RESI

REDEFINING EARLY STAGE INVESTMENTS

NOVEMBER 5, 2018

NEW YORK CITY, NY

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

ONSITE GUIDE

Johnson & Johnson INNOVATION — JLABS —

LIFE SCIENCE NATION
Connecting Products, Services & Capital

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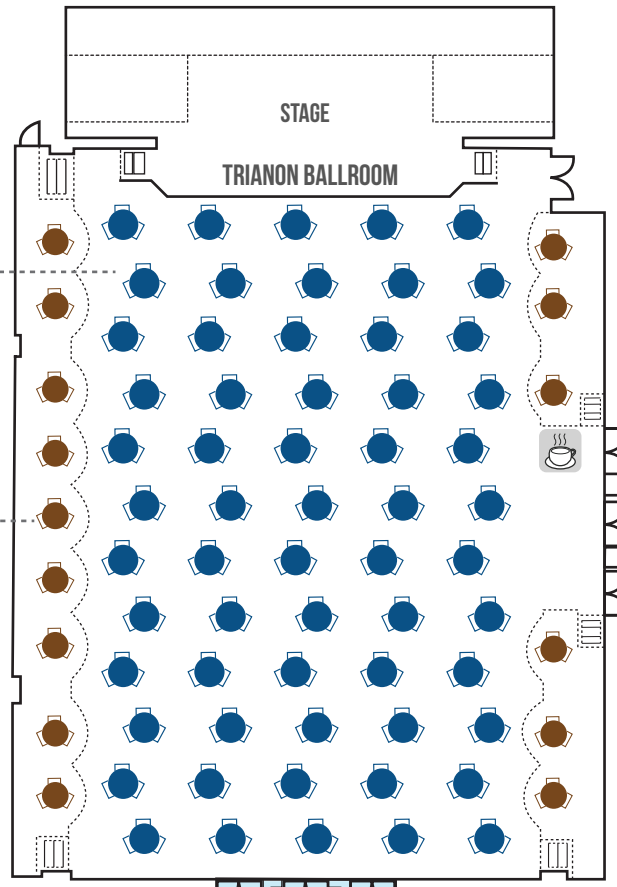
New York Hilton Midtown



PARTNERING FORUM

AD-HOC MEETING & BREAKFAST/ LUNCH DINING

TECH HUBS

TECH HUB MEMBERS

EXHIBITORS

INNOVATION CHALLENGE FINALISTS

2ND FLOOR

TRACK 3	TRACK 2	TRACK 1
EARLY STAGE ENTREPRENEUR PANELS & WORKSHOPS	DEVICE, DIAGNOSTIC & HCIT INVESTOR PANELS	THERAPEUTICS INVESTOR PANELS
MADISON	CLINTON	GIBSON

By Invitation Only

4TH FLOOR LINCOLN	STETSON FAMILY OFFICE LUNCHEON

CONTENT

RESI
NYC 2018

WELCOME TO RESI

It's great to be back in New York again for our second RESI NYC event, following a highly successful debut last year. With New York on the rise as a life science hub, Life Science Nation (LSN) has brought the Redefining Early Stage Investments (RESI) conference to the city to make the crucial link between early stage life science startups in the city, and the global investors who are looking for new technologies. LSN would like to thank our partners and sponsors, Johnson & Johnson Innovation JLABS, McDermott Will & Emery, Stetson Family Office, and Merck, for joining us in NYC today.

At our most recent RESI event in Boston, we introduced a new element to RESI - the First Coast Innovator's Gathering - which was so well received that we decided to continue it at RESI NYC. Previously, early-stage investors and partners in LSN's network told us that they wanted to meet more very early, spin-out stage companies, and it was challenging to get a good overview of these startups as they are so thinly scattered among a multitude universities and incubators. LSN decided to focus on gathering together startups based at tech hubs in the regions that RESI visits. Today, we welcome tech hubs from New York, New Jersey, and the wider Mid-Atlantic region. You can check out their constituents in RESI's exhibition hall. Additionally, 8 top applicants from these tech hubs will be pitching their opportunities at our First Coast Innovators Pitch Challenge this afternoon from 1:00 - 2:30 PM.

The RESI Innovation Challenge also takes place today, with 30 startup finalists from the biotech, medtech, diagnostic and digital health worlds presenting their posters. 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.

We would also like to welcome the hundreds of investors who are attending RESI today to meet face-to-face with entrepreneurs. By getting to know your focus areas and capabilities as well as possible, LSN has turned RESI Partnering into an industry-leading experience. By using profile information provided by LSN's Investor Research team, 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. We hope that you get the most out of your one-on-one meetings today.

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 AI in Healthcare, Funding NYC's Earliest Stage Companies, and the return of our popular session on Oncology Innovation. We would also like to invite you to our educational workshop track, including Negotiating Term Sheets by McDermott Will & Emery, and Grants or Payroll R&D Tax Credit by HIREtech. These sessions provide essential knowledge to entrepreneurs who are looking for the capital they need to commercialize a life science product.

We are looking forward to a packed day of networking, meetings, and new connections. We hope you enjoy this great opportunity to start new dialogues. RESI will be in San Francisco on January 8th, and we hope to continue the conversation there.

Sincerely,

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

LIFE SCIENCE NATION
Connecting Products, Services & Capital

RESI AGENDA

MERCK INVENTING FOR LIFE | MEDMARC Treated Fairly | McDermott Will & Emery | Johnson & Johnson INNOVATION – JLABS –

	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 - 8:50 AM	*PANEL AND WORKSHOP SESSIONS START AT 9 AM*			MORNING EARLY STAGE PARTNERING FORUM
9:00 - 9:50 AM	**BIG PHARMA** Pipeline Strategy for Preclinical and Early Clinical Assets	**HEALTH SYSTEM PARTNERS** Care Providers and Payers Seek New Technologies	LIFE SCIENCE NATION Connecting Products, Services & Capital **FUNDRAISING BOOT CAMP**	
10:00 - 10:50 AM	**FUNDING NY/NJ'S EARLIEST STAGE COMPANIES** Building the Early Stage Ecosystem in the NY/NJ Area	**DIGITAL HEALTH INVESTORS** Leveraging Software to Lower Costs and Improve the Quality of Care	McDermott Will & Emery **NEGOTIATING TERM SHEETS**	
11:00 - 11:50 AM	**ANGELS & FAMILY OFFICES** How Do Family Offices View Seed & Series A Rounds?	**ONCOLOGY INNOVATION** The Search for New Approaches to Diagnosing & Treating Cancer	HIREtech™ **GRANTS OR PAYROLL TAX CREDIT?**	
12:00 - 1:00 PM: Lunch Break				
1:00 - 1:50 PM	**EARLY STAGE THERAPEUTICS INVESTORS** Investing Early in Novel Therapeutics	**MEDICAL DEVICE INVESTORS** Investing in Novel Engineering	STETSON FAMILY OFFICE **FIRST COAST INNOVATORS PITCH CHALLENGE** 8 First Coast Tech Hub Constituents Pitch to a Panel of Early-Stage Investors	AFTERNOON EARLY STAGE PARTNERING FORUM
2:00 - 2:50 PM	**CORPORATE VENTURE CAPITAL** Corporate Landscape Morphed & New Opportunities Abound	**AI IN HEALTHCARE** Cutting Edge Computing Creates New Opportunities for Healthcare Investors		
3:00 - 3:50 PM	**ASIA CROSS-BORDER INVESTORS** Sourcing Emerging Assets for Development	**SEED FUNDS** Investing in Emerging Science to Pursue High Rewards	**NY & NJ TECHNOLOGY HUBS** Moving the Needle in Greater New York / New Jersey	
4:00 - 4:50 PM	**TALES FROM THE ROAD** Biotech & Medtech CEOs Share Their Story	**DIAGNOSTICS INVESTORS** New Generation of Technologies Changing Treatment Paradigms	LIFE SCIENCE NATION Connecting Products, Services & Capital **BRANDING & MESSAGING**	
5:00 - 7:00 PM: Cocktail Reception				

Johnson & Johnson INNOVATION | JLABS

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

@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

FIRST COAST INNOVATOR'S GATHERING

SPONSORED BY

STETSON FAMILY OFFICE

The First Coast Innovator's Gathering features incubators, accelerators, tech transfer offices, university translation initiatives, hospitals, research labs and their constituents from New York, New Jersey, and the wider Mid-Atlantic region. RESI NYC includes the earliest stage companies from the discovery stage through venture stage: companies seeking grants, seed, angel, Series A, and Series B funding.

FIRST COAST INNOVATOR'S GATHERING

As part of the First Coast Innovator's Gathering, the **First Coast Innovators Pitch Challenge** invited all eligible tech hub constituents 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 5-minute pitch. Investors will provide feedback and questions to the pitching CEOs. **(Track 3, 1 - 2:30 PM)**

First Coast Tech Hubs

UCONN TIP TECHNOLOGY INCUBATION PROGRAM

PENNSYLVANIA BIOTECHNOLOGY CENTER
Est. by the Hepatitis B Foundation

ACCELERATE New York Seed Fund

BioInc @NYMC

Cornell University

SUNY DOWNSTATE Medical Center

Johnson & Johnson INNOVATION — JLABS —

NYU School of Medicine NYU LANGONE MEDICAL CENTER
OTA Office of Therapeutics Alliances

University at Buffalo
The State University of New York

EntreUniv.org Angels Coaches + Experts
Entrepreneurs University

New Jersey Innovation Institute
An NJIT Corporation

NJ EDA

FIRST COAST TECH HUBS

CONNECTICUT

UCONN TIP TECHNOLOGY INCUBATION PROGRAM

UConn offers expansive innovation and entrepreneurship capacity developed in response to state and national needs, and is well positioned to help your business start, compete and grow. Its Technology Incubation Program (TIP) offers startups and expanding R&D operations the opportunity to locate on UConn campuses and to leverage University resources to enable their success. Offering a collaborative entrepreneurial environment, TIP provides access to business and technical talent as well as world class R&D capacity as part of UConn's vibrant entrepreneurial ecosystem.

PENNSYLVANIA

PENNSYLVANIA BIOTECHNOLOGY CENTER
Est. by the Hepatitis B Foundation

The Pennsylvania Biotechnology Center offers state of the art laboratory and research space to nonprofit research companies and biotech companies. Managed by the nonprofit Baruch S. Blumberg Institute, the 110,000 sq ft Center is home to over 40 companies and has created an astounding $2 billion in company value over the last decade. Our member companies represent the full drug development life cycle, from preclinical development through commercialization. The Center was recently named one of the most successful life science incubators in the country, according to a report from the International Business Innovation Association. Our unique ecosystem, with nonprofit partners, academics, sophisticated shared resources, and community collaboration, is especially nurturing and conducive to launching new ideas and discoveries.

NEW YORK

ACCELERATE New York Seed Fund

The Accelerate NY Seed Fund invests in emerging scientific and engineering-based new ventures in Downstate NY, frequently founded on innovation originating at a research institution. We are partnered with the State of New York. By engaging high potential innovation at the very earliest stages of commercialization, the fund seeks to catalyze other investment, attract specialized expertise, and shape development plans that realize significant valuation increases in a capital efficient manner. In doing so, we seek to improve the region's ability to transform cutting edge innovation into new products and services that improve societal well-being. For more information, please visit https://www.anyseedfund.com.

BioInc @NYMC

BioInc@NYMC is the Hudson Valley's only biotechnology incubator offering shared resources, turnkey wet lab space, and sponsored professional services to promising, high-potential entrepreneurs and start-ups. In addition to providing best-in-class infrastructure and operational services, BioInc@NYMC assists its members in refining their business strategies, conserving capital, building strong teams, and achieving development and funding milestones.

Cornell University

Cornell is a private, Ivy League university and the land-grant university for New York state. Cornell's mission is to discover, preserve and disseminate knowledge, to educate the next generation of global citizens, and to promote a culture of broad inquiry throughout and beyond the Cornell community. Cornell also aims, through public service, to enhance the lives and livelihoods of students, the people of New York and others around the world.

SUNY DOWNSTATE Medical Center

Formally known as The State University of New York Health Science Center at Brooklyn—but better known to our patients and Brooklyn neighbors as SUNY Downstate Medical Center—we are older than the Brooklyn Bridge. We trace our roots back to 1860, when a school of medicine was founded at the Long Island College Hospital. The new college's faculty revolutionized medical education in this country by bringing the teaching of medicine to the hospital bedside, thus rejecting the idea that physicians should be trained exclusively in university lecture halls. Today, SUNY Downstate is one of the nation's leading urban medical centers. SUNY Downstate comprises a College of Medicine, College of Health Related Professions, College of Nursing, School of Graduate Studies, School of Public Health, and University Hospital of Brooklyn.

NEW YORK

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.

The NYU Office of Therapeutics Alliances (OTA) initiates and manages novel therapeutics discovery projects based on NYU basic science and provides resources to advance and de-risk them to a point attractive for out-licensing to pharma or launching startups. Operating like a virtual biotech, we use our funds to harness a network of CROs and independent ex-pharma consultants to progress our pipeline projects through target discovery, target validation, hit finding and lead optimization. Moreover, we use a "build to buy" approach where we engage various stakeholders (pharma, investors, disease foundations) from the start to maximize likelihood of a successful partnership. Since 2013, we have started over 20 projects, brought in over $10M in additional non-dilutive funding from nonprofits, and successfully partnered 9 of our projects with industry.

SUNY Buffalo works with early-stage startups in the life science industry developing therapeutics, medical devices, diagnostics, and solutions in the digital health space. We are the strategic partner you need to grow your network and gain exposure to companies that focus on driving medical innovation. Our partnerships deliver results. Will you be our next success story?

NEW JERSEY

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.

The New Jersey Innovation Institute (NJII) is an NJIT corporation focused on helping private enterprise discover what's possible. Whether it's working to solve the grand challenges shared across an entire sector or helping a single company find an innovative way to pursue a new product or market opportunity, NJII brings world-class intellectual and technological resources to bear. We are unique in our formation and role as a not-for-profit corporation in pursuit of economic development and in our agility in transforming intellectual capital into commercial success. NJII has strategically organized Innovation Labs (iLabs) serving market verticals to follow industry-led agendas.

The Technology Centre of New Jersey is a 50-acre, 5 building research park in North Brunswick. The park consists of 300,000 S.F. of lab and office space, with over $70 million invested in facilities and improvements. CCIT incubator is located within the park and is almost 50K sf with 27 wet labs and access to offices, conference rooms, autoclave, NMR, and a great life sciences community.

McDermott
Will & Emery

Fueling Your Mission

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

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

www.mwe.com

FIRST COAST TECH HUB CONSTITUENTS

CaroGen Coorporation

CaroGen is developing transformative immunotherapies for infectious diseases and cancer, initially focusing on a cure for chronic Hepatitis B Virus (HBV). CaroGen's virus-like-vesicle (VLV) platform was licensed from Yale. Our lead asset (CARG-101) has shown efficacy in a chronic HBV animal model. We have selected a clinical candidate, discussed our development plan with the FDA and are seeking investment opportunities or corporate partnership to allow us to conduct IND enabling studies, file an IND, and advance our HBV product to the clinic by the 3Q2019.

Mitotherapeutix

Mitotherapeutix aims to develop novel therapeutics based on new discoveries in the control of cellular metabolism particularly in key mitochondria regulators. One of the targets that Mitotherapeutix is currently pursuing is MCJ, a key regulator of mitochondria respiration. Mitotherapeutix is actively working in the development of agonists for this molecule to overcome chemo-resistance in breast cancer and many other cancers that demonstrate a poor response to chemotherapy. In parallel, Mitotherapeutix has developed antagonists of MCJ to accelerate mitochondrial metabolism as a strategy to target liver diseases such NAFLD, NASH and cirrhosis. Both cancer chemo-resistance and liver diseases represent enormous unmet medical needs that desperately need solutions.

hatch! BIOFUND MANAGEMENT

Hatch Biofund Management is offering a first-time fund, which will provide a range of seed capital to all companies entering the Pennsylvania Biotechnology Center's newly created Accelerator and outstanding ventures that have passed into its Incubator. The $50 million fund will provide value-added partnership to the companies it has funded. It will capitalize on the formula which made the Center's Incubator so successful, and for the first time, allow investors to take advantage of the upside potential. We believe these components will combine to produce outsized future returns, in line with the outstanding track record of the past. The Hatch program will be directed by a seasoned Senior Executive with General Management, Investment Banking and Private Equity experience.

renerva
advancing nerve recovery, restoring hope

Renerva is a medical device company developing technologies for peripheral nerve injuries, which affect 20 million Americans and are associated with loss in motor and sensory function and chronic pain, and for which only limited solutions exist. Our first product, the Peripheral Nerve Matrix (PNM) is an injectable gel derived from porcine nerves that will be initially used for traumatic nerve injuries as an adjunct therapy to standard nerve repair procedures. Several animal studies showed that PNM plays a tremendous role in improving nerve repair and regeneration after injury, and it is suitable for a broad variety of nerve injury applications. PNM will be classified as a Class II medical device and will be launched in the U.S. following market clearance or grant by the end of 2020.

CONCARLO HOLDINGS, LLC

Breast cancer remains a significant burden on human health. Almost 250,000 US women will be diagnosed this year and approximately 40,000 women will die. ER/PR+ (endocrine responsive) Her2- tumors occur in approximately 90,000 breast cancer patients each year, of which 20,000 develop drug resistance. Using our patent technologies, we can dramatically increase drug efficacy and diagnostic evaluations for ER/PR+ Her 2- patients. IpY, a cdk inhibitor, specifically addresses drug resistance issues. Concarlo believes that, as a cdk inhibitor, IpY will have efficacy in many different cancers. ApY is an antibody that can be used to pinpoint patients who will respond to cdk4 inhibiting therapies. This built-in biomarker and surrogate endpoint should highlight tumors that would be responsive to this type of therapy, providing clinicians with needed information before treatment is started and as it is progressing.

EpiVax ONCOLOGY

EpiVax Oncology, a precision cancer immunotherapy company, is developing mutanome-directed, neo-epitope personalized therapeutic vaccines. EpiVax Oncology's therapeutic vaccines are customized and specifically designed for each patient's tumors, leveraging advances in next generation sequencing and computational immunology. Our cancer neo-epitopes discovery process is based on Ancer™, a superior, proprietary, "GMP-ready", in silico predictive algorithm, exclusively licensed to EpiVax Oncology by EpiVax. We are addressing major unmet medical needs that are inadequately addressed by existing immuno-oncology approaches. Incorporated in 2017 and based in both Providence, RI and New York City, EpiVax Oncology Inc. is a spin-out of EpiVax Inc. EpiVax Oncology leverages EpiVax's world class excellence in computational-immunology, genomics and vaccine design, built over the last 20 years.

Affina BIOTECHNOLOGIES

Affina Biotechnologies performs drug discovery and development based on a proprietary drug discovery technology. The technology enables rational design of small molecules that serve as small hyper-interaction modulators (SHIM®) of macromolecular complexes and repair or enhance function of those complexes to treat a disease. Our two most advanced programs are in oncology, targeting tumor suppressor protein, p53, and in cholesterol lowering, targeting PCKS9 in a novel way. p53 is recognized as the most desirable target in oncology. PCSK9 is validated for lowering cholesterol and is a huge opportunity for a small molecule drug. Our platform technology will be available for collaboration with other drug development companies to develop novel drugs for difficult targets.

FIRST COAST TECH HUB CONSTITUENTS

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

We are a clinical stage biotech company and we are developing the first targeted therapy for Triple Negative Breast Cancer (TNBC). Currently, there are no targeted therapies available in the market for the treatment of TNBC, which is the most aggressive type of breast cancer with poor survival rates. We have found a unique solution for this unmet problem by identifying a novel biomarker for TNBC, which also functions as an excellent drug target. We have developed revolutionary therapies that specifically inhibit this drug target and believe our therapies will be effective against all kinds of breast cancers. We intend to license these therapies to pharmaceutical companies, following Phase 1a/b clinical trials and anticipate a market of about $18.2 billion.

Aggamin is an early-stage biotechnology company founded in early 2010 to develop and commercialize therapies for a variety of vascular diseases. The lead program is focused on preeclampsia — a currently untreatable disease affecting 5% of pregnancies with an annual cost to the U.S health care system of $10 billion. Lead product is an extracorporeal device for preeclampsia that reduces circulating pathogenic proteins to improve maternal and fetal health. The company objectives are to manufacture and commercialize the preeclampsia device as a safe first-in-class treatment for preeclampsia that will control maternal symptoms and extend pregnancy, thus improving both maternal and neonatal outcomes.

A2A Pharmaceuticals Inc. is a biotechnology company committed to the advancement of innovative therapeutic agents to treat life-threatening diseases with high unmet need and inadequate treatment options, including cancer, bacterial infections, and muscular dystrophy, among others. Our SCULPT platform radically accelerates lead drug discovery and optimization through a systematic fragment-based drug design approach that leverages AI and deep learning to design pre-optimized molecules, highly selective to their target and with drug-like properties incorporated, reducing the time and cost of drug development.

EpiBone is a revolutionary bone reconstruction company that allows patients to "grow their own bone". EpiBone's pioneering technology utilizes a scan of the patient's bone defect and the patient's own stem cells to construct and cultivate a defect-specific autologous-like living bone graft. EpiBone is strategically positioned to provide a superior bone graft that will provide exact defect repair, a simplified surgical procedure, improved bone formation and regeneration, and shorter recovery times, without the complications of foreign body implantation, to the over 900,000 patients who undergo bone-related surgeries each year.

Patient Pattern is a SAAS company developing innovative solutions to clinical risk management for geriatric patients across all care settings. We are a team of geriatric experts, technologists, health economists and data scientists who have developed technology to automate frailty-based risk stratification to identify patterns in changes of condition across an entire patient population. Our impact is greatest within a value-based purchasing model where health organizations and insurers assume risk for patient outcomes. Health Information Exchanges, ACOs, iSNP and other Medicare Advantage programs are our target customers.

BBN Cardio Therapeutics is a preclinical pharmaceutical company that has developed a novel approach to treat cardiovascular and metabolic diseases. BBN Cardio's chemocentric mechanisms of action have lead to the development of two first-in-class drugs: Pa/HDa-216 - Adjunct to statin therapy to treat atherosclerotic plaques. Reduces LDL cholesterol, Triglycerides and Inflammation. Pa/HDa-212-31 - First-line therapy to treat Non Alcoholic Fatty Liver Disease and Non Alcoholic SteatoHepatitis via reduction in NAFLD activity score, NASH resolution and improvement of Atherogenic lipids.

FIRST COAST TECH HUB CONSTITUENTS

Bright Cloud International has developed, patented and tested technology that increases independence for individuals with dementia or stroke. For example, we made someone who had no longer been able to read for years, do it again in only three weeks. Current health care does not focus on the arms of stroke survivors and medication does not really work for dementia. Our proprietary adaptable and intensive gamification technology addresses these needs for improved rehabilitation and cognitive care. At clinic or at home. We would like to discuss our funding needs in a follow-up meeting.

Corfigo Inc. is an early stage medical device company est. Delaware 2015. We are developing the HeArTPAD Cryo-Ablation System that treats cardiac arrhythmias for patients suffering from persistent Atrial Fibrillation. It utilizes a video-guided surgical approach (sub-xiphoid or laparoscopic/trans-diaphragmatic) to ablate the posterior wall of the left atrium and can be used concomitantly with an EP catheter ablation. The HeArTPAD and its video enabled cannula are disposable devices intended for use in cardiac ablation from an epicardial (outer surface of the heart) location. The HeArTPAD has an insulating chamber to simultaneously protect adjacent structures from unintentional ablation injury. Designed for minimally invasive ablation, our proprietary technology utilizes potent cryothermy energy coupled with sophisticated sensor technology.

OrthoMedex LLC is committed to the commercialization of proprietary orthopedic implants and surgical devices that leverage the antimicrobial and osteostimulative attributes of bioactive glass, in order to address the unmet infection control and implant fixation needs of the orthopedic surgeon.

Sonostics develops pacemakers for our "second hearts." The soleus muscles in the calf of the legs are responsible for returning the blood, which collects into the lower limbs due to the influence of gravity, back to the heart, and so these muscles are commonly called our "second hearts." About 50% of adult Americans have second heart insufficiency resulting in reduced cardiac output and numerous associated health complications (e.g. venous hypertension, chronic fatigue, hypotension and cognitive dsyfunction). Sonostics has developed, and is currently marketing, the HeartPartner, a non-invasive device which retrains the soleus muscles and reverses the complications of second heart failure. A second generation, portable technology, is under development.

Cellix Bio (www.cellixbio.com) is an innovative biopharmaceutical company focused on improving the therapeutic profile of currently FDA approved Rx drugs via structure modification to achieve improved therapeutic benefit to patients. We use lipid conjugation technology (Synergix) to design novel prodrugs of existing active pharmaceuticals by linking them to naturally occurring long chain fatty acids. We have obtained 72 USPTO granted Composition of Matter patents. Our leading pipeline products are CLX-106 for multiple sclerosis, CLX-103 for ulcerative colitis, CLX-155 for colorectal cancer and CLX-156 for glaucoma/presbyopia, all of which will show significant therapeutic benefits over the currently approved agents. We have completed successful Pre-IND meetings with the FDA for CLX-106 and CLX-103 and planning to begin human clinical trials.

Grektek has created everbeat, a wearable medical device that continuously and comprehensively monitors patients who have been diagnosed with, or who are at risk for, atrial fibrillation. The everbeat system is different from the competition because it works zwith both Apple and Android smartphones, integrates an optical sensor for active background monitoring and a clinical-grade ECG for more precise assessment, and tracks sleep, steps, medication and more through a simple-to-use watchband. Designed by cardiologists, we are focused on helping physicians leverage everbeat to improve both their patient outcomes and their bottom line.

UPSTART PRODUCT DEVELOPMENT is an Opportunity Pollination Engine. A Pollinator causes flowers to make seeds by moving pollen from one part to another. UpStart Product Development enables Start-Ups to make seeds suitable for investment by adding value to every part we touch. We add value by integrating Value Drivers, feed Investors, assessing opportunities, training organizations, and building IP. Unlike existing accelerators and incubators, we focus on creating seeds ready for funding, working with the ignored and under-valued "paper napkin" surgeon or entrepreneur. And with a track record of transforming raw ideas into commercial successes, our need is to find an outlet for these highly evolved and high potential entities. UpStart President John Crombie is able to sustain a remarkable commercialization rate of 70% of issued patents for himself and his clients, creating a supply of seeds ready for funding. UpStart PD is an opportunity pollination engine seeking strategic partners and funding.

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

CODAGENIX INC. Easel 1	pillo Easel 2	healiumMedical Easel 3	BRIDGE THERAPEUTICS Easel 4
Intrommune Therapeutics Easel 5	PEG Biosciences Easel 6	SIWA THERAPEUTICS Easel 7	AuscultSciences Easel 8
ADTK MedicalTek Co.,Ltd. Easel 9	ZOMANEX THE ORAL DELIVERY COMPANY Easel 10	Glutalor Easel 11	MCTERUM Easel 12
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CODAGENIX INC.

Codagenix is a synthetic biology, platform technology company – using rational viral gene design to construct vaccines and oncolytic viruses. We do not use a backbone virus or VLP. What is unique about out our platform is that it is a SOFTWARE capable of re-coding the genomes' of viruses. This re-coding "de-optimizes" viral genes – putting the genes in a language read slowly by the human cell. Deoptimization results in a vast reduction of viral pathogenesis, yet induction of a potent immune response given presentation of ALL, perfectly matched antigens of target. Our lead program in is a Universal Influenza Vaccine which has completed a Phase I trial. We are also working on RSV, Zika, and Dengue Vaccines. The unique value of our platform is that it can be employed to construct viral vaccines and oncolytic therapeutics, with proof-of-concept using our designer virus to treat melanoma and triple negative breast cancer in mouse models.

pillo

Pillo is an in-home intelligent health assistant designed to help consumers better manage their health and stay connected to their care team of loved ones and healthcare providers. Pillo improves medication adherence and the delivery of care where users need it most - inside of their homes.

healiumMedical

Healium Medical develops ultrasound based technology for atrial fibrillation treatment. Our solution consists of a proprietary miniature ultrasound transducer for ablation + imaging that overcomes limitations of existing technologies by enabling no-contact, continuous ablation with lesion monitoring with a single delivery system. The system consists of a disposable catheter connected to medical console and user display interface displaying treatment progress and effectiveness in real-time.

BRIDGE THERAPEUTICS

Most opioid overdose victims (now 134/day) start by abusing legally prescribed pain medication. By treating this pain more safely, BridgeRx can fix a root cause of the Opioid Epidemic. A related problem is that the leading addiction drug (Suboxone) discourages compliance with medically assisted therapy by causing mouth trauma in a quarter of patients. To benefit 20M Americans spending $12B/year, BridgeRx is developing two therapies – one for addiction and one for chronic pain, which often leads to addiction. Through better delivery and novel combinations of existing drugs we can start sales in 2019 and reach $100M in 2020.

Intrommune Therapeutics

Intrommune Therapeutics is a NY-based biotechnology company dedicated to treating food allergies. There is currently no FDA-approved treatment for peanut allergy or any other food allergy. Intrommune's core technology is a specially formulated toothpaste designed to incorporate and stabilize allergenic proteins, representing a new allergy immunotherapy approach for the treatment of peanut and other food allergies. Conducting allergy immunotherapy via tooth brushing is referred to as oral mucosal immunotherapy (OMIT). OMIT delivers allergenic proteins to the areas of the oral cavity which, with daily administration, can drive the immune system toward tolerance without ingesting the allergen. OMIT addresses a significant health care need, as the rise of food allergies is considered an "epidemic."

PEG Biosciences

PEG Biosciences Inc (PBI) specializes in the development of innovative therapeutics targeted unmet medical needs based on its proprietary BioSynersysTM and ProbioTherapeuticsTM technology platforms. We are the technology leader in PEGylation. The novel technologies were invented to harness the full potential of therapeutic biologics for the treatment of disease with particular emphasis in the fields of cancer, and infectious and autoimmune disease. Our breakthrough technologies have broad applications and potentially, can be utilized to transform hundreds of biologics, including proteins, peptides and oligonucleotides, into effective medicines. PBI's business model is centered on the development of first-in-class and best-in-class new drugs and the reformulation of existing biological drugs based on its proprietary technologies.

SIWA THERAPEUTICS

SIWA Therapeutics, Inc. is a pre-clinical company with a monoclonal antibody (mAb) that binds and removes cells with a SIWA-identified cancer/senescent cell ("SC") biomarker. Although SCs are causally involved in numerous diseases, we focus on certain cancers that should qualify for FDA fast tracking. In vivo (4T1 triple negative breast cancer mouse model), our mAb statistically inhibited cancer metastasis. We found no side effects or adverse reactions from treatment. In vitro, our mAb binds cells from human pancreatic cancer, histiocytic lymphoma; and glioblastomas. An in vitro study of hormone insensitive prostate cancer and an in vivo glioblastoma study are in process. We expect to file a glioblastoma-related IND within 12 months after our next funding. We have patents worldwide.

AusculSciences

AusculSciences develops non-invasive acoustic technologies to detect life-threatening cardiovascular conditions. Developed in conjunction with the Ottawa Heart Institute, AusculSciences' CAD-det System is a non-invasive, non-stressful, and non-nuclear diagnostic for detection of Coronary Artery Disease – a condition which affects 50% of men and 33% of women over 40 years old. The CAD-det System test takes only five minutes, is designed to have superior accuracy to stress tests, and will provide a powerful rule-out capability to avoid high cost, unnecessary testing in healthy patients. The test is cost-effective compared to current modalities with the potential to reduce healthcare costs, patient risk and wait times while improving outcomes. Software licenses and test consumables will provide a repeatable, ongoing revenue stream.

MedicalTek Co., Ltd. (MDTK) is devoted to advance medical imaging of minimally invasive surgery (MIS). The MonoStereo® 3D endoscope visualization system provides an ultimate solution to the lack of depth perception issue in conventional 2D endoscope systems, enabling a quick and effective 3D visualization. To ensure continuous innovation and quality improvement, we partner with international MIS experts, global IRCAD institutes and Show Chwan Health Care System for R&D and collaborate with world–class companies in IT, IC design, semiconductor and display for manufacturing. MedicalTek strives to excellence in ingenuity and quality and is committed to continue delivering reliable and user friendly solutions to the health and medical industries.

ZOMANEX is a venture-backed drug development company deploying our proprietary platform technology ORAZOM to transform small molecule therapeutics to enhanced orally delivered medicines. Our Goal is simple: Transform therapeutics and provide patients with significant advantages; lower dose, less side effects and greater convenience. ZOMANEX has identified 60 BCS (Biopharmaceutical Classification System) Class II and Class IV therapeutics candidates for the ORAZOM platform technology. This technology successfully increases the solubility and/or permeability of small molecule therapeutics. Regardless of the dosage format, intravenous, injectable or oral, ZOMANEX can transform these products to novel and effective oral medicines.

Glutalor Medical's advanced mobile Continuous Glucose Monitoring (CGM) system utilizes a unique sensor, a transmitter, and patient's smart phone as the receiver. The ***iWel*** ® CGM system supplies accurate real-time readings and alerts, factory pre-calibrated, and secure data cloud. Committed to becoming the customer preferred CGM technology, Glutalor's patented CGM devices offer unique features including flexible modular design for easy integration of Value Based Health Management, simplified customer interface, and leading customer comfort. A pipeline of additional parameters and features supporting Diabetes, Cardiovascular, Kidney Health will be enabled on the modular and expandable ***iWel*** ® Platform. Glutalor Medical's ***iWel*** ® platform brings new solutions to solve customer unmet needs in Value Based Health Care. Market leading performance is combined with advising solutions and an elegant design that maximizes comfort and ease of use to create high customer preference. Glutalor is currently in discussion with two top pharmaceutical companies for partnership in marketing & distribution in Europe & US.

Moterum helps stroke survivors learn how to walk again, using clinically proven, fully connected iStrideTM device that is deployed in the home of the user. Our clinical trials have shown first in class results for improving gait speed and function in the home setting, and based on the breadth of users who improved, there are more than 4,000,000 stroke survivors having a gait problem preventing them from walking independently which could be helped by the iStrideTM device. Furthermore, within 6 months of launch, Moterum will have the world's largest gait information database.

Cellix Bio (www.cellixbio.com) is an innovative biopharmaceutical company focused on improving the therapeutic profile of currently FDA approved Rx drugs via structure modification to achieve improved therapeutic benefit to patients. We use lipid conjugation technology (Synergix) to design novel prodrugs of existing active pharmaceuticals by linking them to naturally occurring long chain fatty acids. We have obtained 72 USPTO granted Composition of Matter patents. Our leading pipeline products are CLX-106 for multiple sclerosis, CLX-103 for ulcerative colitis, CLX-155 for colorectal cancer and CLX-156 for glaucoma/presbyopia, all of which will show significant therapeutic benefits over the currently approved agents. We have completed successful Pre-IND meetings with the FDA for CLX-106 and CLX-103 and planning to begin human clinical trials.

Creative Biopeptides, Inc. delivers safe, effective oral, anti-inflammatory peptide therapies for pain, dementia, neurodegeneration and other disorders of chronic inflammation. Our 3rd generation oral peptide – near Phase 1 ready – extends our earlier peptide development which demonstrated efficacy and safety in multiple phase 1 and 2 trials. With 2 new patents (terms 2026-2031) covering dozens of oral peptides with uses in neuropathic pain, and 11 pending patent applications for uses in dementia, traumatic brain injury, seizures, metabolic diseases, opioid sparing treatments in acute pain and addictions, 60+ peer-reviewed publications, >$75M in legacy research at NIH and Universities, and recent $10 M, 5-year IND program funded by US Government, our 2017 non-venture backed startup is poised to succeed. Seeking a developmental partner.

BELKIN Laser is a clinical-stage medical device company, developing an automated one-second glaucoma laser device, aimed at revolutionizing accessibility to glaucoma care by becoming the first-line choice for every ophthalmologist and every patient, all over the world. The BELKIN device is a game changer. It has the opportunity to completely transform glaucoma treatment from a non-compliant and specialized procedure to one that is safe, efficient, and reliable and can be carried out by all ophthalmologists and eye care providers. The approach devised by the BELKIN Laser team incorporates a simple, user-friendly and patient-friendly laser treatment that can be utilized in the clinics of general ophthalmologists as an initial treatment for glaucoma, even prior to the use of eye drops.

CorInnova is developing a minimally invasive, soft robotic cardiac assist device. The device is intended to treat the large number of patients who are contra-indicated for left ventricular assist devices, thereby reaching the 90% of patients who cannot use existing devices. The device may also reverse the progression of heart failure or prevent its development in post-heart attack patients. The device is delivered minimally invasively using a left thoracotomy and secured to the heart by a pneumatic attachment. The device gently compresses the heart to increase cardiac output using a pneumatic driver that operates in synchrony with the heartbeat. May expand eligible end-stage HF patient population 3 to 4 times, resulting in a device with a $15+B market.

Keriton Kare is a NICU feeding management, lactation analytics and patient engagement platform with end-to-end automation to improve process efficiency, reduce risk of erroneous feeds and enhance breastfeeding outcomes through a suite of mobile applications - Kare Mom and Kare Nurse.

At Elevian, we're developing new medicines with the potential to halt and even reverse the molecular damage caused by aging. Our drugs restore Regenerative Capacity, our body's natural ability to heal itself, which declines as we age. Elevian's founders discovered that young blood restores regenerates many tissues and organs. We also discovered a specific protein (GDF11) that singularly reproduces the regenerative effects of young blod. In animals, GDF11, when replenished to youthful levels, regenerates the heart, brain, muscle and other tissues. GDF11 has been demonstrated to treat animal models of heart disease, Alzheimer's disease, stroke, diabetes, and muscle injury. Based on these patented discoveries, Elevian is developing new medicines that modulate GDF11 to potentially treat and prevent age-related diseases.

LifeCuff Technologies has developed patented disruptive technology for a medical device that can significantly improve outcomes from heart attack, diabetes and stroke. Reductions in cardiac damage of 45% after heart attacks have been reported in Lancet, 41% complete healing of diabetic wounds and a 75% reduction in second strokes. The device automates ischemic conditioning, a 40 minute protocol of repeatedly stopping and restoring blood flow that induces innate protection from disruption in oxygen supply to cells. LifeCuff is the only device that can adjust pressures to a patient's specific physiology. The LifeCuff Device will be used in ambulances & hospitals to treat heart attacks. The same proprietary software will power the HomeCuff Device for prolonged therapies at home with remote physician monitoring to heal diabetic wounds and prevent second strokes.

Thermaquil discovered a completely new way of managing pain. We are first addressing the heart of the opioid crisis by treating post-surgical pain. Our minimally invasive device will be inserted at the time of surgery by the surgeon or anesthesiologist and later pulled out by the patient's physician when recovery is complete. Thermaquil's system creates a virtual filter across any nerve that allows patients to dial-in 0-100% how much of the nerve's firing gets through by gently warming and cooling a short section of the nerve. Reversible thermal nerve blocks are a new mechanism of pain treatment distinct from drugs and electric stimulation. Thermaquil seeks to reduce or eliminate the need for opioids through non-addictive thermal nerve blocks.

Achelios Therapeutics is a clinical stage bio pharmaceutical company developing novel therapeutics for euro-inflammatory conditions. Our lead program Topofen has completed phase 2 proof of principle assessment in migraine, demonstrating unique pharmacological profile and efficacy. Topofen treats migraine topical through its ability to inhibit neuro-inflammation of the trigeminal neuronal system resulting in decrease CGRP release by trigeminal neurons. Furthermore, efficacy in severe Temporomandibular Joint Disease pain has been demonstrated in clinical setting resulting in significant opioid sparing potential.

Promaxo is a medical technology company that develops and commercializes office-based modular MRI and MRI based technologies. The Company is currently focused on advancing the solutions for prostate disease management and other urology and pelvic conditions.

Adan Medical Innovation is a company focused on the development of disruptive integrated digital solutions to improve the management of anaphylaxis, a severe allergic reaction that compromises life within minutes. We are specially committed to making a difference in the lives of individuals, families and caregivers who manage an epinephrine auto-injector for use in case of reaction. Our main product, anAPPhylaxis, is a smart case for Epipens connected to a mobile app that reduces anaphylaxis events, increases the global effectiveness of the treatment (adherence & compliance) and improves its management (faster response, patient satisfaction, relatives peace of mind) by modifying the patient behavior (results validated by a 100 patients clinical trial). New all-in-one solutions are also in development.

INJEQ

Injeq has created a hypodermic needle which can tell where its tip is. First application of the needle is lumbar puncture, for example in treatment of childhood ALL type leukemia. Product is about to be on the market within EU as its CE certification process is underway with TÜV SÜD in Germany. The tissue-identifying technology is based on measuing the bio-impedance of the tissue using the needle body and stylet as the two electrodes needed. Technology is proprietary and protected. In addition to spinal/lumbar puncture the company has developed biopsy instruments, which are undergoing clinical trials at the moment. Injeq is looking for industry collaboration and funding to execute market entry in 2019 as well as pursue next applications to its technology in eg. biopsy instruments and other blind punctures and injections.

curiato

Curiato - a medical technology company that has developed the world's first continuous skin monitoring device that is recognizing the lack of real-time skin data at healthcare facilities leading towards costly and painful conditions and injuries. With a device that can collect skin data, Curiato is building a suite of valuable applications and launching to market next year with their application for predicting pressure injuries ("bedsores"). Further applications include predictive bedfalls, urinary incontinence, infection control, wound management etc. One bedsheet and endless applications.

liberate MEDICAL

Liberate Medical develops novel therapeutic electrical muscle stimulation devices to improve outcomes and reduce costs in patients with pulmonary disorders. Our lead product, the VentFree™ muscle stimulator, is intended to prevent or reverse respiratory muscle atrophy and reduce time to extubation in patients requiring mechanical ventilation. It applies non-invasive, transcutaneous, electrical muscle stimulation to the expiratory muscles during exhalation and is expected to improve patient outcomes, save lives and dramatically reduce hospital costs.

ISCHEMIX

Ischemix focuses on developing its family of cytoprotective compounds for serious neurological diseases and conditions. Ischemix' lead compound, CMX-2043, for treatment of traumatic brain (TBI), has produced the strongest announced results of any compound currently in preclinical development for TBI. There are currently no drug therapies on the market for TBI. The Company intends to conduct additional confirmatory and translational preclinical trials in 2018 and 1H 2019 and commence a Phase 1 trial in TBI during Q4 2019. The multi-modal capability of CMX-2043 to activate the PI3k/Akt survival signaling pathways, upregulate mitochondrial energetics, modulate calcium overload, suppress free radical generation and damage, modulate inflammation and improve behavioral outcomes is well suited to the multi-factorial nature of TBI.

HealthTech Solutions

Health Tech Solutions (HTS) is a health-IT company that uses AI driven communication and clinical decision support technology to reduce organ discards. Currently, 54% of donated organs go unused in the US every year. HTS`is clinically live, revenue generating and facilitates organ transplants at hospitals across the US.

MEDITOPE biosciences

Meditope Biosciences is a Southern California based, preclinical-stage, biotechnology company developing the next generation of immuno-oncology (IO) therapeutics. Using a validated, "LEGO-like", antibody platform technology called "SnAP" (Site-specific novel Antibody Platform), Meditope is able to easily and efficiently 'snap' together a variety of payloads and other components to create a wide array of antibody-based constructs -- to achieve truly targeted and controlled delivery of immune system activity. The company's two lead programs demonstrate the broad versatility of SnAP; and include two different and differentiated IO constructs: a masked cytokine fused to an antibody ("MeKine") and a 'universal' CAR-T construct ("MeCAR"). Having raised a total of $5.6MM to date, the company was formed with the closing of its first round in May 2013. Since then, Meditope has taken SnAP from initial discovery to a diversified preclinical pipeline, developed a robust patent portfolio (14 issued patents; 30+ pending applications), and established an extensive research collaboration with a major global pharmaceutical company.

Carmentix

Carmentix a healthcare start-up that aims to reduce the incidence of preterm birth,one of the biggest unmet needs in pregnancy. Carmentix has discovered a novel panel of protein biomarkers with high sensitivity and specificity. It has validated these biomarkers clinically demonstrating outstanding accuracy which will enable clinicians to intervene at early stage of pregnancy and significantly reduce preterm birth rates.

RESI

REDEFINING EARLY STAGE INVESTMENTS

CONFERENCE SERIES

SAN FRANCISCO, CA

JANUARY 8, 2019

Johnson & Johnson INNOVATION — JLABS —

LIFE SCIENCE NATION
Connecting Products, Services & Capital

STETSON FAMILY OFFICE

SAVE THE DATES

PHILADELPHIA, PA

JUNE 3, 2019

Johnson & Johnson INNOVATION — JLABS —

LIFE SCIENCE NATION
Connecting Products, Services & Capital

Exhibiting Companies

LIFE SCIENCE NATION Connecting Products, Services & Capital Table 1	BioNJ Because Patients Can't Wait® Table 2	HIREtech™ Table 3
BIODIRECTION Table 4	MEDMARC® Treated Fairly Table 5	MERCK INVENTING FOR LIFE Table 6
McDermott Will & Emery Table 7	Elevian Table 8	CARTER DELUCA FARRELL & SCHMIDT, LLP Intellectual Property Counsel Table 9
CareAngel™ Table 10	AtheIn INC. Propelling life science innovations Table 11	CVAC™ Cyclic Variations in Adaptive Conditioning™ Table 12

LIFE SCIENCE NATION
Connecting Products, Services & Capital

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

BioNJ
Because Patients Can't Wait®

BioNJ is a trade association of nearly 400 Member companies representing research-based life sciences organizations and stakeholders dedicated to propelling a vibrant ecosystem where Science is Supported, Companies are Created, Drugs are Developed and Patients are Paramount. Because Patients Can't Wait®, BioNJ supports its Members in the discovery, development and commercialization of therapies and cures that save and improve lives and lessen the burden of illness and disease to society by driving capital formation, fostering entrepreneurship, advocating for public policies that advance medical innovation, providing access to talent and education and offering a cost-saving array of critical commercial resources. For more information about BioNJ, please visit www.BioNJ.org.

HIREtech™

HIREtech is a technology-focused Human Capital Management provider and Tax Incentive firm that helps companies with complex tax and HR workflows. Exclusive technology and business process outsourcing helps companies make important business and planning decisions, while saving time and money, and reducing risk. Services include the Research & Development Tax Credit, the Startup Tax Credit, Grants, and other technical tax incentive programs. Our experienced team of tax attorneys and PhDs ensure maximized tax credit capture with audit support, combined with award-winning customer service.

BIODIRECTION

BioDirection, Inc. is a privately-held medical device company developing rapid point-of-care (POC) products for the objective diagnosis and management of "concussions" (also known as mild traumatic brain injuries or mTBI) and other acquired brain injuries. BioDirection's patented Tbit™ System, consisting of a single-use, disposable cartridge and a portable tabletop or handheld analyzer, is positioned to be the first objective point-of-care blood test for concussions in the market. The company is seeking initial FDA clearance as a screen to head CT scans. The Tbit™ System's competitive advantages relate to its ultra- sensitivity and accuracy, low cost, ease of use, portability and fast results (less than 2 minutes) from a single drop of blood).

MEDMARC
Treated Fairly

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.

MERCK
INVENTING FOR LIFE

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.

McDermott Will & Emery

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

Elevian

At Elevian, we're developing new medicines with the potential to halt and even reverse the molecular damage caused by aging. Our drugs restore Regenerative Capacity, our body's natural ability to heal itself, which declines as we age. Elevian's founders discovered that young blood restores regenerates many tissues and organs. We also discovered a specific protein (GDF11) that singularly reproduces the regenerative effects of young blod. In animals, GDF11, when replenished to youthful levels, regenerates the heart, brain, muscle and other tissues. GDF11 has been demonstrated to treat animal models of heart disease, Alzheimer's disease, stroke, diabetes, and muscle injury. Based on these patented discoveries, Elevian is developing new medicines that modulate GDF11 to potentially treat and prevent age-related diseases.

CDF Carter DeLuca Farrell Schmidt, LLP

Carter DeLuca Farrell & Schmidt works closely with your research and business teams, proactively taking the time to fully understand both your science and your business in order to provide direct, strategic and cost effective advice. We empower our clients to make well-informed business decisions in today's complex and competitive IP landscape, providing strategic guidance on matters such as patent portfolio development and licensing. Our team's vast expertise in life sciences gives Carter DeLuca a powerful and distinct advantage to help our clients successfully navigate the challenges associated with intellectual property. We aim to engage early in the process to help minimize pitfalls and maximize efficiencies. From concept through commercial launch, Carter DeLuca provides the guidance, clarity and direction you need.

CareAngel™

Care Angel offers the world's first voice AI, Virtual Nurse Assistant. Angel enables the most effective, efficient and scalable way to engage monitor and manage large, at-risk populations with complex and chronic conditions at the lowest cost, starting with a simple phone call. Care Angel gives care teams the ability to collect accurate patient data, consistently. At the same time, receiving regular updates on vitals and well-being to inform and manage real-time interventions. Care Angel's multi-modal engagement platform helps providers and payers to automatically close gaps in care. There is also the flexibility to extend the platforms capabilities to push specific and configurable notifications to family and friends, strengthening the communication, connection, and partnership with patients and their families. Our offering is proven to lower costs, and improve medical and financial outcomes, resulting in a strong ROI for our clients.

Atheln inc.
Propelling life science innovations

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.

CVAC™
Cyclic Variations in Adaptive Conditioning™

A large and rapidly growing body of evidence is emerging supporting the concept that mitochondria produce waste products called advanced glycation end products (AGEs) that require physical exercise to be flushed out of the body. We deploy a vacuum to pull these waste products out of the cells and into the lymph capillaries. We then cycle the pressure 200 to 500 times in a 20-minute CVAC Session to stimulate lymphatic and glymphatic flow for the removal of AGEs. This concept is consistent with the effects of exercise. For more information, Google: CVAC Natural Stacks.

TRACK 1

TRACK 1: THERAPEUTICS INVESTOR PANELS

SPONSORED BY MERCK INVENTING FOR LIFE

Track 1	Moderators & Panelists
9:00 - 9:50 AM **BIG PHARMA** Pipeline Strategy for Preclinical and Early Clinical Assets	• **Richard Soll,** Senior Vice President, Research Service Division, *WuXi AppTec* (M) • **Bavani Shankar,** Sr. Director, BD, Scientific Partnering & Alliances, *AstraZeneca* • **Somjeet Dey,** Sr. Manager, Business Development, *Otsuka Pharmaceutical* • **William Kuziel,** Director, Oncology Search & Evaluation, Global BD & Licensing, *Daiichi Sankyo* • **Michael Shih,** Head of Sanofi Genzyme Transactions, Global BD & Licensing, *Sanofi*
10:00 - 10:50 AM **FUNDING NY/NJ'S EARLIEST STAGE COMPANIES** Building the Early Stage Ecosystem in the NY/NJ Area	• **Chuck Stetson,** CEO, *Stetson Family Office* (M) • **Debbie Hart,** President & CEO, *BioNJ* • **Jennifer Hawks Bland,** CEO, *NewYorkBIO* • **Judith Sheft,** Associate VP, Technology Development, *NJIT Enterprise Development Center* • **Kathleen Coviello,** VP, Technology & Life Science Investments, *NJEDA*
11:00 - 11:50 AM **ANGELS & FAMILY OFFICES** How Do Family Offices View Seed & Series A Rounds?	• **Chuck Stetson,** CEO, *Stetson Family Office* (M) • **David Abraham,** Member, *Sky Ventures* • **Victoria Pettibone,** Managing Director, *Astia Angels* • **Yaniv Sneor,** Founding Member, *Mid Atlantic Bio Angels*
1:00 - 1:50 PM **EARLY STAGE THERAPEUTICS INVESTORS** Investing Early in Novel Therapeutics	• **Bernie Rudnick,** Founding Member, *Mid Atlantic Bio Angels* (M) • **Adriann Sax,** Entrepreneur In Residence, *Fortress Biotech* • **George Petrocheilos,** Partner, *Camden Partners* • **William Kohlbrenner,** CEO, *NeuroLucent*
2:00 - 2:50 PM **CORPORATE VENTURE CAPITAL** Corporate Landscape Morphed & New Opportunities Abound	• **Jenna Foger,** Sr. Vice President, Science & Technology, *Alexandria Venture Investments* (M) • **Claire Leurent,** Bio Sector Investment Director, *Samsung Ventures* • **Harald Buettner,** Chief Scientist, Technology Scouting, *Beiersdorf AG* • **Jeffrey Yim,** Corporate Development & Strategic Ventures, *Northwell Ventures* • **Nir Arbel,** Operating Partner, *Esco Ventures*
3:00 - 3:50 PM **ASIA CROSS-BORDER INVESTORS** Sourcing Emerging Assets for Development	• **Jean Yao,** Founder & Managing Partner, *Med Qiao Group* (M) • **Eric Wu,** International Business Development Manager, *Qilu Pharmaceutical* • **Mark Maciejewski,** Founder & Managing Director, *DiNovA Venture Partners* • **William Dai,** Founding Partner, *ShangBay Capital* • **Yao Li Ho,** Director of Business Development, *LYFE Capital*
4:00 - 4:50 PM **TALES FROM THE ROAD** Biotech & Medtech CEOs Share Their Story	• **Renata Meyer,** Managing Director, *Golden Seeds* (M) • **Ilana Odess,** CEO, *Woven Orthopedic Technologies* • **James Biggins,** CEO, *Access Vascular* • **Jim Iversen,** CEO, *Sen-Jam Pharmaceuticals* • **Tyler Wanke,** CEO, *Innoblative Designs*

(M) Moderator

TRACK 1

9:00 - 9:50 AM

BIG PHARMA

TRACK 1 PANELISTS

SPONSORED BY MERCK INVENTING FOR LIFE

IIn recent years, big pharma companies have begun looking outwards for innovative new therapeutics to add to their pipelines. This panel will feature speakers 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.

• **Richard Soll,** Senior Vice President, Research Service Division**,** *WuXi AppTec*

Dr. Richard Soll is Senior Vice President, Research Service Division (RSD), at WuXi AppTec and leads the WuXi offices in Cambridge, Massachusetts and in Israel to bring WuXi's comprehensive platform of integrated R&D services closer to innovative companies and entrepreneurs in the world's two leading biotech hubs. Dr. Soll's contributions to drug discovery and development led to the discovery of the HCV breakthrough therapy elbasvir, the JAK2 inhibitor fedratinib, and more than 10 other clinical stage drugs. Dr. Soll has co-authored more than 100 patents and papers. Dr. Soll serves on the board of the Accelerator has been an SAB member to biotech companies and advisor to entrepreneurs. Prior to WuXi, Dr. Soll was CSO and VP of R&D at TargeGen where he led multiple clinical stage R&D programs. Dr. Soll founded the chemistry department at 3-Dimensional Pharmaceuticals as VP of Chemistry. Dr. Soll began his industry career at Wyeth Pharmaceuticals, and was trained as a synthetic chemist at Dartmouth and Harvard.

• **Bavani Shankar,** Sr. Director, BD, Scientific Partnering & Alliances**,** *AstraZeneca*

Bavani Shankar has more than 25 years of experience in business development, deal transactions, alliance management and program management for pharmaceutical, biotechnology and specialty pharmaceutical companies, including extensive knowledge of technology assessment, licensing, mergers and acquisitions, and strategic planning. At AstraZeneca, she heads up search and evaluation and transactional activities (in-licensing, out-licensing, partnering, collaborations) for the Respiratory Innovative Medicines Unit and the Emerging Innovations Unit.

• **Somjeet Dey,** Sr. Manager, Business Development**,** *Otsuka Pharmaceutical*

Somjeet has been working with Otsuka's Business Development department since 2013 and he presently leads the company's business development operations in the US for drugs, devices and diagnostics. Somjeet believes in Otsuka's "big venture" spirit and is committed to strategically building a product pipeline that would sharpen the company's long-term competitive edge. Consequently, he engages regularly with academia, accelerators and VCs to explore growth opportunities for Otsuka. He played an active role in the buy-side due diligence and negotiations for Otsuka's recent acquisitions of Neurovance, Inc. and Visterra, Inc. Before joining Otsuka, Somjeet developed and implemented technology solutions for financial institutions across Asia, Africa, Europe and North America. He received his MBA degree from The Ohio State University.

• **William Kuziel,** Director, Oncology Search & Evaluation, Global BD & Licensing**,** *Daiichi Sankyo*

Dr. Kuziel is an immunologist by training and joined Daiichi Sankyo in 2008. He is currently a Director of Search and Evaluation in Global Business Development. His focus is on IO therapeutics, ADCs, bispecifics and cell therapies for oncology as well as new technologies. Dr. Kuziel received a B.S. in Biology from the Pennsylvania State University and a Ph.D. in Immunology from the University of Texas Southwestern Medical Center at Dallas. He did post-doctoral training in Immunology at the Howard Hughes Medical Institute at Duke University Medical Center. After two years as a visiting scientist at the University of North Carolina Medical Center at Chapel Hill, Dr. Kuziel joined the Department of Molecular Genetics and Microbiology at the University of Texas at Austin as an Assistant Professor. His research focused on the molecular and cellular basis of inflammatory disease processes. He also designed and taught an annual course in Immunology and Infectious Disease. He has co-authored 120 peer-reviewed scientific publications.

• **Michael Shih,** Head of Sanofi Genzyme Transactions, Global BD & Licensing**,** *Sanofi*

Michael is an experienced biopharma executive with over 15 years of industry experience. He currently serves as Head of Sanofi Genzyme Transactions for Sanofi, where he is responsible for overseeing business development and research transactions across Genzyme's therapeutic areas, including neurology, rare disease, oncology, inflammation and rare blood disorders. Prior to Sanofi, Michael served in a variety of business development leadership roles within pharmaceutical and biotech companies, including Epizyme, Forest Laboratories and Eisai. An attorney by training, he previously practiced law at several New York firms and held senior legal positions in-house at Eisai. Michael holds a Bachelor's degree in molecular and cellular biology from Cornell University, a Master's degree in biology from the University of Illinois, and a Juris Doctorate from Fordham University School of Law.

TRACK 1

10:00 - 10:50 AM

FUNDING NY/NJ'S EARLIEST STAGE COMPANIES

TRACK 1 PANELISTS

SPONSORED BY MERCK INVENTING FOR LIFE

Institutional life science investors such as VCs or family offices will be looking for assets that are de-risked and have data packages that indicate potential efficacy and safety - however, reaching that point takes substantial funding that's not easy to find. This RESI panel looks at novel funding solutions for life science entrepreneurs who face this steep funding challenge at the very earliest stage of company formation, typically in years 0-3 of a company's life.

- What kinds of financing and support is available for entrepreneurs when taking the best innovation ideas off the laboratory bench?
- How can entrepreneurs de-risk those ideas scientifically in order to attract financing?
- Are any instituitonal investors starting to look earlier?

• **Chuck Stetson,** CEO, *Stetson Family Office*

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

• **Debbie Hart,** President & CEO, *BioNJ*

Ms. Hart worked alongside New Jersey's biotechnology industry leaders to establish BioNJ in 1994 and has been dedicated to the organization and passionate about the mission of helping Members help Patients ever since. Over the years, Ms. Hart has been active on the boards and advisory committees of numerous government and academic institutions including serving as Chair of the Commercialization Center for Innovative Technologies. She was recently named by the Governor and appointed as Chair of the bipartisan, bicameral New Jersey Biotechnology Task Force. She is also a founding board member and officer of OpportunityNJ, is on the board of the New Jersey Chamber of Commerce and is a member of the Board of Directors of Choose New Jersey. Ms. Hart was named one of the world's 100 Most Influential People in Biotechnology by Scientific American Worldview, to ROI-NJ's 2018 Influencers Power List, as one of HudsonMod Magazine's list of Women in Power, one of New Jersey's top CEOs by COMMERCE Magazine, and for the sixth time in 2018 to the NJBIZ Power 100.

• **Jennifer Hawks Bland,** CEO, *NewYorkBIO*

Jennifer Hawks Bland, CEO of NewYorkBIO, comes from Merck & Co., where she served as executive director of federal and state government relations and policy. She was responsible for developing and executing policy positions for Merck, directing outside counsel's work on behalf of the company, serving as a key point of contact for trade associations, and coordinating and leading Merck's executive reaction and response to select issues, including over-the-counter medicine issues, federal track and trace legislation, and disposal of unused medicines. Prior to joining Merck she held positions at GlaxoSmithKline and the Consumer Healthcare Products Association both in Washington, DC. She practiced law in Mississippi at the law firm Butler, Snow and spent six years working for U.S. Senator Thad Cochran (R-MS). Jennifer is originally from Mississippi and holds a bachelor's degree in political science from Mississippi State University and a Juris Doctor from the University of Mississippi School of Law.

• **Judith Sheft,** Associate VP, Technology Development, *NJIT Enterprise Development Center*

Judith A. Sheft is the Associate Vice President Technology and Enterprise Development at New Jersey Innovation Institute at NJIT. She is engaged with technology /IP innovation and commercialization efforts working with faculty and students to create startup companies and establishing licensing relationships with corporate partners. She is involved with regional economic and cluster development having responsibilities for the HealthIT Connections entrepreneurial cluster development program , the NJIT I-Corps Site and the Procurement Technical Assistance Center. She advises external startups at NJIT's high technology / life sciences business accelerator/incubator, the Enterprise Development Center. She is on the Board of Advisors to the NJIT Murray Women's Center and serves as a mentor and coach to students and faculty. She is a member of the NJ – Israel Commission and serves on the Board of the New Jersey Entrepreneurs Network, Greater Newark Enterprise Corporation, Women's Center for Entrepreneurship Corporation and Einstein's Alley, working to assist early stage tech and life sciences entrepreneurs.

• **Kathleen Coviello,** VP, Technology & Life Science Investments, *NJEDA*

Kathleen Coviello is the VP of Technology & Life Science Investments at the New Jersey Economic Development Authority. She is responsible for working with the emerging technology and life science companies and investors in the state and delivering the various Edison Innovation Fund products to this community. Previously, she worked in the banking industry, including eight years in the NJ Technology Venture Lending Market. Coviello was the recipient of the John H. Martinson, Technology Leadership Award. She was also named "Financier of the Year" by the New Jersey Technology Council. Coviello participates in numerous technology forums as a speaker, judge and panelist. Coviello sits on the advisory and/or valuation boards of the Edison Venture Fund, the NJTC Venture Fund/Tech Council Ventures, and New Spring Health Ventures. She is also sits on the boards of the NJ Technology Council, and the NJ R&D Council.

The going thinking is that Angel Investors and Venture Capitalist are naturally linked, but they are not. Angel Investors and Family Offices have much more in common. This panel will gather life science investors from both angel networks and family offices.

- What do Angels and Family Offices have in common?
- How do Angels and Family Offices plan their investment horizons?
- Are Angels and Family Offices looking at the same sectors and opportunities as VCs?

• **Chuck Stetson,** CEO, *Stetson Family Office*

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

• **David Abraham,** Member, *Sky Ventures*

Mr. Abraham is a member of Sky Ventures, a life sciences angel investing group in Boston (https://www.sky-ventures.com/). In addition to his angel investing activities, Mr. Abraham is General Counsel and Chief Compliance Officer for Selecta Biosciences, Inc. which he joined in 2011. Before joining Selecta, Mr. Abraham was employed at Johnson & Johnson, and practiced at various law firms including Innovation Legal Group, Wilson Sonsini Goodrich and Rosati, and Finnegan Henderson. He hold a JD from George Washington University School of Law, and a BS in Chemical Engineering from the University of Rochester.

• **Victoria Pettibone,** Managing Director, *Astia Angels*

Victoria is an active investor and advisor in the innovation economy and Managing Director of Astia, an organization working to ensure the success of high-growth startups founded or led by women. Victoria manages Astia Angels, a global angel network made up of women, men and family offices investing in women-led companies. Under her watch, the group has gone from two investments to over ninety, with more than $20M invested by the Astia Angels alongside over $260M in syndicate. The group has had five exits within its first five years, with four providing above market returns to investors. Victoria's personal portfolio of investments includes 20 (and counting) female led companies. Victoria is an arts advocate, an avid skier and scuba diver, a former amateur pilot, and mother of two.

• **Yaniv Sneor,** Founding Member, *Mid Atlantic Bio Angels*

Yaniv Sneor is a (reformed) physicist, who made the transition into the business world after being bitten by the entrepreneurial bug. Yaniv has been involved in founding, growing, managing and re-engineering companies for the past 25+ years, in multiple industries. He ran companies of different sizes and at different life-stages, led re-structuring activities, purchased and sold multiple companies, and negotiated and integrated joint ventures and strategic relationships. Yaniv is one of the founders of MABA – Mid Atlantic Bio Angels (bioangels.net) a life science angel investor group. He is president of Blue Cactus Consulting (bluecactusconsulting.com), and CEO of Native State Therapeutics, a recently-formed biotechnology company, in the neurodegenerative space.

TRACK 1

1:00 - 1:50 PM

EARLY STAGE THERAPEUTICS INVESTORS

TRACK 1 PANELISTS

SPONSORED BY MERCK INVENTING FOR LIFE

This panel 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.

• **Bernie Rudnick,** Founding Member**,** *Mid Atlantic Bio Angels*

Bernard Rudnick is an investor, founder and managing partner of CapGenic Advisors, LLC, CBO of NovoBioPharma, a founder of Mid-Atlantic Bio Angels, investment committee member of Keiretsu Capital, a Managing Partner of Stellar Investment Partners and a member of several additional angel groups. Mr. Rudnick's entrepreneurial career includes multiple startups, three of which grew to over $60M in revenue before exiting. He is a founder of the entrepreneurial program at the Fox School of Business. He holds and has held many board and executive leadership positions throughout his career. With 36 years of experience, Mr. Rudnick has M&A, capital formation and licensing leadership experience with companies ranging from start-up to Fortune 50. Mr. Rudnick has experience investing and guiding investments, and has led capital formation and merger transactions totaling over $7 billion.

• **Adriann Sax,** Entrepreneur In Residence**,** *Fortress Biotech*

Adriann Sax is an EIR at Fortress Biotech, an accelerator that licenses early stage drugs and forms start-up biotech companies. Previously, she spent five years as EVP, Chief Commercial Officer, Kadmon Inc., transforming and leading all aspects of the commercial business. Before Kadmon, Adriann was EVP, BD and Strategy, for King Pharmaceuticals, where she developed and implemented a renewed growth strategy, leading to the company's sale to Pfizer in 2010 for $6.5B. Adriann started her career at Sterling Drug progressing through a series of management and executive roles with established companies such as Merck, Bristol-Myers Squibb and Roche, and led the global launches of leading oncology and immunology drugs. Adriann holds an MBA from the Keller Graduate School and BS from the University of Delaware. She's an advisor and board member for industry associations, academic institutions and non-public company boards.

• **George Petrocheilos,** Partner**,** *Camden Partners*

George Petrocheilos is a General Partner at Camden Partners, where he co-founded Camden Partners Nexus. He currently sits on the Boards of Sisu Global Health, Inc., WindMIL Therapeutics, Ashvattha Therapeutics, Cage Pharmaceuticals and eNeura, Inc. He also serves on the Board of the family-owned PETKA S.A. George also serves on the Board of Trustees of The Baltimore School for the Arts, The Johns Hopkins Center for Financial Economics and The Johns Hopkins Medicine Psychiatry & Behavioral Sciences Department. His honors include Baltimore Business Journal's 2013 "40 Under 40 Business Leaders", The Hill's 2013 "Washington D.C. Rising Stars" and The Daily Record's 2014 "20 in Their Twenties," among others. George earned a B.A. in Financial Economics from the Johns Hopkins University and completed the Political Science SSP Executive Program at Harvard University's Kennedy School of Government.

• **William Kohlbrenner,** CEO**,** *NeuroLucent*

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

TRACK 1

2:00 - 2:50 PM

CORPORATE VENTURE CAPITAL

TRACK 1 PANELISTS

SPONSORED BY MERCK INVENTING FOR LIFE

This panel consists of four speakers and a moderator discussing 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 venture capital firm and the parent company and how it affects investment criteria.

• **Jenna Foger,** Sr. Vice President, Science & Technology**,** *Alexandria Venture Investments*

Jenna Foger provides scientific expertise and industry insights to support Alexandria Real Estate Equities, Inc.'s real estate operations, BD, and thought leadership initiatives. She also leads venture investment activities and other strategic projects for Alexandria's NYC life science cluster, spearheading the development of Alexandria LaunchLabs, offering lab/office co-working space and access to startup capital. Previously, Ms. Foger was an Associate at Windham Venture Partners, a VC focused on growth-stage medical device, diagnostic, and digital health investments. She was also a Senior Consultant at Navigant Consulting, a healthcare consulting firm specializing in new product evaluation and strategic planning. Ms. Foger obtained laboratory experience as a Research Associate at The Rockefeller University. She earned her Master's in Biotechnology from Columbia and graduated Phi Beta Kappa and summa cum laude from the University of Pennsylvania with a BA in Cognitive Neuroscience and Psychology.

• **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.

• **Harald Buettner,** Chief Scientist, Technology Scouting**,** *Beiersdorf AG*

Dr. Harald Buettner is Chemist by training and currently the Head of Technology Scouting at Beiersdorf AG, a German based Cosmetics & Life Science Company. Harald has decades of experience in product development of OTC drugs, medical devices, biocides and cosmetics and launched several successful products into various global markets. During his five year assignment in Indonesia he gained insights into a lot of Asian markets and established a broad network within the region. Since 2013 he is responsible for Open Innovation activities and Scouting within the Beiersdorf Group. Together with his global team he steers cooperation's, joint developments and investments from startups to multinational companies. Harald has a passion for technologies, products and people especially in connection with strategic investment activities to bring new products, services and business models to life.
In his free time Harald enjoys travelling, sports, photography and spending time with family and friends.

• **Jeffrey Yim,** Corporate Development & Strategic Ventures**,** *Northwell Ventures*

Jeffrey Yim works on Corporate Development and Strategic Ventures for Northwell Health, with responsibility for the operational, financial, and strategic positioning of Northwell Health service lines and other core competencies. In addition, Jeffrey is responsible for evaluating start-up venture opportunities for Northwell Ventures, providing seed to series B funding. He recently led an investment in Arterys, a leading cloud-based AI diagnostic imaging platform. While at Alvarez & Marsal, Jeffrey led numerous functional teams in cash management / treasury, financial modeling, budgeting, market analysis, operational improvement, business development and mergers and acquisitions for clients and Private Equity backed portfolio companies in healthcare. Prior to joining A&M, Jeffrey worked for Cressey & Co., a private investment firm focused exclusively on investing in and building leading healthcare businesses.

• **Nir Arbel,** Operating Partner**,** *Esco Ventures*

Nir has extensive experience in multiple startup companies developing therapeutics and diagnostics. Nir has been operating partner for ESCO ventures for 3 years and was instrumental in transforming the fund into an Asian hub of venture creation and early stage investments. In Addition, Nir has been managing the flag ship company of ESCO Ventures, Carmentix which has developed a unique solution to reduce the global rates of Preterm Birth.

TRACK 1

3:00 - 3:50 PM

ASIA CROSS-BORDER INVESTORS

TRACK 1 PANELISTS

SPONSORED BY MERCK INVENTING FOR LIFE

This 50-minute panel will feature 4 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.

• **Jean Yao,** Founder & Managing Partner, *Med Qiao Group*

Jean Yao, PhD, is the founder of Med Qiao Group and has been active within the technology community for over twenty years as a venture capitalist, consultant and technologist. She brings broad experience in the Bio/Med-Industry, having worked with startups, institutional and strategic VCs to expand the market in China. With strong technical background in bio-med development, she has high interest in emerging technologies, including Diagnostics, Medical technology and Health IT.

• **Eric Wu,** International Business Development Manager, *Qilu Pharmaceutical*

As a key member of Qilu 's global BD team, Dr. Wu has responsibility for expanding international BD activities and growing investment transactions. Dr. Eric Wu has over 10 years of pharmaceutical industry experiences in international business development, consulting and investment and over 8 years of research experiences in genetics, statistics and epidemiology. With strong background in biology and finance, Dr. Wu specialize in US – China cross-border transactions. He has deep knowledge of both US and China healthcare industries and broad network with executives, service providers and investors in US and China pharmaceutical and biotech industries. He also has strong track record of successful deal makings. Dr. Wu holds a Ph.D. in Genetics from Texas A&M University and MBA from New York University.

• **Mark Maciejewski,** Founder & Managing Director, *DiNovA Venture Partners*

Mark Maciejewski co-founded DiNovA Capital LL with Eric Zi, a Shenzhen and Shanghai-based venture capital fund focused on Global investing in disruptive medical technologies. DiNovA has investments in Broncus Medical, Venus Medtech, Vessix, Lone Star, TruTag and Mitralyn. Mr. Maciejewski specializes in cross-border strategic partnerships, and recent projects include Intervalve acquisition by Venus MedTech, merger between Keystoneheart and Venus MedTech and acquisition of Uptake Medical by Broncus Medical China. Previously, Mr. Maciejewski served as the senior vice president of international investments of National Technology Enterprise Company (Division of the Kuwait Investment Authority). During his tenure at the KIA, Mr. Maciejewski managed the Medical Private Equity Division of the National Technology Enterprise Company with capital of $250 million USD.

• **William Dai,** Founding Partner, *ShangBay Capital*

William Dai is the Founding Partner at ShangBay Capital, a VC firm focusing on healthcare investments. ShangBay Capital has built a portfolio of companies founded by Stanford, Berkeley, Duke, Harvard, MIT, UNC - Chapel Hill faculties and graduates as well as top industry corporate alumni. William has more than 20 years of experience in corporate finance, M&A, and capital markets in both China and the U.S. He has held senior executive roles at U.S. multinational companies. In those roles, William was responsible for overall execution and was held accountable to the highest ethical standards in his business dealings. In addition, due to his hands-on experience leading multiple large international medical device companies, he has an in-depth knowledge of the industry and its market dynamics. William holds a Master's in business administration with an emphasis on finance from Michigan State University.

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

Yao Ho is a BD Director at LYFE Capital. Previously, he was a part of Yangtze River Pharmaceutical Group, where he was a BD Manager. At Yangtze River Pharmaceutical Group, he was part of a team that would help the parent organization source, evaluate, coordinate due diligence and negotiate with potential international partners for pharmaceuticals, biologics and medical devices. Yao has also worked at various diagnostics, nanotechnology and digital health startups where he started as an R&D Engineer and was a member of the founding team at other companies. Yao is an MBA graduate from Tsinghua University in partnership with MIT and Bachelor's in Biomedical Engineering from UC-Irvine with a specialization in bio-photonics and research in microfluidics.

TRACK 1

4:00 - 4:50 PM

TALES FROM THE ROAD

TRACK 1 PANELISTS

SPONSORED BY MERCK INVENTING FOR LIFE

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.

• **Renata Meyer,** Managing Director**,** *Golden Seeds*

Renata Meyer is a Managing Director at Golden Seeds, where she focuses on early-stage investing in biotechnology and genomics. Her experience has spanned strategic planning as well as all phases of R&D, including basic laboratory methodology, animal studies, and clinical trials. Renata has consulted for and held positions at such major healthcare and biotechnology companies as Pfizer, QLT PhotoTherapeutics, and Abbott International. She has been involved in the development of pharmaceuticals, medical devices, and nutritional products. Renata's work involves combining her interests in biotechnology, genomics, health and business to facilitate and enable innovation that will make a positive impact on the world. Her passion is the nascent, NY-based bio-economy. Renata holds a BSc from Brown University, a PhD in Molecular Genetics from McGill University, and an MBA from Columbia Business School.

• **Ilana Odess,** CEO**,** *Woven Orthopedic Technologies*

Ms. Odess has spent her entire career within the healthcare & science industries and has held senior executive roles for multinational companies and start-ups such as Israel Chemicals, Johnson & Johnson, Advanced Stent Technologies, CID. As an operator, Ms. Odess is an expert in leading companies from concept to clinical application and has created multiple businesses acquired by multi-billion dollar medical device companies, negotiated over 30 worldwide partnerships, and commenced direct corporate operations in Israel for Johnson & Johnson. As an investor, Ms. Odess has led international medical technology investments and management buyouts for an international family office and led Johnson & Johnson's acquisition of two businesses. Ms. Odess has been recognized for her ability to create successful innovative solutions and has received both a Frost & Sullivan award for innovation and the state of Connecticut's "2014 Woman of the Year" award for Entrepreneurial Innovation and Leadership. Ms. Odess graduated with a BS in Biochemistry and an MBA from Bar-Ilan University.

• **James Biggins,** CEO**,** *Access Vascular*

After shadowing physicians in a Boston hospital and witnessing first-hand the delay in administering antibiotics to a severely ill patient due to infection risks from a catheter, Jim Biggins knew there had to be a better way. Leveraging his engineering expertise and experience with hydrogels, he applied those skills to found Access Vascular in 2015, with the goal of reinventing venous access. Under Jim's leadership, Access Vascular received FDA approval in early 2018 on its first device, the HydroPICC, a peripherally inserted central catheter with superior material performance. Jim has previously held engineering and new product development positions at Ocular Therapeutix, Boston Scientific and Medtronic. In these roles, he launched more than a dozen medical technology products from concept through commercialization. He also has been a partner in a venture creation group with responsibility for identifying opportunities, initiating companies and developing business strategies. Jim earned an M.B.A from Babson College and a B.S. in Plastics Engineering from the University of Massachusetts Lowell.

• **Jim Iversen,** CEO**,** *Sen-Jam Pharmaceuticals*

We prevent pain before it occurs, allowing individuals to be at their best everyday. As a Senior Executive and Board Member, Jim derives a lot of satisfaction creating success through Vision, Strategy, and Leadership. Focused on evidence-based outcomes, he combines recursive planning with leadership execution to produce highly effective/cost effective solutions. He promotes life long learning and a community of well-being. Sen-Jam Pharmaceutical's mission is to enhance Full Strength Living. Built on Ingenuity, Truth, Trust, Transparency, Gratitude, Open Communication, and a Willingness to Learn and Grow, our goal is to Sell or License all of our Assets under Development by 2023. Our Exulta® product line combines a Non-Steroidal Anti-inflammatory Drug with an Immunomodulating antihistamine that offers the convenience of pain relief with GI protection for everyday pain conditions. Sen-Jam has 7 Assets under development and has filed 7 US and 11 International patents.

• **Tyler Wanke,** CEO**,** *Innoblative Designs*

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

TRACK 2

TRACK 2: DEVICE, DIAGNOSTIC & HCIT INVESTOR PANELS

SPONSORED BY MEDMARC Treated Fairly

Track 2	Moderators & Panelists
9:00 - 9:50 AM **HEALTH SYSTEM PARTNERS** Care Providers and Payers Seek New Technologies	• **Brent Stackhouse,** Vice President, *Mount Sinai Ventures* (M) • **Eric Feinstein,** Manager, *Northwell Ventures* • **Kelly Krajnik,** Senior BD Manager, *Mayo Clinic Ventures* • **Lauren Brueggen,** Principal, *Heritage Group* • **Richard Gordon,** Director, *Inova Strategic Investments*
10:00 - 10:50 AM **DIGITAL HEALTH INVESTORS** Leveraging Software to Lower Costs and Improve the Quality of Care	• **Ron Paliwoda,** Founder & President, *Paliwoda Group* (M) • **Jeffrey Ries,** Vice President, Fund Management, *Healthbox Global Partners* • **Jonathan Gordon,** Director, *NewYork-Presbyterian Ventures* • **Matthew Whitman,** Principal, *Windham Venture Partners*
11:00 - 11:50 AM **ONCOLOGY INNOVATION** The Search for New Approaches to Diagnosing & Treating Cancer	• **Joseph Simeone,** Director, Search & Evaluation, Oncology, *Merck* (M) • **Blaine Robinson,** Sr. Director, Therapy Acceleration Program, *Leukemia & Lymphoma Society* • **Jun Tang,** Sr. Manager, CRI Venture Fund & Clinical Accelerator, *Cancer Research Institute* • **Paige Yellen,** Director, New Business Development, *Fortress Biotech*
1:00 - 1:50 PM **MEDICAL DEVICE INVESTORS** Investing in Novel Engineering	• **Kenneth Baker,** Partner & Founder, *Baker & Eastlack Ventures* (M) • **Adam Lessler,** Principal, *Canepa Healthcare* • **Bryan Grulke,** Partner, *Volcano Capital* • **Lu Zhang,** Managing Partner, *Fusion Fund (Formerly NewGen Capital)* • **Matthew Cohen,** Director of Technology, *Pangaea Ventures*
2:00 - 2:50 PM **AI IN HEALTHCARE** Cutting Edge Computing Creates New Opportunities for Healthcare Investors	• **Jodd Readick,** Angel Investor, *Mid Atlantic Bio Angels* (M) • **Ali Farahanchi,** Vice President, *Digital Horizon Capital* • **Christopher Ho,** Vice President, *Vickers Venture Partners* • **Dusan Perovic,** Vice President, *Two Sigma Ventures* • **Rafael Torgovicky,** Managing Director, *Medexplore Ventures*
3:00 - 3:50 PM **SEED FUNDS** Investing in Emerging Science to Pursue High Rewards	• **Mike Wiley,** Vice President, *Foundation Venture Capital Group* (M) • **Anna Fokina,** Senior Associate, *Data Collective* • **Atul Varadhachary,** Managing Partner, *Fannin Innovation Studio* • **Peter Donnelly,** Managing Director, *Accelerate NY Seed Fund*
4:00 - 4:50 PM **DIAGNOSTICS INVESTORS** New Generation of Technologies Changing Treatment Paradigms	• **Nat Brinn,** Partner, *VC23* (M) • **Diana Saraceni,** Founder & Managing Partner, *Panakes Partners* • **Noel Jee,** Associate, *Illumina Ventures* • **Sherry Grisewood,** Chief Investment Officer, *FoxHill Asset Management*

(M) Moderator

TRACK 2

9:00 - 9:50 AM

HEALTH SYSTEM PARTNERS

TRACK 2 PANELISTS

SPONSORED BY MEDMARC Treated Fairly

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 VP of Mount Sinai Ventures, the venture arm of the Mount Sinai Health System. His responsibilities include diversifying the portfolio of investments to enhance Mount Sinai's transition to population health management. He is experienced in public health and HIT, and represents Mount Sinai on the board of several portfolio companies and Mount Sinai telehealth strategy committees. Previously, Brent was the Executive Director of Strategy at the Primary Care Information Project at the NYC DHMH. Brent oversaw the strategy and operations for expanding the adoption of EHRs and the use of HIT. He was responsible for developing and managing programs for key stakeholders including ACOs, health systems, insurance companies, and State and Federal partners. Brent also worked in investment banking and commercial real estate finance. He has a BS from the Walsh School of Foreign Service at Georgetown University.

• **Eric Feinstein,** Manager, *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.

• **Kelly Krajnik,** Senior BD Manager, *Mayo Clinic Ventures*

Kelly Krajnik is a Senior Business Development Manager who has been with Mayo Clinic Ventures since 2006. She is responsible for seeking out and developing new business and technology commercialization opportunities by working with Mayo Clinic staff and external companies, entrepreneurs, and investors. Prior to joining Ventures, Kelly served on a Mayo Clinic Institutional Review Board and worked as a Senior Research Technologist developing and conducting microarray expression analysis protocols in support of Mayo Clinic research programs. Kelly received a B.S. in Microbiology from UW – La Crosse and her M.B.A. from the University of St. Thomas. She is also a registered Patent Agent with the USPTO.

• **Lauren Brueggen,** Principal, *Heritage Group*

Lauren Brueggen joined Heritage Group in 2018 and serves as a Principal for the firm. Prior to joining Heritage Group, Lauren was a Principal for the growth equity fund of Spring Mountain Capital, a New York-based alternative asset management firm with $1 billion of assets under management. Lauren spent seven years at Spring Mountain Capital focused on making growth equity investments in healthcare and technology businesses. From 2007 – 2011, she was an Associate at The Wicks Group, a private equity firm with over $1 billion under management. Prior to Wicks, she was in the Restructuring and Mergers & Acquisitions Group of Jefferies & Company, a middle market-focused investment bank. In 2017, she was named to GrowthCap's Top 40 Under 40 list of growth equity investors. Lauren graduated from Northwestern University with a B.A. in Economics. She resides in Nashville with her husband and three sons.

• **Richard Gordon,** Director, *Inova Strategic Investments*

Rick Gordon is an expert on technology investing, business strategy and early-stage venture development. He is a leader with more than 25 years' experience in providing organizations with strategic growth. Rick is 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 industry leaders. MACH37 invests in entrepreneurs and helps them develop into thriving cybersecurity companies. Rick was previously CEO of Tovaris, a specialized encryption software development company, and was also a technology investment banker at Bear, Stearns & Co. Rick served as a submarine officer in the U.S. Navy. He received his MBA from The Darden School at the University of Virginia and his BS in Engineering with Merit from the U.S. Naval Academy.

TRACK 2

10:00 - 10:50 AM

DIGITAL HEALTH INVESTORS

TRACK 2 PANELISTS

SPONSORED BY MEDMARC Treated Fairly

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

• **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.

• **Jeffrey Ries,** Vice President, Fund Management**,** *Healthbox Global Partners*

Jeff is a Vice President at Healthbox where he managed the Intermountain Healthcare Innovation Fund. Previously, Jeff was at Oxeon Partners where he built and invested in healthcare companies. He was also an investor at Sandbox Industries where he helped manage BlueCross BlueShield Venture Partners,. While at Sandbox, he started several tech-enabled startups and helped raise capital for Cultivian Sandbox, an agriculture-technology venture fund. Jeff began his career at LaSalle Investment Management. Jeff currently resides in New York City. He received his BA in Economics from Northwestern University and his MBA from Harvard Business School.

• **Jonathan Gordon,** Director**,** *NewYork-Presbyterian Ventures*

Jonathan Gordon is Director of NYP Ventures, the strategic venture capital arm of New York-Presbyterian. He is responsible for managing the hospital's venture fund, building strategic partnerships and managing the hospital's IP portfolio. Previously, Jon was a Director in the Hospital's Office of Strategy. Jon is also Director of the Health Policy Center at New York-Presbyterian, which advocates for the role of Academic Health Centers in developing solutions for the healthcare system. Jon serves on faculty at Weill Cornell Medicine, teaching about leading healthcare transformation. Previously, Jon helped found and served as COO of EveryDay Medical. Jon is a member of the Hermann Biggs Society, a mentor for the German Accelerator and Blueprint Health incubators, and a Director of Costs of Care. Jon holds a BA cum laude from Princeton University and an MBA with honors from Columbia Business School.

• **Matthew Whitman,** Principal**,** *Windham Venture Partners*

Matt Whitman is a Principal at Windham Venture Partners. Prior to Windham, Matt was an Executive Director in the healthcare investment banking group at Morgan Stanley, where he covered healthcare services and was co-head of the firm's Healthcare IT practice. In this capacity, he originated and executed buy and sell-side M&A engagements as well as equity and debt financings. Prior to Morgan Stanley, he worked in the healthcare investment banking group at Citi. Prior to Citi, Matt was a consultant at the Monitor Group, where he worked on corporate and commercial strategy engagements on behalf of the firm's healthcare clients. Matt received his BA from Columbia and MBA with Honors from Columbia Business School.

This panel is meant to be a discussion between the panelists about topics relevant to current innovations in the oncology space. Topics the panelists might consider discussing include:

- The technologies/approaches that investors find the most compelling
- Whether platform technologies or single assets are preferred
- What criteria do investors use when assessing companies for their portfolio

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

• **Joseph Simeone,** Director, Search & Evaluation, Oncology, *Merck*

Joe is currently a Director in the Business Development and Licensing department within Merck Research Laboratories. In his current role, Joe is responsible for the search and evaluation of oncology licensing opportunities, co-development and co-commercialization partnerships and clinical collaborations. Joe is also part of the team that participates in M&A assessments across therapeutic areas. Prior to his current role, he was a Search and Evaluation Lead in the Enabling Technologies group where he focused on technologies for drug delivery/formulations and all aspects of biologics discovery and development. Earlier in his business development career, Joe was responsible for transacting business deals in support of several therapeutic areas. Joe joined Merck in 1993 as a chemist and over his seventeen-year career in the laboratory he held several positions of increasing responsibility within the discovery and pre-clinical organizations. Joe received his Master of Science and Ph.D. in Organic Chemistry from Seton Hall University and he currently holds the Certified Licensing Professional™ certification.

• **Blaine Robinson,** Senior Director, Therapy Acceleration Program, *Leukemia & Lymphoma Society*

Blaine is Senior Director of the Therapy Acceleration Program (TAP), the venture philanthropy branch of The Leukemia & Lymphoma Society (LLS). He is responsible for identifying and evaluating potential blood cancer drug development opportunities for investment, especially in areas of high unmet need. He has 15 years of research, drug development and project management experience in the hematology/oncology field with the last 7 years in the non-profit sector. Before joining LLS, he was a Research Associate and post-doctoral fellow at the Children's Hospital of Philadelphia. He received his PhD degree in Pharmacology at the University of Michigan.

• **Jun Tang,** Sr. Manager, CRI Venture Fund & Clinical Accelerator, *Cancer Research Institute*

Dr. Jun Tang joined CRI's Philanthropic Venture Fund in 2017 as a senior research analyst, providing intelligence research support to the development of novel immuno-oncology clinical trials. In 2018, Dr. Tang was promoted to Senior Manager, where he is responsible for due diligence research, academic publication, and consulting services. Dr. Tang has helped the launch of 2 clinical trials. His research at CRI has been published in Annals of Oncology and Nature Reviews Drug Discovery, which were highlighted by Nature Outlook, Science, and Endpoints News. Dr. Tang received his Ph.D from Icahn School of Medicine and completed a fellowship at MSKCC, where he developed cancer immunotherapies for solid tumors and imaging probes for in vivo diagnosis. He has published 34 peer-reviewed papers, some in Nature Reviews Drug Discovery, Science Advances, Nature Communications, Nature Biomedical Engineering, Annals of Oncology, and PNAS.

• **Paige Yellen,** Director, New Business Development, *Fortress Biotech*

Paige is a Director of New Business Development at Fortress Biotech, sourcing potential in-licensing opportunities (pre-clinical/clinical technologies across many therapeutic indications) to be developed by Fortress or its subsidiaries. She is responsible for exercising comprehensive due diligence, presenting promising technologies to the management team and leading meetings and negotiations with licensors. Having established many academic and industry relationships, Paige is collaborating with a renowned medical oncologist to form a new company within Fortress. Passionate about bringing new therapies to market, she had previously founded a company to treat kidney disease. Paige received funding throughout her training as a cancer cell biologist-Hunter College Gene Center Fellow (PhD, biology), Weill Cornell Medical College (MS, Clinical Investigation), Memorial Sloan Kettering Cancer Center (post-doc).

TRACK 2

1:00 - 1:50 PM

MEDICAL DEVICE INVESTORS

TRACK 2 PANELISTS

SPONSORED BY MEDMARC Treated Fairly

This panel features 4 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.

• **Kenneth Baker,** Partner & Founder**,** *Baker & Eastlack Ventures*

Dr. Baker is a partner at the venture capital firm Baker & Eastlack Ventures. The fund focuses on early stage investments in medical device, diagnostic and digital health companies. Dr. Baker is a board certified general surgeon. He was in practice for seven years before his first job at a venture capital firm. He was Global Medical Director for the Surgical Devices division of Covidien, where he was in charge of the clinical group, health economics, professional affairs, and worked closely with R&D, sales, marketing, business development, and the regulatory groups. After Covidien, Dr. Baker was the U.S. Medical Director for Baxter's BioSurgery division. Dr. Baker earned a bachelor's degrees in psychobiology form the University of California, Los Angeles, graduated from Tulane Medical School in New Orleans, did his surgical residency at the University of South Florida, and earned his MBA from the University of Oregon.

• **Adam Lessler,** Principal**,** *Canepa Healthcare*

Adam Lessler, MD is a principal at Canepa Healthcare, where he serves as a board observer at bioTheranostics and Magnolia Medical Technologies. Prior to joining Canepa Healthcare, Adam was an engagement manager at McKinsey & Company, where he served healthcare clients on growth and M&A/partnership strategy. Previously, Adam completed his internship at the Hospital of the University of Pennsylvania and worked as an Investment Banking analyst at Goldman Sachs and as a research assistant in Harvard Medical School's Department of Health Care Policy. Adam has a B.A. in economics from Amherst College, an M.B.A. from the Wharton School of the University of Pennsylvania, and an M.D. from the Perelman School of Medicine at the University of Pennsylvania.

• **Bryan Grulke,** Partner**,** *Volcano Capital*

Bryan Grulke is a Partner at Volcano Capital, an early stage health care venture capital firm based in New York City. Volcano Capital focuses on the medical device sector and has made 15+ investments to date. Prior to joining Volcano Capital, Mr. Grulke worked as a strategy consultant at Bain & Company and in the corporate strategy group at Philips International. Mr. Grulke graduated from Harvard Business School and Duke University, summa cum laude with a BS degree in Economics.

• **Lu Zhang,** Managing Partner**,** *Fusion Fund (Formerly NewGen Capital)*

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.

• **Matthew Cohen,** Director of Technology**,** *Pangaea Ventures*

Matthew Cohen brings experience and a passion for working with advanced materials and medical devices in both industry and academia. Prior to joining Pangaea Ventures, Matthew worked in established and startup companies involved in printed electronics utilizing nanotechnology, biotechnology, and environmental bioremediation. He performed various functions that included R&D, business development, product development, customer technical support, and international launch strategy creation while gaining valuable start-up understanding. Matt holds an MPhil in Micro- & Nanotechnology Enterprise from the University of Cambridge and graduated summa cum laude from the University of Pennsylvania with a BSE in Materials Science & Engineering.

TRACK 2

2:00 - 2:50 PM

AI IN HEALTHCARE

TRACK 2 PANELISTS

SPONSORED BY MEDMARC Treated Fairly

This 50-minute panel focuses on the many applications of AI in Healthcare, from pathology applications to diagnostics to personalized medicine. Topics may include:

- What are investors looking for when evaluating AI companies in the healthcare space
- Where is AI in healthcare now and where is it going
- What are the challenges facing AI, including regulatory challenges
- What is the potential of AI in the future of healthcare

Panelists can discuss what is AI in healthcare and how is it different from machine learning, what applications are the most exciting and how to catch an investor's interest in this space. In addition, panelists can discuss the risks associated with such new technology where the regulatory pathway is not yet clearly defined.

• Jodd Readick, Angel Investor**,** *Mid Atlantic Bio Angels*

Jodd Readick is a serial entrepreneur and active angel investor. He manages a portfolio of technology and healthcare investments and serves on the Board of Advisors of numerous companies in the NY area. He is Chairman of the telecom firm User Centric Communications, which was recognized as the sixth fastest growing high tech firm in the New York region. In addition, Jodd continues to be active in various startups including IoT strategy for Ag pioneer OptiHarvest, CTO of TransClick, and a stealth mode international GSM cellular operator. He is launching a medical app focused on improving treatment for Lyme patients.

• Ali Farahanchi, Vice President**,** *Digital Horizon Capital*

Ali Farahanchi is a VP at DHVC, and has been involved in multiple DHVC investments. Prior DHVC, Ali's experience includes stints at DCVC, Foundation Capital, and B Capital Group. Ali started his career as a management consultant at Boston Consulting Group and A.T. Kearney, where he advised clients on transformation, operations, and IT. Ali spent several years at MIT; in semiconductor and MEMS research at Microsystems Technology Lab, in operations management at Center for Transportation and Logistics, and in entrepreneurial finance at Sloan School of Management. Ali received a PhD in Systems Engineering, Master's in EECS, and Bachelor's degree in Physics and EE from MIT. Ali received MBA from University of Chicago Booth School of Business with focus on Finance and Entrepreneurship. Ali grew up in Iran and attended Sharif University of Technology before coming to the US.

• Christopher Ho, Vice President**,** *Vickers Venture Partners*

Chris joined Vickers in 2016 as a Venture Principal and runs the New York office. He's focused on sourcing deals within biotech, nanotech and AI. Prior to joining Vickers, Chris worked at ZS Associates, a consulting firm, where he specialized in sales transformation projects, across a broad spectrum of industries including high-tech, travel and transportation, and agri-chemicals.

• Dusan Perovic, Vice President**,** *Two Sigma Ventures*

Dusan directs Two Sigma Ventures investing efforts at the intersection of life science / healthcare and data science. He joined Two Sigma in 2007 to work on company growth strategy, and he has since helped the firm launch several new business units. Dusan also worked with research groups across the firm in discovering and evaluating new data sources, which are used in the firm's investment algorithms. Before Two Sigma, he worked as a management consultant in healthcare/biotech, which he remains passionate about. He graduated from Princeton University with a BSE in Electrical Engineering (magna cum laude) and minors in German literature and dance.

• Rafael Torgovicky, Managing Director**,** *Medexplore Ventures*

Dr. Rafael Torgovicky is an internationally recognized physician-entrepreneur, executive and investor, with over 15 years of clinical and industry healthcare experience. He serves as a Managing Director at Medexplore Ventures; an advisor to several early stage companies; and as a Venture Advisor to the Israeli Biotech Fund. He was instrumental to founding multiple life sciences companies; business and educational initiatives in this field. Dr. Torgovicky held leadership positions in the pharmaceutical industry, with Novartis, Merck & Co, and Eli Lilly & Co, where he served as VP, External Innovation – Oncology at Eli Lilly, and EIR at Fortress Biotech. Over the years, he has lectured in multiple conferences and academic classes and has authored several peer-reviewed manuscripts and book chapters. Dr. Torgovicky received his MD and MBA degrees from Tel-Aviv University and obtained postgraduate training in Pharmaceutical Medicine at Basel University.

TRACK 2

3:00 - 3:50 PM

SEED FUNDS

TRACK 2 PANELISTS

SPONSORED BY MEDMARC Treated Fairly

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.

• **Mike Wiley,** Vice President**,** *Foundation Venture Capital Group*

Michael Wiley is the Vice President of the New Jersey Health Foundation and the Foundation Venture Capital Group (a NJ Health Foundation Affiliate), where he assists early-stage healthcare related technology companies by providing funding and assisting with the various strategic, operational and back office management issues associated with developing and growing early-stage healthcare oriented companies. Prior to joining the New Jersey Health Foundation and the Foundation Venture Capital Group, Mr. Wiley's experience included: business development, new venture financing, program/product development, commercial contracting, and intellectual property/technology licensing for organizations such as the New Jersey Economic Development Authority (Edison Innovation Fund), Avaya, Rutgers University's Office of Corporate Liaison and Technology Transfer, and Lucent Technologies. Mr. Wiley has earned B.A., M.B.A. and J.D. degrees from West Virginia University.

• **Anna Fokina,** Senior Associate**,** *Data Collective*

Anna works as a Sr. Associate at DCVC Bio, early stage VC fund focused on agtech and computational life science. Previously she was on the investment team at Monsanto Growth Ventures (MGV), the Venture Capital arm of Monsanto, which was one of the most active investors globally in agriculture. Prior to joining MGV, Anna was a long-short equity analyst at Moore Capital Management and SC Fundamental. Before that, she was an investment banking analyst in the M&A group at Centerview Partners. Anna received a BA in Economics-Mathematics from Columbia University and an MBA from Harvard Business School.

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

Dr. Atul Varadhachary is Managing Partner at Fannin Innovation Studio. Fannin 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. Previously, 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. Atul received his medical training at the University of Bombay followed by a Ph.D. in Physiology and a postdoctoral fellowship in Biological Chemistry both from the Johns Hopkins School of Medicine in Baltimore.

• **Peter Donnelly,** Managing Director**,** *Accelerate NY Seed Fund*

Peter has focused his career in innovation and early-stage technology commercialization. As investor, entrepreneur, operator, and consultant, he has an accomplished record evaluating and building projects, companies, and portfolios. As Managing Director of the Accelerate NY Seed Fund, he leads early stage investments in science and engineering innovation coming primarily from research institutions. Concurrently, at Stony Brook University, he is Director of Technology Commercialization and leads identification, development, and commercialization of promising early-stage technologies. Earlier, he led Accenture's Greater China consulting practice in innovation and product development and managed an internal innovation pipeline. He was CEO of a venture-backed early-stage biotech, which he successfully sold, and co-founder and COO of a venture-backed thin film startup. Previously, Peter worked with Intel and The Boston Consulting Group. He has an MS in Biotechnology and MBA from The Johns Hopkins University.

TRACK 2

4:00 - 4:50 PM
DIAGNOSTICS INVESTORS

TRACK 2 PANELISTS

SPONSORED BY MEDMARC Treated Fairly

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

- Current areas of interest
- Current challenges in 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.

• **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.

• **Diana Saraceni,** Founder & Managing Partner, *Panakes Partners*

Diana Saraceni is an investor with long experience in Venture Capital. She is currently Co-Founder & General Partner at Panakes Partners (www.panakes.it), an Italian Venture Capital firm dedicated to early stage investments in healthcare mainly in Europe and Israel. Diana can rely on over 15 years of Venture Capital experience. She has also co-founded and managed 360 Capital Partners (www.360capitalpartners.com), one of the leading Venture Capital firm in Europe. She has led investments in a significant number of companies all over Europe, not only in the medical device sector, and generated several exits as IPO and M&A transactions. Ms Saraceni has a strong knowledge of the Venture Capital community in Italy and Europe. Ms. Saraceni holds an Msc in Engineering and an MBA from Luiss University.

• **Noel Jee,** Associate, *Illumina Ventures*

Noel is an Investment Associate at Illumina Ventures. Prior to joining the fund, Noel worked at L.E.K. Consulting as a management consultant specializing in the life sciences. He has consulted on strategy engagements for companies in the pharmaceuticals, biotech, and diagnostics industries. Before joining L.E.K. Consulting, Noel helped to co-found and bootstrap the San Francisco-based medical device and digital health startup Knox Medical Diagnostics, where he led the initial business development. He obtained a dual B.S. degree from the University of Maryland College Park, and his PhD in Chemistry and Chemical Biology from the University of California San Francisco.

• **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.

TRACK 3:
EARLY-STAGE ENTREPRENEUR PANELS & WORKSHOPS

SPONSORED BY McDermott Will & Emery

Track 3	Panelists & Presenters
9:00 - 9:50 AM LIFE SCIENCE NATION Connecting Products, Services & Capital **FUNDRAISING BOOT CAMP**	• **Dennis Ford,** Founder & CEO, Creator of RESI Conference Series, *Life Science Nation* • **Greg Mannix,** VP of International Business Development, *Life Science Nation*
10:00 - 10:50 AM McDermott Will & Emery **NEGOTIATING TERM SHEETS**	• **Joseph Urwitz,** Partner, *McDermott Will & Emery* • **Robert Cohen,** Partner, *McDermott Will & Emery*
11:00 - 11:50 AM HIREtech™ **GRANTS OR PAYROLL TAX CREDIT?**	• **Jacob Setterbo,** Director, *HIREtech*
1:00 - 2:30 PM STETSON FAMILY OFFICE **FIRST COAST INNOVATORS PITCH CHALLENGE** 8 First Coast Tech Hub Constituents Pitch to a Panel of Early-Stage Investors **Moderated by Greg Mannix**	**Finalists:** CaroGen Coorporation · CorFigo Inc. · Raadysan · SONOSTICS · DIGITOUCH HEALTH · Bright Cloud International · A2A PHARMA · everbeat **Investors:** • **Barbara Schilberg,** CEO, *BioAdvance* • **Merom Klein,** Entrepreneur Mentor, *Keiretsu Forum* • **Nishant Rastogi,** Senior Associate, New Rhein Healthcare • **Rena Rosenberg,** Partner, *Robin Hood Ventures* • **Steve Saheb,** Associate, *Brace Pharma Capital*
3:00 - 3:50 PM **NY & NJ TECHNOLOGY HUBS** Moving the Needle in Greater New York / New Jersey	• **Judith Sheft,** Associate VP, Technology Development, *NJIT Enterprise Development Center* (M) • **Dan Conley,** Coordinator, *Entrepreneurs University* • **Deborah Novick,** Director, *BioInc@NYMC* • **Eva Cramer,** VP for Biotechnology & Scientific Affairs, *SUNY Downstate Medical Center* • **Noel Goddard,** Principal, *Accelerate NY Seed Fund*
4:00 - 4:50 PM LIFE SCIENCE NATION Connecting Products, Services & Capital **BRANDING & MESSAGING**	• **Greg Mannix,** VP of International Business Development, *Life Science Nation*

(M) Moderator

9:00 - 9:50 AM FUNDRAISING BOOT CAMP: LAUNCHING AND EXECUTING A FUNDRAISING CAMPAIGN

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, and Planning & Infrastructure for an Outbound Fundraising Campaign. It will bring you step-by-step through the processes of positioning, marketing collateral, 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.

• **Greg Mannix,** VP of International Business Development**,** *Life Science Nation*

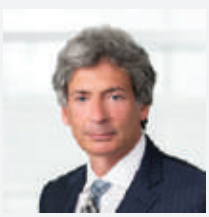
Greg Mannix is Vice President of International Business Development at Life Science Nation. After graduating from the University of California, he moved to Europe where he began a career in the life sciences and obtained a Master's degree from IE Business School in Madrid. He has extensive experience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

10:00 - 10:50 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."



• **Robert Cohen,** Partner**,** *McDermott Will & Emery*

Robert (Bob) H. Cohen focuses his practice on transactional and securities work for a broad range of clients. He counsels clients on initial and follow-on public offerings, special-purpose acquisition (SPAC), at-the-market (ATM) and off the shelf offerings, registered direct and private investment in public equity (PIPE) financings, private placements, bridge financings and equity lines, and related transactions. Bob also has extensive experience in the areas of mergers and acquisitions, joint ventures, 1933 and 1934 representation, and licensing and distribution arrangements. Bob has deep, industry-specific knowledge across numerous markets, particularly in the life sciences industry, where he has handled financings, mergers and acquisitions for pharmaceutical and medical device companies. He is a contributor to *The Life Science Executive's Fundraising Manifesto*, published by Life Science Nation, which provides scientists the fundamentals needed to brand their companies.

11:00 - 11:50 AM GRANTS OR PAYROLL TAX CREDIT? NON-DILUTIVE FUNDING FOR LIFE SCIENCE STARTUPS

For life science startups, two of the primary sources of non-dilutive funding are Grants and the Payroll/Startup Research & Development (R&D) Tax Credit, which allows startups to offset payroll taxes before they become profitable. Both programs are intended to spur innovation and accelerate growth in the USA. Sometimes, it is difficult for startups to determine if they should pursue one or both of these sources of non-dilutive funding. In this workshop, HIREtech (experts in small business grants and R&D tax credits) will provide guidance by comparing and contrasting the merits of these two programs. The grants portion will focus on what qualifies for small business grants (SBIR/STTRs), and the R&D tax credit portion will overview what qualifies as R&D expenses. Overall, this workshop will help entrepreneurs better focus their efforts to fund their R&D programs.

• **Jacob Setterbo,** Director, *HIREtech*

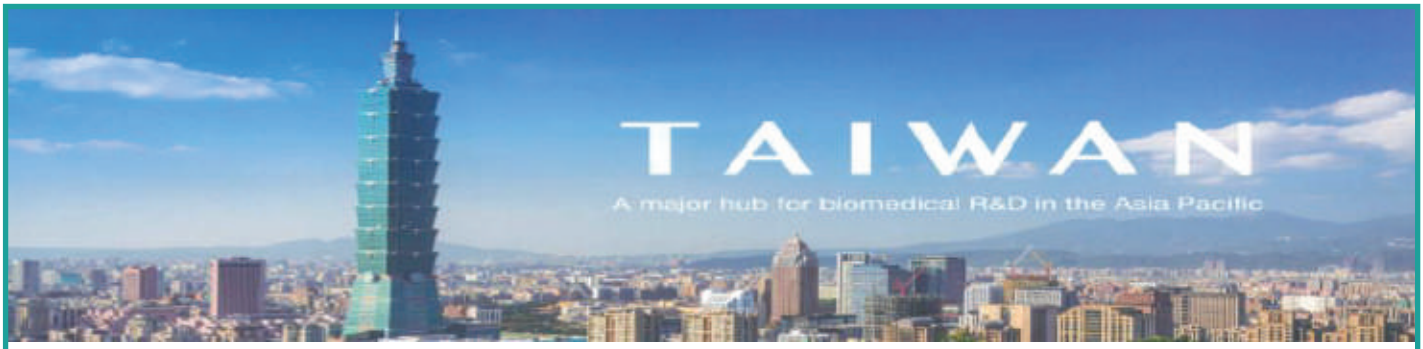
Dr. Jacob Setterbo is a Director at HIREtech, where he helps companies obtain Startup R&D Tax Credits, small business grants, and other non-dilutive incentives. Jacob has a broad engineering background, as he received his Ph.D. in Biomedical Engineering from University of California, Davis and his B.S. in Civil Engineering from The University of Texas at Austin. This technical knowledge has allowed Jacob to assist a broad variety of companies for the R&D Tax Credit, from life science startups to mobile application developers to breweries. Additionally, Jacob's experience writing R&D grant applications has provided him with a thorough understanding of the R&D process, which is beneficial to ascertain and substantiate qualified research expenditures. Jacob is a Founding Mentor for the Venture Mentoring Service (VMS) at Houston and an Advisor for the Texas Medical Center Accelerator (TMCx). Jacob also served as a reviewer for the Texas Emerging Technology Fund, a due diligence team member for the Houston Angel Network, and an Advisory Board Member for the Terry Foundation.

4:00 - 4:50 PM BRANDING & MESSAGING: BUILD INVESTOR-CENTRIC MARKETING COLLATERAL

To win capital, you must stand out from the crowd. The first way to do that is to have top-notch marketing collateral. The workshop discusses how to provide potential investors with high-quality, professional materials—materials that engage them, communicate your message clearly and concisely, and present the information they want to see in a way that helps them to decide quickly and easily if you are a potential fit for their needs.

• **Greg Mannix,** VP of International Business Development, *Life Science Nation*

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



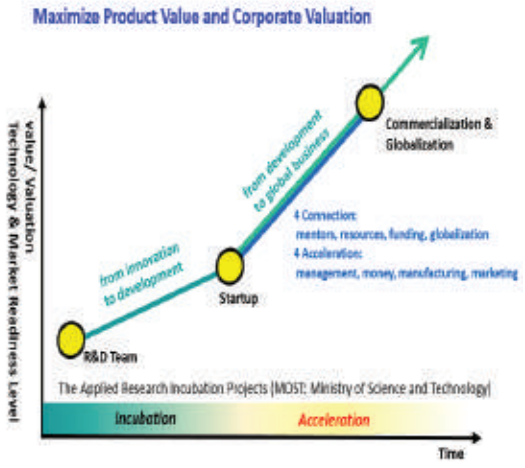
Biomedical Development Board of Taiwan (BioMed TW) is commissioned to facilitate Taiwan to be an Asian-Pacific hub for biomedical research and development. The four focus areas include building a comprehensive ecosystem, integrating innovation clusters, connecting global market resources, and pursuing the industry of the future. The partner organization, BioMed Commercialization Center, provides services for start-up companies.

BIOMED TW
BioMedical development board of Taiwan

BioMed Commercialization Center

- **Med Tech**

The BioMed Commercialization Center-Med Tech functions in three ways: 1) start-up value adding services; 2) prototyping service; and 3) commercialization accelerating services. We are dedicated to translating high-quality academia research into products of great clinical value. The one-stop support has also been provided to accelerate commercialization and maximize global value.



- **Pharma Tech**

The BioMed Commercialization Center-Pharma Tech provides a range of services to optimize drug commercialization processes for academic and industry clients, both in Taiwan and abroad. These services include: technology evaluation and selection, intellectual property management and patent consultation, start-up and incubation, international collaboration and knowledge sharing, technology commercialization, and personnel training.

Med Tech Contact Info
Mary Yeh/ Project Manager
ypyeh @biip-mdcc.org
Tel: +886-3-6588760 #2033
Fax: +886-3-6585054

Pharma Tech Contact Info
Jenny Jang/ Senior Manager
jj@biip-dcc.org
Tel: +886-2-77003830 #39
Fax: +886-2-77003849

1:00 - 2:30 PM

FIRST COAST INNOVATORS PITCH CHALLENGE

INVESTORS

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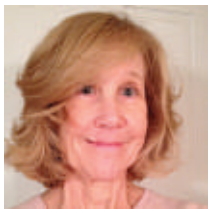
Tech hubs and their constituents based in the "First Coast" of life sciences will gather together at RESI NYC to get on the radar screens of potential global investors and strategic partners. As part of the First Coast Innovator's Gathering, the First Coast Innovators Pitch Challenge invited all eligible tech hub members 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 5-minute pitch. Investors will provide feedback and questions to the pitching CEOs. This session is moderated by Greg Mannix, VP of International Business Development, Life Science Nation.



• **Barbara Schilberg,** CEO**,** *BioAdvance*

Barbara Schilberg has held multiple leadership positions in the life sciences sector for over 30 years. Since 2002 she has served as the CEO of BioAdvance, an early stage investor in life sciences companies in the mid-Atlantic region, which has invested $42.44 million in 88 companies and academic technologies. During her tenure BioAdvance portfolio companies have attracted $2.71 billion in capital; eleven companies have been acquired and nine products have been approved by the FDA. Before joining BioAdvance Barbara served in senior management of Cephalon and three other biotech companies, where she was responsible for programs ranging from discovery to Phase 3 clinical studies. Before joining the biopharma industry, she represented a variety of universities and biotech companies with financings and technology commercialization as a partner at Morgan Lewis.

• **Merom Klein,** Entrepreneur Mentor**,** *Keiretsu Forum*

Merom is a business psychologist – who advises investors and entrepreneur CEOs about innovation leadership and the "people issues" that impact success as they teams acquire capital, customers, partners and scale. Merom also works with several angel investment groups as an entrepreneur mentor, including Keiretsu Forum Mid-Atlantic/Southeast and iAngels – advising portfolio company CEOs on their pitches, due diligence, human capital growth plans and innovation leadership practices. Merom is a Principal at Courage Growth Partners in the US and the Courage Institute in Israel. He is a world renowned authority on leadership practices that impact Courage – with books, simulation exercises and assessments that give leaders feedback about the Courage that equips their teams to break free of risk-averse thinking traps and improve inventive thinking with diverse flat matrix teams. He earned his PhD in Organizational Psychology at Temple University, Philadelphia USA.

• **Nishant Rastogi,** Senior Associate, New Rhein Healthcare

Nishant Rastogi is a senior associate at New Rhein Healthcare Investors, an international life sciences venture capital and private equity firm with offices in Philadelphia, Brussels, and London. As a founding member of New Rhein's US team, Nishant is responsible for identifying and screening new opportunities, thorough due diligence, negotiation of deal structure, and portfolio company board involvement. Prior to joining New Rhein, Nishant was the first investment associate at Broadview Ventures, a venture philanthropy firm in Boston, MA focused on pre-clinical, and translational research opportunities in cardiovascular and neurovascular indications. Nishant earned his MBA from the Kellogg School of Management at Northwestern University, and his B.A in Economics and pre-medical science at Dartmouth College. He is also a co-founder of Jetter Med, LLC, a Northwestern University medical device company focused on pediatric pain mitigation to improve vaccination compliance.

• **Rena Rosenberg,** Partner**,** *Robin Hood Ventures*

Rena Rosenberg is a consultant focused in the healthcare, pharmaceutical and biotech sectors. She was at McKinsey & Company for 14 years with broad experience across the entire healthcare system: innovative and generic pharmaceutical manufacturers, global public health organizations, insurance companies and providers. Rena founded and led the Digital Health Service Line within McKinsey's Pharmaceuticals and Medical Devices Practice to help clients develop innovative and transformative approaches to drive superior health outcomes using technology. Before joining McKinsey, Rena received her Ph.D. from University of Chicago in Economics and a B.A. in Economics from Barnard College. Rena is currently Board Secretary for the Jewish Home Family, Inc. and an active fundraiser for Chai Lifeline Foundation. In addition, Rena is Lead Advisor for TalenTeck, a human capital analytics company disrupting the recruiting industry advanced analytics.

• **Steve Saheb,** Associate**,** *Brace Pharma Capital*

Steven Saheb is an Associate at Brace Pharma Capital. Before joining Brace, Steven was employed at IMS Health, within their primary market research division. He also has experience working with the PBG Healthcare Consulting organization, run through the Wharton School of Business. Steven received his B.S. in Neurobiology and Physiology from the University of Maryland, College Park and his M.S. in Biotechnology from the University of Pennsylvania.

CaroGen is developing transformative immunotherapies for infectious diseases and cancer, initially focusing on a cure for chronic Hepatitis B Virus (HBV). CaroGen's virus-like-vesicle (VLV) platform was licensed from Yale. Our lead asset (CARG-101) has shown efficacy in a chronic HBV animal model. We have selected a clinical candidate, discussed our development plan with the FDA and are seeking investment opportunities or corporate partnership to allow us to conduct IND enabling studies, file an IND, and advance our HBV product to the clinic by the 3Q2019.

Corfigo Inc. is an early stage medical device company est. Delaware 2015. We are developing the HeArTPAD Cryo-Ablation System that treats cardiac arrhythmias for patients suffering from persistent Atrial Fibrillation. It utilizes a video-guided surgical approach (sub-xiphoid or laparoscopic/trans-diaphragmatic) to ablate the posterior wall of the left atrium and can be used concomitantly with an EP catheter ablation. The HeArTPAD and its video enabled cannula are disposable devices intended for use in cardiac ablation from an epicardial (outer surface of the heart) location. The HeArTPAD has an insulating chamber to simultaneously protect adjacent structures from unintentional ablation injury. Designed for minimally invasive ablation, our proprietary technology utilizes potent cryothermy energy coupled with sophisticated sensor technology.

We are a clinical stage biotech company and we are developing the first targeted therapy for Triple Negative Breast Cancer (TNBC). Currently, there are no targeted therapies available in the market for the treatment of TNBC, which is the most aggressive type of breast cancer with poor survival rates. We have found a unique solution for this unmet problem by identifying a novel biomarker for TNBC, which also functions as an excellent drug target. We have developed revolutionary therapies that specifically inhibit this drug target and believe our therapies will be effective against all kinds of breast cancers. We intend to license these therapies to pharmaceutical companies, following Phase 1a/b clinical trials and anticipate a market of about $18.2 billion.

Sonostics develops pacemakers for our "second hearts." The soleus muscles in the calf of the legs are responsible for returning the blood, which collects into the lower limbs due to the influence of gravity, back to the heart, and so these muscles are commonly called our "second hearts." About 50% of adult Americans have second heart insufficiency resulting in reduced cardiac output and numerous associated health complications (e.g. venous hypertension, chronic fatigue, hypotension and cognitive dsyfunction). Sonostics has developed, and is currently marketing, the HeartPartner, a non-invasive device which retrains the soleus muscles and reverses the complications of second heart failure. A second generation, portable technology, is under development.

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

Bright Cloud International has developed, patented and tested technology that increases independence for individuals with dementia or stroke. For example, we made someone who had no longer been able to read for years, do it again in only three weeks. Current health care does not focus on the arms of stroke survivors and medication does not really work for dementia. Our proprietary adaptable and intensive gamification technology addresses these needs for improved rehabilitation and cognitive care. At clinic or at home. We would like to discuss our funding needs in a follow-up meeting.

A2A Pharmaceuticals Inc. is a biotechnology company committed to the advancement of innovative therapeutic agents to treat life-threatening diseases with high unmet need and inadequate treatment options, including cancer, bacterial infections, and muscular dystrophy, among others. Our SCULPT platform radically accelerates lead drug discovery and optimization through a systematic fragment-based drug design approach that leverages AI and deep learning to design pre-optimized molecules, highly selective to their target and with drug-like properties incorporated, reducing the time and cost of drug development.

Grektek has created everbeat, a wearable medical device that continuously and comprehensively monitors patients who have been diagnosed with, or who are at risk for, atrial fibrillation. The everbeat system is different from the competition because it works zwith both Apple and Android smartphones, integrates an optical sensor for active background monitoring and a clinical-grade ECG for more precise assessment, and tracks sleep, steps, medication and more through a simple-to-use watchband. Designed by cardiologists, we are focused on helping physicians leverage everbeat to improve both their patient outcomes and their bottom line.

TRACK 3

3:00 - 3:50 PM
NY & NJ TECHNOLOGY HUBS

TRACK 3 PANELISTS

SPONSORED BY McDermott Will & Emery

New initiatives fueled by both public and private funding are creating opportunities for life science startups to thrive in Greater New York and New Jersey. This panel will showcase several incubator and accelerator programs that are moving the needle in this prosperous region's life science ecosystem.

• **Judith Sheft,** Associate VP, Technology Development**,** *NJIT Enterprise Development Center*

Judith A. Sheft is the Associate Vice President Technology and Enterprise Development at New Jersey Innovation Institute at NJIT. She is engaged with technology /IP innovation and commercialization efforts working with faculty and students to create startup companies and establishing licensing relationships with corporate partners. She is involved with regional economic and cluster development having responsibilities for the HealthIT Connections entrepreneurial cluster development program , the NJIT I-Corps Site and the Procurement Technical Assistance Center. She advises external startups at NJIT's high technology / life sciences business accelerator/incubator, the Enterprise Development Center. She is on the Board of Advisors to the NJIT Murray Women's Center and serves as a mentor and coach to students and faculty. She is a member of the NJ – Israel Commission and serves on the Board of the New Jersey Entrepreneurs Network, Greater Newark Enterprise Corporation, Women's Center for Entrepreneurship Corporation and Einstein's Alley, working to assist early stage tech and life sciences entrepreneurs.

• **Dan Conley,** Coordinator**,** *Entrepreneurs University*

Dan Conley invests as an active Angel, backing Best of the Best CEOs leading early stage life sciences Teams. CEOs who want an assist to expand, amplify, or accelerate their capitalization efforts engage Dan to assist in Due Diligence & Capitalization efforts. Dan's small yet mighty Conley Family Office backs CEOs fighting missions against Allergies, Blindness & Cancers, while using Unfair Advantages to Equip, Protect & Treat Patients, Wounded Warriors, First Responders, and most vulnerable in society, + Protect Farmers, Farms, Forests & Food Supply. DanConley@EntreUniv.org coordinates monthly programs for 34-yr young non-profit For Purpose Entrepreneurs University programs educational & training institute for Entrepreneurial CEOs learning & implementing Best Practices to start, capitalize & grow their technology-based enterprises.

• **Deborah Novick,** Director**,** *BioInc*

Deborah Novick is the Director of BioInc, the biotechnology incubator at New York Medical College. She has spent most of her career supporting startups and enthusiastic entrepreneurs. For 10 years before joining BioInc, Deborah was a strategic advisor and consultant to entrepreneurs and small business owners, focusing on clarifying sales strategies, refining business models, preparing pitch decks and perfecting investment presentations. She also taught entrepreneurship for 5 semesters for WEDC. Deborah was a small-cap investment banker for 10 years with EarlyBird Capital, and has managed 2 venture funds. In 2004, Deborah co-founded a real estate staging business, which she ran with a partner for 5 years, building it into one of the leading staging firms in the NY metro area.

• **Eva Cramer,** VP for Biotechnology & Scientific Affairs**,** *SUNY Downstate Medical Center*

Eva Cramer, Ph.D., is a Distinguished Service Professor of Cell Biology, Vice President for Biotechnology and Scientific Affairs at SUNY Downstate Medical Center, and President of the Downstate Biotechnology Incubator and BioBAT at the Brooklyn Army Terminal. She received her Ph.D. from Jefferson Medical School and completed her postdoctoral training at the College of Physicians and Surgeons of Columbia University. Dr. Cramer has published numerous research articles and book chapters in the area of inflammation, was awarded a patent, and received grants from Federal and private agencies. Dr. Cramer has spearheaded efforts to establish the biotechnology industry in Brooklyn. She has raised over $90 million from City, State, and Federal governments to build the Downstate Biotechnology Incubator and to develop BioBAT at the Brooklyn Army Terminal for biotechnology expansion and manufacturing. In recognition of her work, she received the Leadership in Urban Health Award from the Arthur Ashe Institute for Urban Health, the Partners in Leadership Award from the Research Foundation of the State University of New York, and the Chancellor's Award from the State University of New York. In addition, she has been designated a Distinguished Service Professor, one of the University's highest honors.

• **Noel Goddard,** Principal**,** *Accelerate NY Seed Fund*

Noel is a Principal for the Accelerate NY Seed Fund where she evaluates and performs diligence on applicant companies and their technologies. Prior to her role with Accelerate NY, Noel directed the formulation R&D for Symbiotic Health, a NYC startup company focused on oral drug delivery of cellular and biologic therapeutics for diseases lower GI tract. She also founded a food safety diagnostics company in Calverton, NY, and worked with Sapling Learning, a STEM educational software startup acquired by Macmillan Learning. Noel obtained her PhD from Rockefeller University, performed her post-PhD research at Harvard Medical School as a fellow in the Society of Fellows, and served as an Assistant Professor of Physics at Hunter College, CUNY, before joining the NY entrepreneurial community.

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100+ Service Providers

300+ Fundraising Executives & Entrepreneurs

Therapeutics | Medical Device
Diagnostics | Healthcare IT

700+ ATTENDEES

300+ Healthcare Investors & Strategic Partners

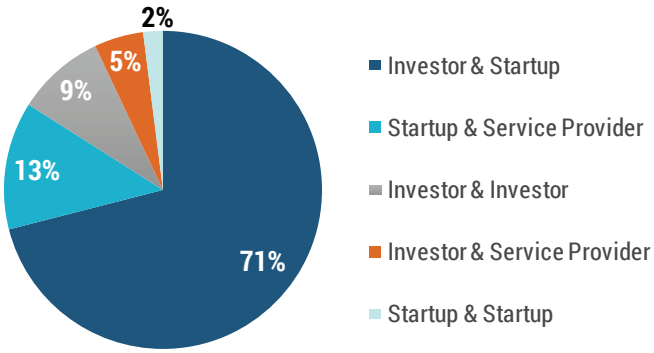
Qualified Early Stage Investors across 10 Categories

38 US States | **25** Countries

1,000+ Meeting Slots

82% C-Level Executives

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.

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.

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

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

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.

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.

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BioMedical development board of Taiwan

Taiwan's government has designated biomedicine as one of the major innovative industries for priority development. Biomedical Development Board of Taiwan (BioMed TW) is commissioned to facilitate Taiwan to be an Asian-Pacific hub for biomedical research and development. The four focus areas include building a comprehensive ecosystem, integrating innovation clusters, connecting global market resources, and pursuing the industry of the future. The partner organization, Biomedical Commercialization Center (BMCC), provides services for start-up companies including financial support, investment promotion, stock listing, personnel training and recruitment, R&D collaboration, technology transfer, commercialization, marketing, promotion activities, strategic alliances, and others.

BMCC
生醫商品化中心
BioMed Commercialization Center

The BioMed Commercialization Center is dedicated to translating high-quality academia research into products of great clinical value. Our Medtech and Pharma Tech teams provide companies one-stop support to accelerate through hurdles in commercialization and maximize global value. We provide startup support in value-adding (technology/IP/clinical), prototyping and commercialization. We are setup as a trusted partner for academic and industry clients' entry into Taiwan's fast-growing medtech and pharmaceutical sectors.

MEDMARC
Treated Fairly

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.

药明康德集团
WuXi AppTec Group

WuXi AppTec Group is a leading global pharmaceutical, biopharmaceutical, and medical device open-access capability and technology platform with global operations. As an innovation-driven and customer-focused platform, WuXi AppTec Group provides a broad and integrated portfolio of services to help our worldwide customers and partners shorten the discovery and development time and lower the cost of drug and medical device R&D through cost-effective and efficient solutions. With its industry-leading capabilities such as small molecule R&D and manufacturing, cell therapy and gene therapy R&D and manufacturing, medical device testing, biologics R&D and manufacturing, genomics and molecular diagnostics, WuXi platform is enabling more than 3,000 innovative collaborators from more than 30 countries to bring innovative healthcare products to patients, and to fulfill WuXi's dream that "every drug can be made and every disease can be treated."

BioNJ
Because Patients Can't Wait®

BioNJ is a trade association of nearly 400 Member companies representing research-based life sciences organizations and stakeholders dedicated to propelling a vibrant ecosystem where Science is Supported, Companies are Created, Drugs are Developed and Patients are Paramount. Because Patients Can't Wait®, BioNJ supports its Members in the discovery, development and commercialization of therapies and cures that save and improve lives and lessen the burden of illness and disease to society by driving capital formation, fostering entrepreneurship, advocating for public policies that advance medical innovation, providing access to talent and education and offering a cost-saving array of critical commercial resources. For more information about BioNJ, please visit www.BioNJ.org.

NewYorkBIO

NewYorkBIO brings together over 200 of New York's bioscience companies, universities, research institutions, and others dedicated to advancing life science research and commercialization. We are the leading advocate for our industry in New York State. The New York area is the largest and richest bioscience community in the world: among other assets, the region boasts over 60% of national or global pharmaceutical company HQs; supports more than 80,000 direct biotechnology jobs and was named Genetic Engineering News's #1 region in the US to find a biotech job; graduates more life science PhDs than any other region in the US; is home to over 25% of the clinical trials in the US; and lays claim to the world's largest concentration of academic medical centers. We drive innovation and support the development and growth of New York State's life science industry, our members, and the community by providing a network for information exchange, shared services, and collective action.

Elevian

At Elevian, we're developing new medicines with the potential to halt and even reverse the molecular damage caused by aging. Our drugs restore Regenerative Capacity, our body's natural ability to heal itself, which declines as we age. Elevian's founders discovered that young blood restores regenerates many tissues and organs. We also discovered a specific protein (GDF11) that singularly reproduces the regenerative effects of young blod. In animals, GDF11, when replenished to youthful levels, regenerates the heart, brain, muscle and other tissues. GDF11 has been demonstrated to treat animal models of heart disease, Alzheimer's disease, stroke, diabetes, and muscle injury. Based on these patented discoveries, Elevian is developing new medicines that modulate GDF11 to potentially treat and prevent age-related diseases.

MERCK

INVENTING FOR LIFE

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

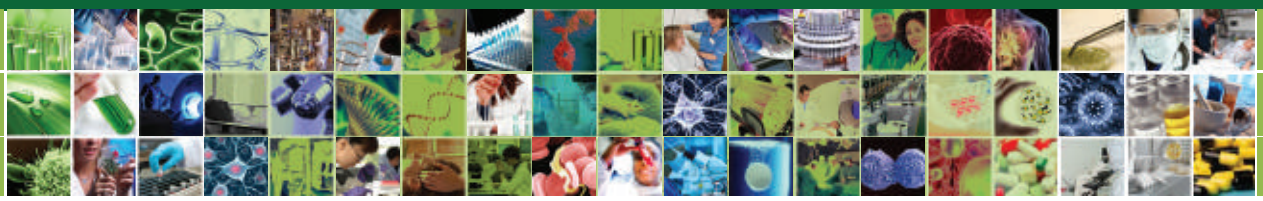
We believe that building strong partnerships is critical to solving these challenging diseases — to help people go on, unburdened, to experience, create and live their best lives.

Together we can invent for life.

Learn more at *merck.com/licensing*.

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

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



LSN Holdings
Global Life Science Partnering Platform

LIFE SCIENCE NATION
Connecting Products, Services & Capital

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

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

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

RESI
REDEFINING EARLY STAGE INVESTMENTS

5 Annual Conferences

- SAN FRANCISCO JANUARY
- TORONTO APRIL
- BOSTON SUMMER JUNE
- BOSTON FALL SEPTEMBER
- NEW YORK CITY NOVEMBER

Boston Innovation Capital
Biotech & Medtech Fundraising

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

GLOBAL NETWORK OF INVESTORS
Securing meetings and fostering relationships with qualified investors that are a fit

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

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