brothers, then proprietary trading at Credit Suisse. He founded Orion Investment Management, an asset manager in Bermuda that he sold to the privately owned Capital G Bank, and co-headed their asset management. Prior to joining the Stetson Family Office he was CIO of another family office operation in NYC. Eugene published several innovations to trading and dynamic asset management in several industry articles and a book “Professional Automated Trading, Theory and Practice” (Wiley 2013). He holds a PhD in Mathematics from Harvard.



• **Kevin Schimelfenig**, Managing Partner, *McGeever LLC*

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’s investment portfolio includes but is not limited to; Healthcare, Real Estate, Energy, and Information Technology. Through McGeever, Kevin participates in investments with multiple Angel Funds and is a limited partner with Private Equity firms on the East and West Coast as well as has affiliations with well-known medical device and diagnostic institutions across the United States. In addition, Kevin is acting President and CEO of SalesForce4Hire, McGeever LLC’s wholly owned subsidiary. SalesForce4Hire partners with medical device, diagnostic, pharma/biotech and information technology companies and their investors to provide strategic models and solutions for commercialization. SalesForce4Hire has played lead roles in the successful implementation of custom sales solutions within leading companies on a global scale.



• **Ron Paliwoda**, Founder & President, *Paliwoda Group*

Ron Paliwoda is an accidental entrepreneur and seasoned investor, primarily through the Ventures arm of The Paliwoda Group, the firm he founded over 20 years ago. The firm’s evergreen Health Tech Fund targets early-stage innovation that reduces costs to healthcare consumers, including projects that promote cost transparency to help consumers make more informed decisions in selecting service providers; that weave raw data streaming from remote patient monitors into insight about one’s health and fitness (i.e. BioArray); and innovations at the intersection of molecular diagnostics and computational biology that use machine-learning tools to better understand complex disorders (i.e. Genotype Diagnostics). Ron actively advises entrepreneur leaders working to solve care and education challenges at underserved communities, and is a passionate advocate of local working environments where startups are nurtured and high-potential teams can excel.



• **Sherry Grisewood**, Chief Investment Officer, *FoxHill Asset Management*

Sherry has extensive Wall Street professional experience in banking, corporate advisory and research capacities primarily for early stage life science and related technology companies with particular focus in therapeutic areas where there is an intersection of technologies. Sherry currently chairs the Audit Committee and is a member of the Compensation Committee for Tapimmune, Inc., and sits on the Board of Oncolix, Inc., both public companies, and Mobitech Regenerative Medicine, Inc., a private orthopedics device company. Sherry holds FINRA general securities, investment banking and research principals licenses, is a member of the CFA Institute, TERMIS, ASGCT, Women in Bio and the Jazz Society of New Jersey.

This panel discusses current trends in personalized medicine. Topics may include:

- How investors assess personalized medicine technologies and applications in diagnostics, drug discovery and treatment plans
- Which indications investors believe are showing the most promise – genetic disorders, orphan diseases, oncology, etc.
- Investing in individualized treatments (such as CAR-T) and the scalability challenges of autologous vs allogeneic/xenogeneic off-the-shelf treatments
- The regulatory challenges some of these technologies face, whether to ensure individual privacy from genomics databanks or to prevent potential harmful side effects from therapeutics such as CRISPR technologies

Personalized medicine has proven to produce more effective treatments in multiple indications by tailoring medical treatment to the individual and their disease. Additionally, early detection of disease has improved outcomes for many patients. Panelists will discuss where the field is heading and what unique challenges companies in this area will face.

• **Tom Miller**, Managing Director, *GreyBird Ventures* 



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.

• **Justin Li**, Principal, *Hemi Ventures*



Justin focuses on biotech entrepreneurs whose breakthroughs hold the potential to cure devastating diseases, unlock personalized medicine, and demystify the human genome. He previously worked as an analyst at WI Harper Group and Green Pine Capital Partners, where he focused on deal sourcing and due diligence. Prior to landing in venture, he founded several startups. Justin earned his degree in Chemistry from the University of Illinois at Urbana-Champaign.

• **Miro Venturi**, Global Head - Diagnostics Biomarkers, *Roche Diagnostics*



After receiving his PhD from the Max-Planck Institute of Biophysics in Frankfurt, Miro specialized in molecular medicine, virology and immunology at the National Institutes of Health, USA. In 2002, Miro became Biomarker Laboratory Head and project team representative at Pharmacia Corp (later Pfizer Inc.) where he established the biomarker laboratories and contributed to the development of oncology programs, including sunitinib (Sutent). In 2005, Miro joined the faculty of the University "Vita Salute San Raffaele" in Milan as Adjunct Professor of preclinical and early clinical development of biopharmaceuticals. Since 2009, Miro joined Roche Oncology where he has contributed to biomarker and personalized medicine strategies and directed the execution of drug development programs with companion diagnostics, including Perjeta. Miro has been appointed Global Head of Diagnostics Biomarkers at Hoffmann-la Roche and is based at the Company's headquarters in Basel.

• **Thomas Kluz**, General Partner, *dRx Capital*



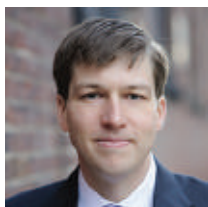
Thomas is the Head of Healthcare Investing at Qualcomm Ventures, where he focuses on investing in digital healthcare companies. Thomas is also a General Partner at dRx Capital. Prior to Qualcomm Ventures, Thomas was an investment professional at Providence Ventures, the venture capital arm at one of the nation's leading healthcare delivery networks, Providence St. Joseph Health. Prior to Providence Ventures, Thomas was part of the strategic finance / strategic investing team at Cambia Health Solutions, the private equity sponsor for Regence Blue Cross Blue Shield, a nationally recognized health insurer committed to transforming healthcare. As part of his role at Cambia, Thomas had an observer seat on the Fund Management Team (FMT), the formal governing body established by the company to approve all VC, PE and M&A deals. Thomas was also a direct investment professional at Adams Street Partners where he supported the partnership on venture capital and growth equity opportunities. Thomas holds his Master of Science in Medical Informatics and a Bachelor of Science in Biomedical Engineering from Northwestern University where he is a published author in the Journal of Surgical Oncology.

This panel features four speakers and a moderator focusing 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.

• **Drew Volpe**, Managing 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 a mentor for startups at MassChallenge, Techstars, MIT, Harvard, and other innovation centers. Drew holds an AB in Computer Science from Harvard University.

• **Enke Bashllari**, Managing Director, *Arkitekt Ventures*



Dr. Enke Bashllari is a neuroscientist and venture investor. She is passionate about radical innovation in healthcare driven by novel models of care delivery and frontier technology applications to medicine. As the Managing Director of Arkitekt Ventures, she advises, invests and supports exceptional technical founders. Dr. Bashllari earned her PhD at Columbia University Medical Center, working alongside internationally renowned scientists and Nobel laureates, and holds an MBA from Harvard Business School where she was awarded the Kaplan Fellowship. Having lived in 4 continents and traveled to more than 45 countries around the world, Dr. Bashllari brings a global perspective to success.

• **Gyan Kapur**, Vice President, *Activate Venture Partners*



Gyan is a Vice President at Activate Venture Partners, as well as an angel investor. Activate was the first institutional investor in both Medidata and Tabula Rasa, both public companies in digital health. Gyan’s angel investments include: Ellipsis Health (subsequent funding led by Khosla Ventures), Doctible (subsequently led by ClearVision Equity Partners), Optimus Outcome (subsequently led by SpringRock Ventures), DrChrono (co-investor Runa Capital), and Catalia Health (co-investor Khosla Ventures and subsequently led by Ion Pacific). Prior to joining Activate, Gyan worked with Activate’s predecessor fund – Milestone Venture Partners -- and graduated from the MBA program at the Wharton School of Business. Before Wharton, Gyan worked for Gather Health, a chronic disease management startup, and Citigroup where he built and scaled businesses in foreign exchange derivatives, focusing on complex products.

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



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.

• **Yizhen Dong**, Principal, *11.2 Capital*



Yizhen is passionate about working with persevering entrepreneurs who want to change the world, especially in healthcare. Yizhen brings advisory and operations experience from biotechnology and healthcare technology. At 11.2 Capital, Yizhen focuses on the early stage investments in data-driven healthcare, which encompasses computational health, digital therapeutics, and synthetic biology. 11.2 Capital has backed cutting-edge startups including Ginkgo Bioworks, Deep Genomics, Synthace, Bay Labs, and Hinge Health. Prior to 11.2 Capital, Yizhen helped launch Avastin in ovarian cancer and developed marketing strategies across the product portfolio at Roche/Genentech. Yizhen was formerly a management consultant at ZS Associates after being a trained sushi chef for 7 years. Yizhen graduated magna cum laude in Economics from Vanderbilt University and received his MBA from University of Chicago Booth School of Business.

Track 3

Panelists & Presenters

<p>8:00 - 8:50 AM</p> <p>SEED FUNDS</p> <p>Investing in Emerging Science to Pursue High Rewards</p>	<ul style="list-style-type: none"> • Sunil Shah, CEO, o2h Ventures • Atul Varadhachary, Managing Partner, Fannin Innovation Studio • Chris Hanson, Partner, Grant Park Ventures • Mackenzie Lowry, Entrepreneur In Residence, Rock Health
<p>9:00 - 9:50 AM</p> <p>NIH NON-DILUTIVE STARTUP FUNDING & RESOURCES FROM THE NIH</p> <p>National Institutes of Health</p>	<ul style="list-style-type: none"> • Ashim Subedee, Program Director, NCI  • Gary Robinson, Business Development, NHLBI • Maureen Thomas, Small Business Outreach Coordinator, NIA • Stephanie Fertig, Director, Small Business Programs, NINDS
<p>10:00 - 10:50 AM</p> <p>LIFE SCIENCE NATION Connecting Products, Services & Capital</p> <p>FUNDRAISING BOOT CAMP</p>	<ul style="list-style-type: none"> • Dennis Ford, Founder & CEO, Creator of RESI Conference Series, Life Science Nation
<p>11:00 - 11:50 AM</p> <p>McDermott Will & Emery</p> <p>NEGOTIATING TERM SHEETS</p>	<ul style="list-style-type: none"> • Joseph Urwitz, Partner, McDermott Will & Emery • Jonathan Ursprung, Associate, McDermott Will & Emery • Hugo Peris, CEO, Spiral Therapeutics
<p>NEW</p> <p>1:00 - 2:30 PM</p> <p>STETSON FAMILY OFFICE</p> <p>FIRST COAST INNOVATION CHALLENGE</p> <p>8 First Coast Tech Hub Members Pitch to a Panel of Early-Stage Investors</p> <p>Moderated by Dennis Ford</p>	<p>Investors:</p> <ul style="list-style-type: none"> • Tim Xiao, Principal, Delos Capital • Elona Baum, Managing Director, DEFTA Partners • Qiong Ye, Investment Manager, Yonghua Capital • Dean Slack, Rx Industry Exec w/ New Prod Planning, BD, Commercialization & Banking • Bert Lederer, Executive Director, Cherrystone Angel Group • Allan Daisley, Managing Director, Startupbootcamp Digital Health Miami <p>Finalists:</p> <div style="display: flex; justify-content: space-around; align-items: flex-start;"> <div style="text-align: center;">  </div> <div style="text-align: center;">  </div> <div style="text-align: center;">  </div> <div style="text-align: center;">  </div> <div style="text-align: center;">  </div> <div style="text-align: center;">  </div> <div style="text-align: center;">  </div> <div style="text-align: center;">  </div> </div>
<p>3:00 - 3:50 PM</p> <p>ANGEL INVESTORS</p> <p>Explaining the Process of Engagement</p>	<ul style="list-style-type: none"> • David Light, Angel Investor  • Barbara Clarke, Founding Member, Astia Angels • Jennifer Renda, Angel Investor, York Angels • Richard Yules, Vice President, New World Angels • Stephen Goodman, Founding Member, Mid Atlantic Bio Angels
<p>4:00 - 4:50 PM</p> <p>VENTURE VALUATION GLOBAL VALUATION SERVICES</p> <p>DEAL & PRODUCT VALUATIONS</p>	<ul style="list-style-type: none"> • Patrik Frei, Founder & CEO, Venture Valuation AG, Switzerland

This panel explores the benefits and risks associated with funding seed-stage life sciences companies. Topics may include:

- How much proof-of-concept validation is needed for seed funding
- What increased benefit is needed to mitigate the increased risk
- What is unique in the structure of seed-stage deals (convertible notes vs straight equity)
- Does the early stage of the company lead investors to take a more active role

Many investors prefer to wait for later stages due to the decreased risk of failure. Those investors who are willing to take the risk of seed-stage investment will share their approach and selection criteria when assessing early-stage companies.

• **Sunil Shah, CEO, o2h Ventures**



Sunil has been active in the early stage biotech community in the UK since the mid 1990's, his respective thesis at Cambridge addressed issues in virtualised networks in science. In 2003, following a brief period at PA Consulting Group Oxygen Healthcare was formed providing discovery services to biotech and pharma. The company grew into a team of 350 employees and was acquired by Piramal Enterprises (NSE:PEL) in 2011-2013. o2h Ventures was co-founded by Sunil in 2013. In the last 4 years, it has co-founded four companies with UK based academics and entrepreneurs, provided consultancy services to five companies, held Chairman or Director level positions in nine companies, built up a portfolio of twenty early stage investments, and executed early stage drug discovery research projects for fifteen different companies.

• **Atul Varadhachary, Managing Partner, Fannin Innovation Studio**



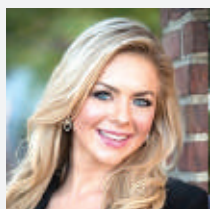
Dr. Atul Varadhachary is Managing Partner at Fannin Innovation Studio, Houston's most active life sciences development group. The Fannin team in-licenses and advances technologies through IND-enabling studies, and also supports Houston-based startups with funding and management support through clinical proof-of-concept. Before Fannin, Atul was President, U.S. Operations, Reliance Life Sciences, part of India's largest corporation. Atul also served as President & COO of Agennix, Inc, where he led Agennix's lead compound into pivotal Phase 3 human studies and helped lead a successful company sale, and at McKinsey & Co. Atul serves as Adjunct Professor at Rice University, Baylor College of Medicine and the UT School of Public Health and on several company and community Boards including BioHouston.

• **Chris Hanson, Partner, Grant Park Ventures**



Mr Hanson is the founder and managing partner of Grant Park Ventures, a healthcare and technology focused venture capital firm. Specifically related to the healthcare sector, GPV investment focus is within medtech, healthcare IT and diagnostics. Furthermore, Mr. Hanson is a medtech focused entrepreneur that has experience as a founder, engineer and strategist with a variety of startup and larger strategic medical device companies. He is the CEO/co-founder of Tricera Labs, a Dallas based medtech incubator, that develops their own internal technologies but also accepts early stage companies into the incubator. Previously, he led the corporate initiatives team at CoorsTek Medical focusing on the development of new orthopedic technologies. Prior to that, he worked in a variety of early stage lead engineering and business roles with the Bay Area medtech incubator, Shifamed, on technologies such as Maya Medical, Kalila Medical, Apama Medical amongst others. Furthermore, Mr. Hanson has engineering experience from working at Boston Scientific and MAP Pharmaceuticals.

• **Mackenzie Lowry, Entrepreneur In Residence, Rock Health**



Mackenzie is an Entrepreneur in Residence at Rock Health. Based in Boston, she works with innovators to build ambitious concepts in healthcare. Prior to joining Rock Health, Mackenzie worked with thought leaders in business and medicine at Harvard Business School and Tufts Medical Center in value-based care, bundled payments, and pharmaceutical economics. As an entrepreneur, Mackenzie has been a founder or early team member of venture-backed companies in both the digital health and consumer spaces. Mackenzie holds an A.B. degree from Harvard University in History and Science with a minor in Global Health and Health Policy.



National Institutes
of Health

The SBIR/STTR programs at the NIH provide non-dilutive funding and other translational resources to small businesses for R&D in biomedical areas with strong commercial potential. The NIH SBIR/STTR budget has increased to more than \$1 Billion in 2018, eligibility has been revised to include small businesses majority owned by VC operating companies and additional non-financial advisory services are now offered to small businesses to help them advance their product development programs. In this panel, startups can learn about funding opportunities and other resources from 4 of 27 NIH institutes and centers – National Cancer Institute (NCI), National Heart, Lung, and Blood Institute (NHLBI), National Institute Neurological Disorders and Stroke (NINDS), and National Institute on Aging (NIA). The panel will also discuss how the NIH SBIR/STTR programs work with investors and industry strategic partners to showcase innovative technologies and build pipelines and overcome development challenges in a non-dilutive manner.

• **Ashim Subedee**, Program Director, *NCI* 



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 Center for Drug Evaluation and Research (CDER). Ashim received his PhD in Biological and Biomedical Sciences from Harvard University where his dissertation work was focused on molecular mechanisms of triple negative breast cancer.

• **Gary Robinson**, Business Development, *NHLBI*



Dr. Gary Robinson has over 20 years of product and business development experience at companies in the diagnostics, pharmaceuticals, and advanced materials spaces. At the National Heart, Lung, and Blood Institute, he advises funding applicants and awardees on product commercialization and business strategies. Before joining the NHLBI, Dr. Robinson was co-founder and Chief Business Officer of Celek Pharmaceuticals. Prior to Celek, he headed business development at Panacos Pharmaceuticals and held business and corporate development positions at IGEN International, a biomedical diagnostics company. Dr. Robinson received his Ph.D. in physical chemistry from the University of California, and S.M. in Management of Technology from the Sloan School at MIT.

• **Maureen Thomas**, Small Business Outreach Coordinator, *NIA*



Small Business Outreach Coordinator for Translational Research in the Division of Extramural Activities at the National Institute on Aging (DEA/NIA), at the National Institutes of Health (NIH). In this role, Ms. Cusick Thomas collaborates with the DEA's Translational Working Group on the advancement of NIA's T1 and T2 translational research priorities through outreach and interactions with the national SBIR/STTR community while seeking new outreach opportunities for NIA to identify key audiences, messages, and channels for information related to NIA small business programs in an effort to accelerate the level and quality of engagement. Ms. Cusick Thomas received her M.P.M. from the School of Public Policy at the University of Maryland, College Park. She received her B.A. from Notre Dame of Maryland University with a major in Economics. Ms. Thomas has worked in a variety of roles specializing in public/private sector partnerships at the federal, state and regional levels within the small business community over the past 15 years.

• **Stephanie Fertig**, Director, Small Business Programs, *NINDS*



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

This panel features four speakers and a moderator and focuses on angels in the life sciences and how angels assess current investment trends and criteria. Topics may include:

- Types of deals angels like to make
- What it's like to work with an angel investor
- How angels work with their portfolio companies to hit subsequent milestones and follow-on raises

Angel investors have been one of the first go-to investors as an incredibly important source of capital for fundraising entrepreneurs. Panelists will highlight the perspective of an angel when approaching a deal in the space. Angels will explain their investment preferences and their evaluation criteria and provide overall advice in 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.



• **David Light**, Angel Investor 

David is a biotech entrepreneur and scientist with over 10 years of broad experience in the field. A graduate of Yale University, David studied molecular biology and has worked in a variety of scientific and business roles at start-ups like Synthetic Genomics, 454 Life Sciences and Ion Torrent. At Ion, David developed key technologies that directly led to its \$725M acquisition and ran its flagship technology programs through development and global commercialization. David is named inventor on numerous patents, published in journals including Nature and cover of Electrophoresis, is a member of Forbes Technology Council, a contributor to BuzzFeed and is very passionate about entrepreneurship and improving public health.



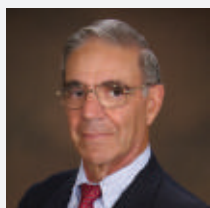
• **Barbara Clarke**, Founding Member, *Astia Angels*

Barbara is an angel investor with a personal portfolio of over 40 investments. She is a founding member of Astia Angels. She serves on the investment committee of Portfolia Investing Funds as well as a Deal Lead for Rising Tide Europe. Barbara's portfolio consists of a broad range of high-growth technology companies across the US and in Europe. All the companies in Barbara's personal portfolio had a woman on the founding team at the time of investment. Barbara's professional background is as an economist with a specialty evaluating intellectual property. Barbara is also the co-founder and principal at The Impact Seat, which helps companies to create a diversity and inclusion strategy consistent with their business objectives.



• **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.



• **Richard Yules**, Vice President, *New World Angels*

Doctor Yules serves as Vice President of New World Angels, a 68 member Florida angel investment group. He has served as a consultant and board member of public and private companies in the medical and biotechnology arenae. He retired a Brigadier General and ANG Assistant to the Assistant Secretary of Defense for Health Affairs. Doctor Yules served as the founder and Managing Director of Haelen Medical Center for 20 years, the Chairman of the Worcester City Hospital EENT Department for 13 years, and an FAA Class I Aviation Medical Examiner and Senior Crash Investigator for 24 years. He was educated at Yale University receiving both BA and MD degrees, at Stanford University for his general and plastic surgery residency, and at Harvard University for his ENT residency. He remains the MSLO for Harvard Medical School.



• **Stephen Goodman**, Founding Member, *Mid Atlantic Bio Angels*

Stephen M. Goodman is a co-founder of Mid Atlantic Bio Angels, an angel investor group, and 1st Pitch Life Science, a public forum for pitches from pre-investment stage companies, in each case for companies in the life sciences. He has mentored numerous life science and technology start-ups through The Eugene Lang Entrepreneurship Center at Columbia Business School, the Columbia-Coulter Translational Research Partnership and the E-Lab for Life Science Entrepreneurs sponsored by the New York City Economic Development Corporation. Mr. Goodman is also a partner and co-head of the Mergers and Acquisitions Practice at Pryor Cashman LLP in New York City. His clients include drug development and diagnostic companies, medical device companies, clinical trial management companies and companies in other technology businesses. He is the chair of the Biotechnology Law Committee of the American Bar Association's Science and Technology Law Section.

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!

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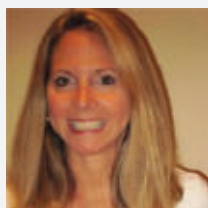
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The First Coast Innovator's Gathering launches as a new element of RESI Boston. Tech hubs and their constituents based in the "First Coast" of life sciences in the US Northeast will gather together at RESI for the first time to get on the radar screens of potential global investors and strategic partners. As part of the First Coast Innovator's Gathering, the First Coast Innovation Challenge invited all eligible tech hub members from DC through Boston to apply for an opportunity to pitch to a panel of early stage investors. The 8 finalists were selected by LSN's Expert System and scientific review team to present their technology through a 7-minute pitch. Investors will provide feedback and questions to the pitching CEOs. This session is moderated by Dennis Ford, Founder & CEO, Life Science Nation.



• **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, Thermalin Inc, Luqa Pharmaceuticals and as a Board Observer for Allegra Therapeutics, Intrinsic Therapeutics and Atia Vision. Tim holds a BSc degree from Shanghai Jiao Tong University.



• **Elona Baum**, Managing Director, *DEFTA Partners*

Elona Baum is Managing Director of DEFTA Partners and has 20 years of biotech and regenerative medicine management experience. Prior to joining DEFTA Partners, Ms. Baum served as a senior executive (General Counsel & VP Business Development) for five years at the California Institute for Regenerative Medicine ("CIRM"). During her tenure, CIRM invested nearly \$1 billion in regenerative medicine programs, created a \$40 million iPSC bank and launched annual roundtable meetings with FDA. Prior to joining CIRM, Ms. Baum held senior positions in the legal and regulatory departments at Genentech Inc. for over a 13 year span. Ms. Baum received her BA in Economics from the University of California (Cum Laude) and her JD from the University of San Francisco School of Law (Magna Cum Laude). She served as an extern for Justice John A. Arguelles, California Supreme Court. Ms. Baum is a frequent speaker at industry conferences and is an active mentor with Enterprise Futures Network.



• **Qiong Ye**, Investment Manager, *Yonghua Capital*

Qiong is an Investment Manager at Yonjin Capital, the US branch of Yonghua Capital. She primarily focuses on investment opportunities in pharmaceutical, biotechnology and medical device sectors. Prior to joining Yonjin Capital, she worked as a Research Fellow at Massachusetts General Hospital. She received her Ph.D. in Biochemistry and Molecular Biology from Peking University, China.



• **Dean Slack**, Rx Industry Exec w/ New Prod Planning, BD, Commercialization & Banking

Dean has worked in licensing, new product planning and varied commercialization/ops roles, across Bayer, J&J, Roche and some much smaller organizations. He's also worked for two leading consulting companies – including as Associate GM of a 35-person division of a life sciences investment bank, Leerink Swann in Boston. He holds an MBA from Duke University, a Doctorate in Leadership and Innovation from GW and a number of Finance credentials.



• **Bert Lederer**, Executive Director, *Cherrystone Angel Group*

Bert Lederer is Executive Director of Cherrystone Angel Group and is an experienced executive and board member with 40 years in the chemicals and plastics business. Highlights include domestic and cross border acquisitions, management of both domestic and international operations and community board memberships. Mr Lederer is a graduate of Tufts University, with a Bachelor of Science degree in chemical engineering and an MBA from Boston University.



• **Allan Daisley**, Managing Director, *Startupbootcamp Digital Health Miami*

Allan Daisley is the Managing Director of Startupbootcamp Digital Health SCALE in Miami. In this role he recruits, invests in, and develops healthcare startups through the commercialization process, helping them to successfully engage with corporations. Allan formerly co-founded and ran the ZeroTo510 Medical Device Accelerator, a nationally ranked program for the commercialization of medical technologies. Mr. Daisley was co-founder of 2 software startups and leveraged this experience as an economic development consultant executing entrepreneurship-focused projects in developing regions globally. Prior to that he spent time in senior strategy and marketing roles at IBM, where he formulated retail solutions and managed server products globally; and as a technology consultant at global firm Accenture. Allan holds an MBA from Duke University's Fuqua School of Business and a Bachelor of Science in Computer Engineering from the Georgia Institute of Technology.



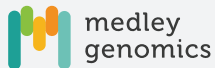
Abilis Life Sciences is developing a bladder cancer test for the population of over 1,000,000 persons each year detected with hematuria, blood in their urine. Our solution is a highly accurate, non-invasive urine test which will help many people, who fall into the 96% who are negative for bladder cancer avoid needing the full invasive diagnostic work up that is currently the standard of care for diagnosing bladder cancer. Once our test is completed, we plan to license our test to commercial labs who will run the test using our remote SaaS algorithm and pay a fee each time the test is run. We have completed the first version of our test and are accepting specimens from urology centers. We plan to file our application with the FDA in 2019 and begin clinical testing in 2020.



Avidea Technologies, Inc. (Baltimore, MD) is building a pipeline of immunotherapies for cancer treatment that is enabled by a versatile self-assembling nanoparticle (SNP) technology that was co-developed by Avidea co-founders and in-licensed from the National Institutes of Health (NIH) and the University of Oxford. Avidea's lead product enabled by the SNP platform is a personalized cancer vaccine (PCV) for the treating advanced cancers. In rigorous preclinical studies in collaboration with NIH, AVT01 was shown to improve PCV manufacturability and enhance tumor regression. Avidea has developed a CMC process to manufacture AVT01 under cGMP and shown that AVT01 is safe and effective in primates. Avidea held a pre-IND meeting with the FDA. Clinical testing of AVT01 is planned for early 2019.



Cam Med aims to improve health outcomes with drug delivery technologies that enable patients to more easily comply with their medication regimens. Cam Med is commercializing a breakthrough design for a patch pump, the Evopump, the first truly bandage-like, actively controllable patch pump to deliver one or multiple injectable medications. Cam Med intends for the Evopump to become accepted as a platform device, widely adopted across numerous therapeutic areas and indications in partnership with other device and pharmaceutical companies, as both a standalone integrated system as well as the wearable drug delivery component of other companies' closed loop systems. JDRF has partnered with Cam Med to support the development of the Evopump as an insulin pump.



In 2017, 1.7M people in the US were diagnosed with cancer and cancer accounted for 1 in 4 deaths. Recent advances in targeted therapies and immunotherapies have shown promising results in some patients. However, many patients develop resistance to targeted drugs resulting in relapse and it is difficult to predict whether immunotherapy will be effective for a particular patient. These challenges result from the fact that tumors are highly heterogeneous, with a tumor sample from a single patient containing a mixture of cancer cells with different complements of mutations. Medley Genomics proprietary data analytics describe this diverse mixture of tumor cells and their unique molecular signatures. These innovative algorithms and software were exclusively licensed for commercialization by Medley Genomics from Brown University based on the ground-breaking work of our co-founder, Dr. Ben Raphael and his continuing efforts at Princeton University. Our insights are necessary for optimizing targeted and combination therapies, personalized oncology vaccines and immunotherapies to individualize cancer treatment and provide hope of lasting cures for patients.



MAG Optics is an ophthalmic device innovator and has developed the world's first patient-centric corneal re-shaping platform. The intra-corneal implant is used to treat Keratoconus, a progressive, degenerative eye disease that causes severe visual impairment as well as other indications such as Presbyopia (age-related loss of near vision) and Astigmatism. We have conducted human clinical proof of concept studies (OUS) and implanted into 21+ patients, most with 1-2Y follow-up data. We are currently fundraising to advance regulatory activities with FDA. We are headquartered in Lowell, MA and with a UK office in London.



When it's you or your loved one in that hospital bed, and you're in pain or need help to the bathroom, the wait for an answer to that call bell can seem eternal. Yet on the other end of that call bell, the nurse has no idea what prompted this call, or the other calls from other beds. Whose need is more urgent? Who has been waiting the longest? How can a nurse know? RistCall, a smart watch enabled solution, solves this problem with nurse-resident communication flow. RistCall allows the nurse to prioritize requests based on acuity, urgency, and the time of the call. Before answering, the nurse can know the time, place and reason for the call--without the annoyance of buzzers or alarms.



Theradaptive is an MIT spin-out developing a therapeutic delivery platform for targeted tissue regeneration with a total addressable market of over \$10B in several clinical indications. The therapeutic delivery platform is based on a proprietary ceramic-binding technology that allows for the tethered delivery of any therapeutic protein on the surface of implants or as depot formulations. Lead clinical indications are spinal fusion and bone fracture repair with secondary indications of dental and maxillofacial reconstruction, and cartilage repair. The company has completed GLP pre-clinical studies and early GMP process development for its lead candidate and will begin Phase I studies in 1Q2020 for its lead indication. Theradaptive is the sole winner of the 2018 Maryland Stem Cell Research Foundation (MSCRF) Commercialization Grant. Theradaptive is DoD funded and is currently raising a Series A.



ZSX Medical, LLC, is re-inventing surgical closure through our platform of pre-fabricated, bio-absorbable implants that make the hardest part of minimally invasive surgery fast and easy. Our lead product, Zip-Stitch™, addresses the big problem of cuff closure following laparoscopic hysterectomy (TLH). This final internal procedure can take up to 40 minutes and almost all adverse events in TLH are due to poor cuff closure. Zip-stitch™ will perform this closure in under four minutes and do so perfectly, benefiting the patient, the surgeon and preventing unreimbursed re-operations to save hospitals money.



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10:00 - 10:50 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 finding, vetting and launching a myriad of technology-based companies. Over the last decade, he has worked extensively with global alternative investors and is deeply interested in getting funding for high-growth early-stage technologies. He is a big proponent of using profiling and matching technology to find that all-important business fit in the marketing and selling process. In today's context, Dennis can connect early stage life science companies with 10 categories of global partners thus making the finding of capital and distribution channels very efficient. Dennis created the Redefining Early Stage Investments conference series to facilitate an interactive ongoing dialog between buyers and sellers in the life science arena. Before LSN, Dennis was the President and CEO of a company that improved the way hedge fund and private equity fund managers raised capital and marketed their funds to investors. Ford is the author of *The Peddler's Prerogative* and *The Life Science Executive's Fundraising Manifesto*, two well-received sales and marketing books.

11:00 - 11:50 AM

NEGOTIATING TERM SHEETS: WHAT'S BEST FOR THE COMPANY AND WHAT'S BEST FOR YOU?



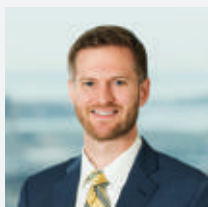
This interactive workshop, organized and led by McDermott Will & Emery, will provide wisdom to company founders, early stage CEOs and management on the latest trends in term sheets, with a focus on founder and management compensation and equity. The workshop will also cover common issues of concern to entrepreneurs (valuation/dilution, liquidation preference, board makeup, protective provisions, anti-dilution). Experts from the legal, investment and entrepreneurial community will discuss the interplay of financing milestones in the term sheet discussion.

• **Joseph Urwitz**, Partner, *McDermott Will & Emery*



Joseph (Joe) K. Urwitz focuses his practice on employee benefits, executive compensation and Employee Retirement Income Security Act (ERISA) fiduciary matters. He advises clients on a wide range of issues, including fiduciary duties and prohibited transactions, employee benefit matters arising in mergers and acquisitions, benefits issues unique to nonprofit entities, deferred compensation arrangements, equity award and bonus plan design, employment and severance arrangements, and qualified plan work. Joe consults on a variety of retirement and compensation topics for national media outlets such as *Forbes*, and his legal writing in the field recently won the prestigious Burton Legal Writing Award at the Library of Congress. His pieces have appeared in trade media such as *SHRM.org*, the website of the Society for Human Resource Management, and in professional periodicals such as the *National Law Review*, *Bloomberg BNA Pension & Benefits Daily*, the *Benefits Law Journal*, *Employee Benefit Adviser* and *Modern Healthcare*. He also has presented for national audiences on topics such as executive-level deferred compensation arrangements subject to 409A, 401(k) plan design and legal challenges to several plans' status as "church plans."

• **Jonathan Ursprung**, Associate, *McDermott Will & Emery*



Jonathan P. Ursprung advises clients on corporate law and finance issues, such as venture capital financings, strategic and private equity investments, debt financings, and mergers and acquisitions, as well as on corporate structure matters, including creation of subsidiary structures to enhance financing, confidentiality and risk reduction opportunities. Previously, Jonathan served as senior legal counsel for Wheelabrator Technologies Inc., where he advised operations, sales, procurement, finance and strategic teams. Jonathan also served as an associate attorney at other leading law firms in Dallas, Texas and Boston, Massachusetts. While in law school, Jonathan served as an executive editor of the *University of Pennsylvania Law Review*.

• **Hugo Peris**, CEO, *Spiral Therapeutics*



Hugo is the founder and CEO of *Spiral Therapeutics*, a San Francisco-based pharmaceutical company developing first-in-class products to address hearing loss and other inner ear disorders. Between 2012 and early 2018, Hugo was an executive and served on the Board of *Luqa Pharmaceuticals*, a China-based and China-focused specialty pharmaceutical company. Hugo also serves on the Board of *Salvat*, a privately-held Spanish pharmaceutical company where he is a member of the 4th generation. Hugo is a Spanish national and resides in San Francisco, CA.



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4:00 - 4:50 PM

DEAL & PRODUCT VALUATIONS



VENTURE VALUATION
GLOBAL VALUATION SERVICES

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. In this workshop you will learn according to a example what the key parameters are and how a licensing deal can be structure.



• **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.

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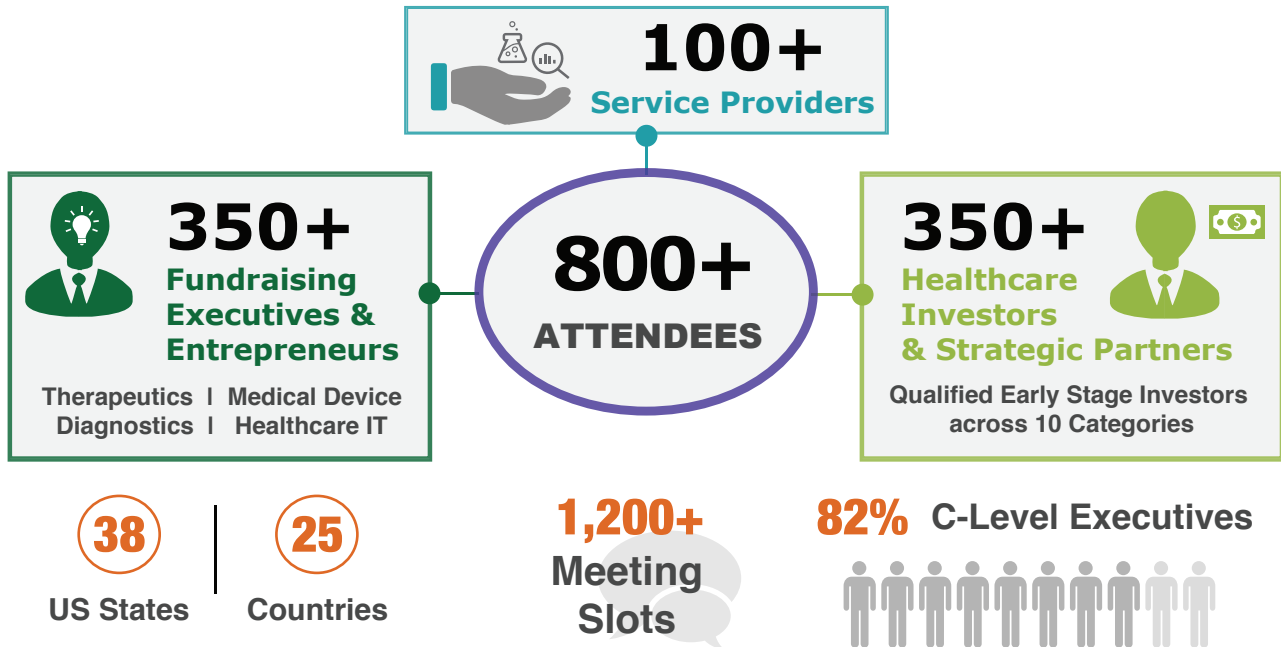
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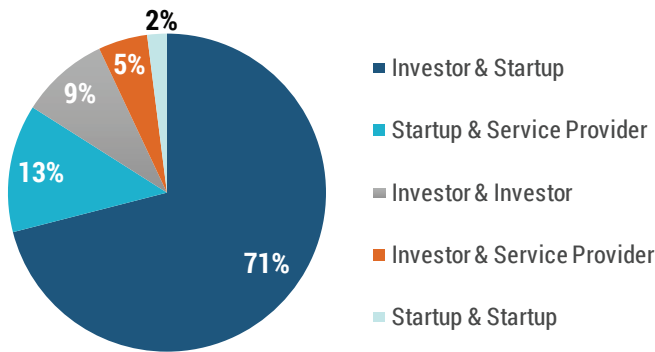
Find all the answers in one place.

Call George Ayd at 703-652-1309 or email gayd@medmarc.com.





Who Meets with Whom at RESI Conferences



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%

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 across a broad healthcare spectrum including pharmaceutical, medical device, consumer and health tech sectors 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 also produces campaigns to seek out the best science called QuickFire Challenges. For more information, visit www.jlabs.jnjinnovation.com or follow @JLABS.

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



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. Learn more at www.lifesciencenation.com

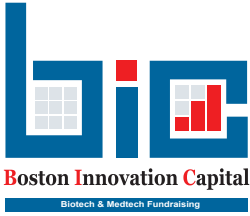


For life sciences leaders seeking to clear their path to success, McDermott Will & Emery is an industry-leading law firm offering mission-first business solutions that are equally informed by market intelligence and proven experience. We harness the power of collaboration to bring the right combination 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.



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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 32 members of Advamed, Medmarc's purpose is to be the superior provider of liability insurance and related risk management solutions. We support the development, testing and delivery of medical products that save lives and improve the quality of life. We provide a single source of global 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.



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.



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Andrew J. Merken | 617-345-3740
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Josef B. Volman | 617-345-3895
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