



RESI

REDEFINING
EARLY STAGE
INVESTMENTS

MARCH 25, 2019
VIENNA, AUSTRIA

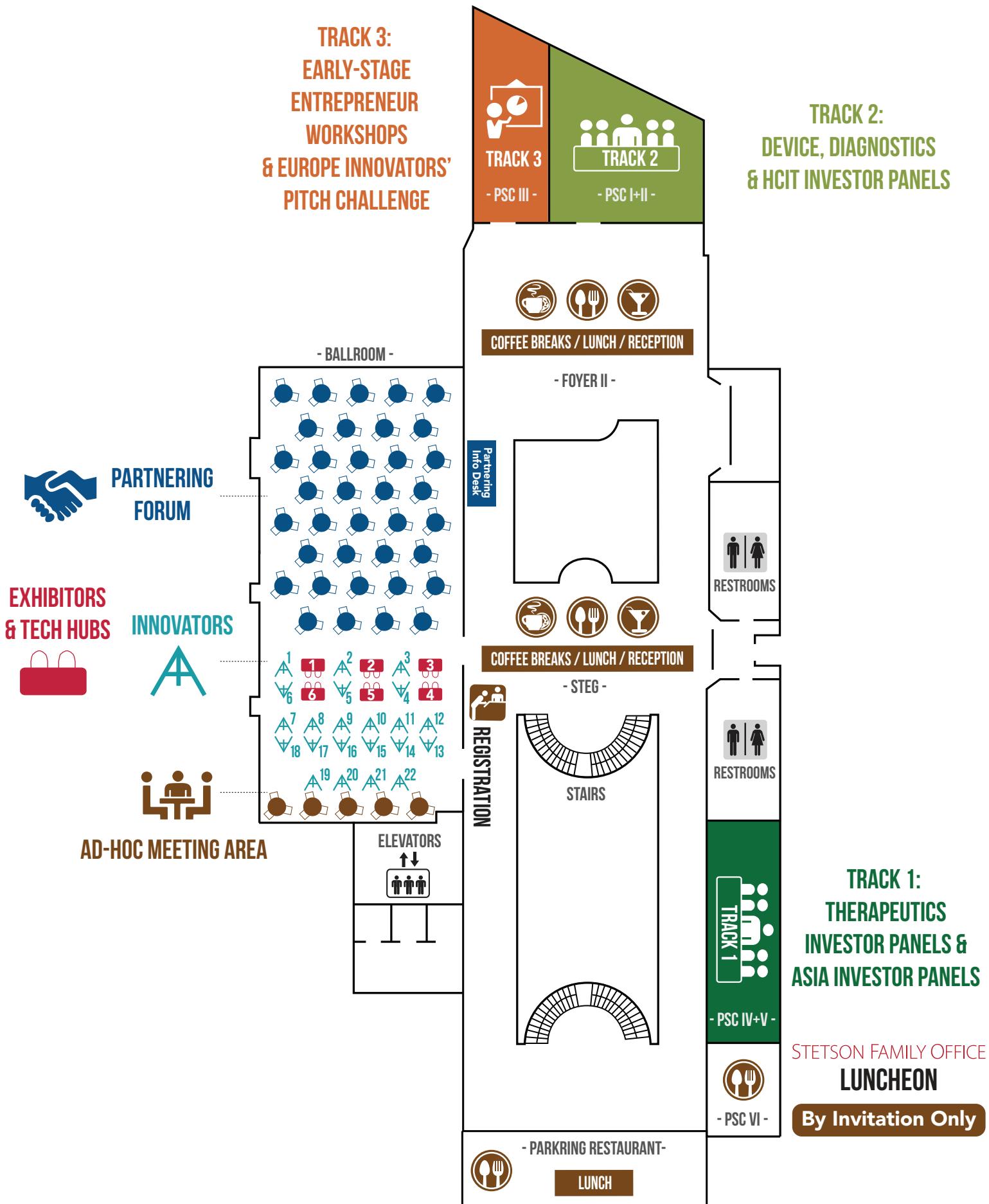


Early stage investors, fundraising CEOs, scientist entrepreneurs, strategic partners, and service providers now have an opportunity to **Make a Compelling Connection**

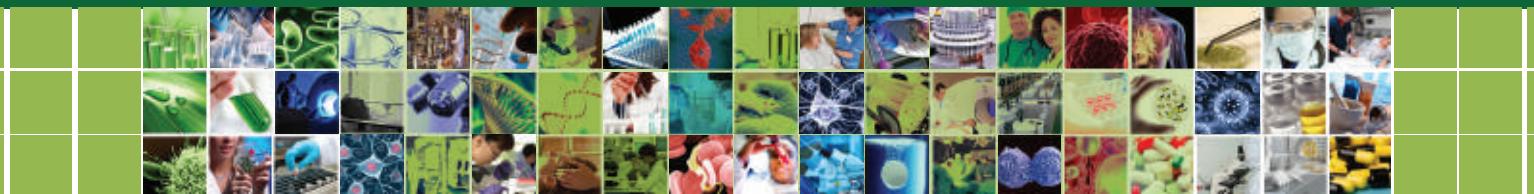
ONSITE GUIDE

 **LIFE SCIENCE NATION**
Connecting Products, Services & Capital

STETSON FAMILY OFFICE

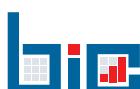


Life Science Nation accelerates fundraising with its matching platform to create relationships between early stage scientist entrepreneurs and emerging life science investors.



**LIFE SCIENCE
NATION**

Connecting Products, Services & Capital



Boston Innovation Capital

Biotech & Medtech Fundraising

INVESTOR PLATFORM

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



5 Annual Conferences

FUNDRAISING ADVISORY FIRM

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

COMPANY PLATFORM

52,000 emerging biotech, medtech, diagnostic and healthcare IT companies

SAN FRANCISCO JANUARY

VIENNA, AUSTRIA MARCH

PHILADELPHIA JUNE

BOSTON SEPTEMBER

ASIA NOVEMBER

FOCUS ON CURES ACCELERATOR

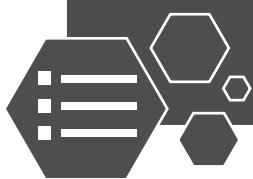
- MKT 466 Funding and Partnering Immersion Course
- Branding & Messaging
- Fundraising Workshops
- Sourcing & Ranking Service

GLOBAL NETWORK OF INVESTORS

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

INTEGRATED WITH LSN & RESI

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



RESI

EUROPE 2019

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WELCOME TO RESI



Life Science Nation (LSN) is excited to be in Vienna for the first ever Redefining Early Stage Investments (RESI) partnering event in Europe, and we're delighted to welcome you all here for a day of one-on-one meetings, networking, investor panels, entrepreneur workshops, pitches and, above all, new dialogues with potential investors and partners. RESI has been held a total of 21 times all across North America since 2013, helping countless early stage companies meet investors and, eventually, close deals: in 2019 LSN is breaking new ground by bringing the RESI formula across the ocean. Thank you for joining us here in Vienna.

What's unique about RESI is that the event focuses squarely on connecting startups with investors, and is cross-domain, proving relevance to early-stage buyers and sellers across the silos of Drugs, Devices, Diagnostics and Digital Health, the "4 Ds". RESI caters to both the earliest stage startups, those seeking grants, seed and angel capital, and the early stage firms who seek series A and B funding. Because LSN organizes a RESI conference every few months, fundraising CEOs and investment partners can incorporate RESI into their monthly global business activities. RESI has around 1500 global investors and channel partners that regularly attend 3 or more RESI conferences a year. LSN estimates that over 350 companies have raised over \$500mm dollars as a result of including RESI as part of their fundraising strategy.

Prior to this inaugural RESI Europe event, the LSN team visited tech hubs all over Europe and the Middle East to hold LSN Fundraising Boot Camps with the goal of educating early stage entrepreneurs on how to get funded. We were bowled over by the wealth of innovation that's happening across the region, with new discoveries being turned into potentially lifesaving products everywhere from Sweden to Israel. RESI aims to close this gap by bringing global life science investors together in Europe to meet with entrepreneurs via RESI's unique partnering platform, and provide their insights for RESI's audience in our two panel tracks.

We'd like to give a special thanks to our sponsors, Stetson Family Office, McDermott Will & Emery, Medmarc, and Business Region Göteborg for being part of our international journey. We would also like to thank all the investors who are sharing their expertise in our two tracks of RESI panels today.

Today we trust that you all get the most out of RESI Europe and make new connections that will drive your company forward. Later in 2019, the RESI conference will be in Philadelphia, PA on June 3rd, Boston on September 11th and finishing the 2019 journey with RESI Asia in November. We hope you will join us on our journey and explore the entire global arena of early stage life science innovation and opportunity.

Sincerely,

Dennis Ford

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



RESI AGENDA



STETSON FAMILY OFFICE

Track 1:
Therapeutics & Asia
Investor Panels

MEDMARC.
Treated Fairly

40
YEARS



McDermott
Will & Emery

LIFE SCIENCE NATION
Connecting Products, Services & Capital

Track 2:
Device, Diagnostics
& HCIT Investor Panels

Track 3:
Entrepreneur Workshops
& Pitch Challenge

Track 4:
Partnering
Forum

7:00 - 8:00 AM: Registration

8 - 8:50
AM

PANEL AND WORKSHOP SESSIONS START AT 9 AM

9:00
-
9:50
AM

BIG PHARMA

Pipeline Strategy for Preclinical and Early Clinical Assets

DIGITAL HEALTH INVESTORS

Leveraging Software to Lower Costs and Improve the Quality of Care

LIFE SCIENCE NATION
Connecting Products, Services & Capital
FINDING GLOBAL INVESTORS

10:00
-
10:50
AM

SEED FUNDS

Explaining the Process of Engagement

EUROPE (EU+) ECOSYSTEM

New Models for Turning Life Science Innovations into Startup Success

VENTURE VALUATION
GLOBAL VALUATION SERVICES
COMPANY VALUATION FOR FUNDRAISING

11:00
-
11:50
AM

EARLY STAGE THERAPEUTICS INVESTORS

Investing Early in Novel Therapeutics

FAMILY OFFICES & ANGELS

How Do Family Offices & Angels View Seed & Series A Rounds?

McDermott Will & Emery
NEGOTIATING TERM SHEETS

12:00 - 1:00 PM: Lunch Break

1:00
-
1:50
PM

INVESTING IN ONCOLOGY INNOVATION

The Search for New Approaches to Diagnosing & Treating Cancer

MEDICAL DEVICE INVESTORS

Investing in Novel Engineering

NEW

EUROPE INNOVATORS' PITCH CHALLENGE

5 Earliest-Stage Europe Innovators Pitch to a Panel of Investors

2:00
-
2:50
PM

ASIA CORPORATES & STRATEGICS

Major Players in the Asian Markets Look Externally for Technologies of Strategic Fit

DIAGNOSTICS INVESTORS

New Generation of Technologies Changing Treatment Paradigms

3:00
-
3:50
PM

ASIA THERAPEUTICS INVESTORS

Exploring the Asia Biotech Industry & Popular Therapeutic Areas of Interest in Asia Markets

TALES FROM THE ROAD

Biotech & Medtech CEOs Share Their Story

LIFE SCIENCE NATION
Connecting Products, Services & Capital
FUNDRAISING BOOT CAMP

4 - 4:50
PM

PANEL AND WORKSHOP SESSIONS END AT 4 PM

MORNING
EARLY STAGE
PARTNERING
FORUM

AFTERNOON
EARLY STAGE
PARTNERING
FORUM

5:00 - 7:00 PM: Cocktail Reception

STETSON FAMILY OFFICE

Global Family Office BioForum

BETTER HEALTH AT LOWER COST

Stetson Family Office (SFO), established in 1919, has invested its resources over the last three years in building “Better Health at Lower Cost” through several entities established by SFO:

- **Global Better Health (GBH)** produced unique radio broadcasts/podcasts on *Better Health at Lower Cost*, focused on preventing five chronic diseases: Alzheimer’s Disease, cancer, diabetes, obesity and heart disease.
 - Programs are produced in consultation with a scientific advisory board of global healthcare experts.
- **Global Family Office BioForum (GFOB)** - the preeminent alliance of international family offices interested in healthcare/life sciences, currently meeting quarterly in 18 cities in the U.S., Europe and Asia.
 - On April 23 to 24, 2019, the GFOB Gathering in Chicago will be held in cooperation with the Angel Capital Association (ACA). Founded in 2004, ACA is the official industry alliance of 13,000 angel investors working in 260 organizations.
 - GFOB is partnering with Life Science Nation - a leader in bringing together and matching life science startup companies possessing compelling technology assets, with early stage global investors and channel partners.
- **Healthcare Impact Foundation (HCIF)** - a 501(c)(3) nonprofit organization designed to strengthen the private equity healthcare ecosystem with a focus on the “Valley of Death” – years 0 to 3 of promising new life science companies.
 - HCIF is establishing funds for geographic regions around the world to build endowments to support the earliest stage life science and thematic areas of investments, including Alzheimer’s Disease and cancer.

For further information, contact Maria Makela at maria@stetsonfamilyoffice.com.

No solicitations are allowed at GFOB meetings.



RESI Innovators



Easel 1



Easel 2



Easel 3



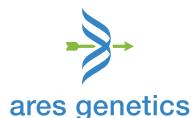
Easel 4



Easel 5



Easel 6



Easel 7



Easel 8



Easel 9



Easel 10



Easel 11



Easel 12



Easel 13



Easel 14



Easel 15



Easel 16



Easel 17



Easel 18



Easel 19



Easel 20



Easel 21



Easel 22

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

Exhibiting Companies



**LIFE SCIENCE
NATION**

Connecting Products, Services & Capital

Table 1



MEDMARC
Treated Fairly



**McDermott
Will & Emery**

Table 3



NEXT GENERATION TECHNOLOGY

Table 4



Table 5



VENTURE VALUATION
GLOBAL VALUATION SERVICES



Table 6



**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)



Biohope is a European-based company developing Immunobiogram, an IVD test to help the physician select the best immunosupresant medication (drug and dosage) for the treatment of chronic inflammatory conditions. The test offers the sensitivity/resistance profile of blood immune cells of each patient to a panel of immunosupresant medications. Our first market is management of immunosupresion in renal transplantation. It is a highly scientific market in which 50% of transplanted kidneys are lost in 10 years mainly due to rejection mechanisms in spite of immunosupresion medication. Currently, only medication blood levels (pharmacokinetics), clinical guidelines and trial/error approaches are used.



Marinosolv® is a technology platform enabling novel aqueous formulations of a wide series of hardly soluble compounds, allowing a faster onset of action and a better bioavailability, facilitating efficient drug delivery. The Company is currently performing a pivotal phase III clinical study supporting a subsequent application for marketing authorization. The clinical study will be concluded in Q2 2019, with data being available in towards the end of that quarter. This study will be used two-fold: Supporting Marinosolv® technology and being used for supporting the registration of Budesolv in Europe and other countries.



GaitBetter promotes healthy aging by delivering a clinically proven training service for gait rehabilitation and falls prevention. Our patent-pending solution was shown to reduce falls by 50% or better in research and in clinical service. Utilizing proprietary computer vision and machine learning algorithms coupled with gamification experience, GaitBetter enables a personalized and enjoyable motor-cognitive training service. The service is enabled by a simple to deploy and operate Virtual Reality add-on device to common treadmills allowing providers to use existing equipment and staff and maintain low cost of ownership. The GaitBetter solution is perfectly suited for use in rehabilitation clinics, assisted and independent living centers, adult daycares, wellness clubs and in the future for home use.



Established in 2014, Nurami Medical Ltd. is an Israeli medical device company with a revolutionary, proprietary nanofiber and sealant technology focused on the globe soft tissue repair market. Nurami's ArtiFascia(R) is the first multifunctional nanofiber-based tissue reconstruction graft that combines these two functions in a single device. Nurami's first product is a dural substitute graft for neurosurgeries. State-of-the-art dural grafts suffer from significant limitations. Nurami's first product addresses a \$650M addressable market with a 7% CAGR. Nurami has successfully completed all pre-clinical and First-in-Human and will initiate its pivotal clinical study on June 2019. Nurami will complete its clinical trial including follow-up by the end of 2020, will receive both CE mark and FDA approval and hit the market on Q2/2021. Nurami has an experienced multidisciplinary team and a distinguished Scientific Advisory Board. The company has raised \$4.5M and is looking to raise \$3M in order to complete the clinical trial and move into the market with the ArtiFascia and at the same time continue R&D of the next products in the pipeline.



Cloud Pharmaceuticals is a leader in the burgeoning field of Artificial Intelligence based drug discovery. The company partners, designs, develops, and licenses novel drug compounds for a wide range of medical indications to the pharmaceutical, biotechnology and medical research markets.



Sensius empowers cancer therapy through thermotherapy. It increases efficacy of radio- or chemotherapy up to 50% as adjuvant therapy. Thermotherapy has no negative side effects for patients. We use microwave antennas, controlled by software to enable high precision heating of the tumor while fencing of nearby tumors from the heat. It can be used on many tumor types, even deep within the body. The patented technology is highly accurate and unmatched in industry. Erasmus University Medical Center, Rotterdam (NL) has developed this technology and built as a first step a prototype to treat Head and Neck cancer, which has been successfully applied for over 70 patients. Our solution will improve treatment outcome and quality of life for cancer patients worldwide.



Ares Genetics, a digital diagnostics start-up is revolutionizing infectious disease testing by combining next-generation sequencing with artificial intelligence to improve patient outcomes at reduced costs. The company builds on a proprietary platform for AI-powered DNA testing for pathogens and their quantitative response to antibiotics that was developed over the last six years, initially at Siemens by the Ares Genetics' management team, and since 2017 further incubated at Ares Genetics. Leveraging the company's globally leading knowledgebase on the genetics of antimicrobial resistance and with first customers and strategic partners including QIAGEN, Sandoz and BGI/MGI, Ares Genetics is currently fundraising to rapidly scale its business in EU and US.



CairnSurgical is a clinical stage company that has developed the Breast Cancer Locator, a proprietary patient-specific 3-D printed surgical guide designed to enable precise tumor excision. The BCL provides surgeons with tumor size, shape, and clear margin boundary cues to enable complete excision while preserving normal breast tissue, significantly reducing the likelihood of re-excision surgery. The Company receives MRI data, analyzes it to define tumor geometry and location, and fabricates the BCL. Clinical trials, both single arm and randomized, have validated key aspects of the technology; additional studies are underway and planned. The Company has filed multiple patents in the US, Europe, and selected countries utilizing a broad multi-modality approach, and has been financed by grants and private investment totaling \$5.3M.



Eolo Pharma is a Startup from the Institut Pasteur de Montevideo. The founding team of researchers of EOLO is highly qualified and includes, MDs, researchers and entrepreneurs. We developed four families of compounds (approximately 56 compounds & international IP portfolio) that have been shown to be very useful for the prevention/treatment of metabolic disorders (obesity, type II diabetes, NALFD). Our compounds are non-conventional anti-inflammatories & immune-metabolic modulators that were designed and developed through molecular hybridization techniques. We fine tune well-known and long-used drugs in medicine through covalent addition of a recently discovered endogenous functional group. This rational approach makes our compounds very attractive for prevention/treatment of obesity and related diseases (metabolic syndrome, type II diabetes and NALFD) where we have extremely exciting and unique results.



Robin Medical, Inc.

Robin Medical presents an innovative biopsy device that has been optimized to meet the requirements of the new era of targeted medicine. • Acquisition of multiple tissue samples through a single needle insertion will facilitate the biopsy procedure, reduce pain to patient and cost to the health system. • Rapid preservation of the tissue samples will maintain the in-vivo levels of labile biomarkers and will enable better diagnosis and targeted therapy monitoring. • Unique design of curved needle will enable acquisition of tissue sample from any location with a volume of interest with a single needle insertion. Initial development has been achieved with non-dilutive funding. We now look for investment to bring the new technology to wide scale clinical use.



DestiNA develops and commercializes high value, high performance RNA based assays using its patented transformative detection chemistries for use in research, drug development and in clinical diagnostics. The assays target significant diseases where currently there are no early and accurate biomarkers/diagnostics. (e.g. Liver Injury / toxicity, AKI, ...) DestiNA's chemistry enables the use of novel microRNA biomarkers, which are early and specific biomarkers for many diseases. DestiNA's novel chemistry delivers improved ease of use, accuracy and reproducibility to the detection of RNA. This uniquely positions DestiNA to move miRNA biomarkers into routine clinical use, impacting patient outcomes and healthcare costs through the development of its own clinical assays as well as by licensing the fundamental chemistry to other companies.



PhotoPill Medical Ltd.

PhotoPill Medical develops a revolutionary state-of-the-art disposable swallow-able capsule for treating Crohn's disease flare-ups and as a preventive treatment in-between flares, by implementing Photo-Bio-Modulation treatment (PBMT) and gut microbiota modulation light-protocols as it travels through the intestine. The PhotoPill capsule is personalized for each patient based on disease location and individual peristaltic rate. Photopill's unique disruptive technology would be a first of its kind for intestinal tissue treatment and gut bacteria related disorders. This would be a safe, easy to use, cost effective solution for a huge market and a painful problem. PhotoPill has demonstrated excellent pre-clinical results, and preliminary data in IBD Proctitis patients, using Photopill's dedicated rectal device. PhotoPill has strong IP portfolio and strong and experienced team.



GeneFirst is a UK based molecular diagnostics company, developing Best-In-Class solutions for liquid biopsy cancer testing. Liquid biopsy is promising to revolutionise cancer testing, but the low sensitivity and high error rate associated with the current technologies hampers its wide adoption. GeneFirst's proprietary technology is a unique technological breakthrough which overcomes the limitations and presents significant benefits over existing technologies. The pipeline products of sequencing kit and cancer panels are well suited for use in early cancer detection, guiding treatment, disease monitoring and prognosis. Liquid biopsy, as the fastest growth segment within cancer diagnostics, presents an exciting target market for GeneFirst to gain entry and achieve commercial success.



NaNotics, LLC is developing a new method of treating disease, using injectable nanoparticles called NaNots, which scavenge specific circulating molecules driving disease. In cancer, the targets are tumor-generated immune-inhibitors, which cancers use to defend themselves. Scavenging these targets from circulation induces their migration out of the tumor microenvironment, enabling immunologic response and tumor regression. NaNotics, LLC has completed engineering of NaNots against multiple targets, and testing in vitro and in vivo. NaNots demonstrated significantly higher efficacy than checkpoint inhibitors in a mouse model of triple negative breast cancer and should have much lower side-effects than current cancer drugs. We are also developing NaNots for treating other diseases, including sepsis (#1 cause of death in hospital).



Infectious diseases are the third deadliest disease group and with continued emergence of resistant strains may one day exceed cancer. Most infections are caused by biofilm, which forms on almost anything. Nobio's patented, breakthrough nanomaterial technology convert materials to antimicrobial, indefinitely, preventing them from forming biofilm and causing infections. In dentistry, bacteria are the leading cause of treatments failure, and Nobio's line of clinically proven antimicrobial dental materials will launch this year, to disrupt a \$3Bn market (510(k)s pending). Next product line are antimicrobial wound dressings, prototypes in animal studies show promising results, toward a 2020 launch into a \$10Bn chronic wound care market. Nobio is in licensing discussions with multiple major manufacturers of dental, medical, consumer and industrial products.



Stayble Therapeutics is developing an injectable pharmaceutical (STA-363) to permanently alleviate discogenic chronic low back pain (CLBP). STA-363 is intended for the vast number of patients today suffering without any effective treatments. Total costs of low back pain in the U.S. are estimated to be between US\$100-US\$200 billion annually. STA-363 is presumed to be effective within 3 months, last the patient's entire life and require no extensive rehabilitation. The vision of Stayble is to become the new standard of care for patients with discogenic CLBP. Stayble has completed a clinical phase Ia trial in 15 patients (3 doses + placebo) with very encouraging results and are now raising 7 million euros to conduct a clinical phase IIB study.



A spin out from Oxford University that has developed a unique Flow-Diverter (OxiFlow) to cure intracranial aneurysms; a \$1 Billion market, 8% CAGR. 1 in 50 people have brain aneurysms: • 750,000 Patients will have ruptures each year • One third will die • One third of survivors suffer permanent brain damage OxiFlow, is inserted via keyhole surgery, to cure weaknesses in brain blood vessels at risk of bursting and causing death / disability. The device diverts the blood away from the weakness in the artery, allowing it to heal. Current flow diverters are costly and more than is needed per procedure due to design limitations. OxiFlow, is a new flow diverter designed to need only one insertion with more positive outcomes.



EpiPharm AG is a privately financed clinical-stage company located near Basel, Switzerland, developing new, non-invasive treatments for the most frequent signs of skin aging; senile warts (seborrheic keratosis = SK) and sun/age spots. EpiPharm's pipeline is based on repurposed, small molecules with proven safety profile. Unlike existing invasive tissue destruction treatments (curettage, laser, cryotherapy...) EpiPharm's products treat the cause of senile warts formation; they stop the growth and spread and induce lesion regression. The lead product EPI-SK17 is entering phase 2b clinical stage development. EpiPharm's proprietary discoveries provide line extensions to other dermatological indications.



Pathfinder Medical is developing a novel electronic catheter guidance system that will enable clinicians to connect blood vessels in a minimally invasive way. This platform technology has a variety of clinical applications in peripheral vascular and dialysis procedures, together representing a €4.5 billion yearly market. Open surgery is the current standard for preparing patients for dialysis and bypassing blocked peripheral arteries. High failure rates (approximately 50%) in both cases present a serious danger to life and require repeat procedures, for US dialysis patients alone this adds up to \$4.6 billion per year. The ePATH catheter platform aims to eliminate need for open surgery in several vascular procedures, improving outcomes and reducing the burden on patients and healthcare systems.



The Synthetic Gene Therapy Company

Eukaryls' C3P3 system is the first ever artificial eukaryotic expression system, which synthesizes at high rate mRNA of interest. C3P3 is used for a radically new type treatment called synthetic gene therapy using on artificial DNA for safe, non-viral, effective, well-tolerated, inexpensive treatment of both monogenic and multigenic diseases. EUK-LPR, our first synthetic gene therapy for prevention of liver failure post-hepatectomy has nearly completed its animal R&D phase and two other programs will be announced soon. C3P3 is also used for tools to improve the bioproduction yields or recombinant proteins and viruses. Our objective is getting an IPO in 2023 after the clinical POC phases. To achieve this goal, our financing needs are of €16M, the current fundraising is of €1M.



Rx Bandz provides a game changing cost effective solution for over 60M people who need to carry emergency injectable medication. MiniInject™ miniaturized auto-injector delivers a wide range of injectable drugs. Its small size and intuitive design make it easy to carry and not intimidating to use. Drug delivery platform- 1st device will be Epipen alternative. FDA- 505(B)2 World class team Licence the device or take it to market.



Healthcare suffers from a burdening workload and lost focus on the patient's needs. Idana is a telemedical survey platform with seamless workflow integration and patent-pending data protection that obtains the medical history and current symptoms. 50+ included medical history forms for a variety of occasions ensure that doctors really know what's going on with their patients, improving quality and simultaneously saving time. In many cases, our assessments are reimbursed by health insurance, allowing doctors to increase their profit using Idana. Studies have shown that automated medical history assessments can save 4 min for each visit, so we're aiming at a 10 % overall efficiency gain in healthcare by Idana and are addressing a TAM of > €5bn/year.



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



Created in 1979 by 31 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.



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.



NGT3 (Next Generation Technology) is an early-stage investment entity structured as a venture capital fund, focused on medical device and life science technologies and holder of a government franchise to operate a technology incubator for a period of 8 years. NGT3 enjoys a high leverage (85%) through non-dilutive grant from Israel's Chief Scientist Office at the Ministry of Economy (OCS). NGT3 has extensive practical experience throughout the spectrum of product life cycle development. From identifying high-potential technologies, overseeing goal-directed research and development efforts, to encouraging successive iterations in order to produce innovative products that will be highly valued in the marketplace. NGT3's know-how is present every step of the way, providing a steady experienced hand, guiding the product's concept development as it moves and evolves from the early stages of feasibility, preclinical and clinical studies, through to the goal of bringing an innovative, new product to the markets that need it; The management team and partners of NGT3, individually and collectively, have extensive track records with proven performance in the arena of creating and growing financially-healthy companies with successful product lines. NGT3 invests in early-stage medical device/life science start-up companies with a well-defined unmet market need, large potential market, novel technologies with strong IP coverage and strong capable management.



Medicen Paris Region is a competitiveness cluster for innovative health technologies with national and international scope. With more than 400 companies, research centers, universities, hospitals and local authorities as members, it aims to position the Paris region as Europe's leading healthcare cluster. It focuses on five strategic areas and on combined therapeutic solutions that will mix several of these areas with precision medicine: biological diagnostics, diagnostic and interventional imaging, biotherapies, digital health and the development of techno-therapies (treatment via technologies, such as connected implants or artificial organs). In close collaboration with local, regional and national healthcare innovation players, Medicen Paris Region aims to: 1. Foster the emergence, development and funding of certified collaborative projects in the healthcare sector, in order to create economic value and jobs 2. Increase the international development of innovative startups and SMEs 3. Strengthen the attractiveness of the Greater Paris region, which represents more than 50% of life sciences activity in France. Since the creation of the cluster in 2005, 80 innovative products have been launched in the imaging, medical devices and biological tools sectors. The cluster has certified 335 projects. They received funding from the French government (French Inter-Ministry Fund FUI, Structural Projects fund for Competitiveness), the public investment bank bpifrance, the National Research Agency, the European Regional Development Fund, the Investments for the Future program and/or local authorities, and the Paris Region. Total investment is close to €1.9 billion (\$2.2bn) and €708 million (\$803M) of public aid.



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



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 mwe.com/leap or visit our table in the exhibition area!

**McDermott
Will & Emery**

mwe.com |

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LOOKING FOR A LIFE SCIENCES INDUSTRY MARKET SPECIALIST?

Ward's 50® Top Insurance Company

A.M. Best A+(Superior) Rating

Industry Specialists Since 1979

Products Liability and E & O Liability

Clinical Trials Liability

Worldwide Coverage

AdvaMed's Exclusive Provider for Preferred Insurance and Risk Management



MEDMARC®

Treated Fairly

Medmarc provides insurance protection to the following manufacturers and distributors:

Medical Devices

In Vitro Diagnostics

Animal Health Care

Pharmaceuticals

Biotechnology

Personal Hygiene

800.356.6886

Medmarc.com

Find all the answers in one place.

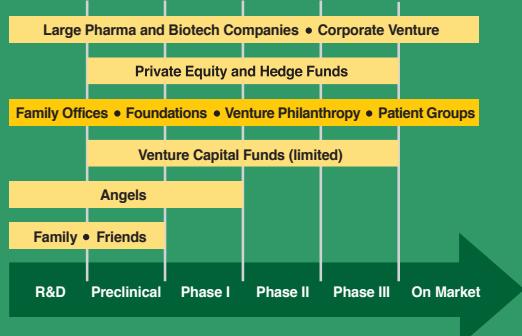
Call George Ayd at (001) 703-652-1309 or email gayd@medmarc.com



The Life Science Executive's FUNDRAISING MANIFESTO

BEST PRACTICES FOR IDENTIFYING CAPITAL IN THE BIOTECH AND MEDTECH ARENAS

by Dennis Ford



Contributors

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

ABOUT THE BOOK

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

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

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

FOR MORE INFORMATION

Visit www.FundraisingManifesto.com
or visit the Life Science Nation table at the exhibit hall



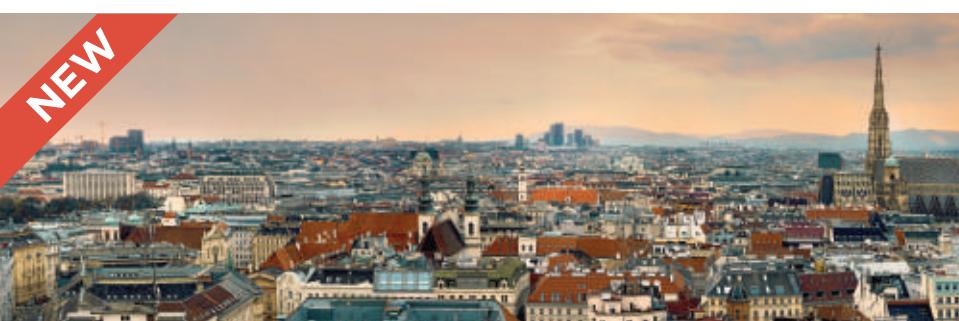
RESI

REDEFINING
EARLY STAGE
INVESTMENTS

CONFERENCE SERIES
2019



SAN FRANCISCO, CA
JANUARY 8, 2019



VIENNA, AUSTRIA
MARCH 25, 2019



PHILADELPHIA, PA
JUNE 3, 2019



BOSTON, MA
SEPTEMBER 11, 2019



ASIA
NOVEMBER 12-14, 2019



TRACK 1: THERAPEUTICS & ASIA INVESTOR PANELS



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Track 1

Moderator & Panelists

9:00 - 9:50 AM

BIG PHARMA

Pipeline Strategy for Preclinical and Early Clinical Assets

- **Ralph Lin**, Sr. Director, Corporate Development, Arena Pharmaceuticals
- **Chris Church**, Manager, Partnering & Strategy, AstraZeneca
- **Florence Dal Degan**, R&D Innovation Sourcing Director, Novo Nordisk
- **Natalia Novac**, Director, Emerging Technology & Innovation, Corporate BD, Eli Lilly & Co
- **Olaf Koenig**, Director, International Business Development, Amgen

10:00 - 10:50 AM

SEED FUNDS

Explaining the Process of Engagement

- **Philipp Rittershaus**, Senior Investment Manager, High-Tech Gründerfonds
- **João Ribas**, Associate, Novo Holdings A/S - Novo Seeds
- **Markus Wanko**, Managing Partner, IST CUBE
- **Pierre Socha**, Principal, Amadeus Capital Partners
- **Sabine Kaiser**, Venture Partner D/A/CH, NLC

11:00 - 11:50 AM

EARLY STAGE THERAPEUTICS INVESTORS

Investing Early in Novel Therapeutics

- **Harvey Gross**, Partner, Apollo Ventures
- **Roel Bulthuis**, Managing Director, INKEF Capital
- **Marco Boorsma**, Partner, Forbion Capital Partners
- **Martin Pfister**, Senior Investment Manager: Life Sciences, High-Tech Gründerfonds
- **Sara Secall**, Investment Director, Inveready Asset Management

1:00 - 1:50 PM

INVESTING IN ONCOLOGY INNOVATION

The Search for New Approaches to Diagnosing & Treating Cancer

- **Claus Andersson**, General Partner, Sunstone Life Science Ventures
- **Hakan Goker**, Senior Investment Director, M Ventures
- **Katherine Cohen**, Venture Partner, Panacea Venture
- **Mark Krul**, Partner, Aglaia Oncology Funds
- **Toshiyasu Shimomura**, Senior Investment Director, Taiho Ventures

2:00 - 2:50 PM

ASIA CORPORATES & STRATEGICS

Major Players in the Asian Markets Look Externally for Technologies of Strategic Fit

- **Vikram Sudarsan**, CEO, Cipla Technologies, Cipla New Ventures (CNV)
- **James Huang**, Founding Partner, KPCB China/ Panacea Venture
- **Simon Haworth**, Founder & CEO, The Sino-UK Fund
- **Tom Du**, Medical Partner, Shenzhen Share Capital

3:00 - 3:50 PM

ASIA THERAPEUTICS INVESTORS

Exploring the Asia Biotech Industry & Popular Therapeutic Areas of Interest in Asia Markets

- **Qun (Max) Dang**, Head, Global BD & External Innovation, Qilu Pharmaceutical
- **Michael Keyoung**, Managing Director & Head of North America, C-Bridge Capital
- **David Xu**, Chief Business Officer, Viva Biotech
- **Ping Cao**, VP of Business Development, Shanghai Henlius Biotech



TRACK 1

9:00 -9:50 AM
BIG PHARMA



TRACK 1 PANELISTS

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In recent years, big pharma companies have begun looking outwards for innovative new therapeutics to add to their pipelines. This panel brings together 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.



• **Ralph Lin**, Sr. Director, Corporate Development, Arena Pharmaceuticals 

Ralph is senior director of corporate development at Arena Pharmaceuticals, a publicly-listed San Diego biopharmaceutical company focused on developing novel therapies for auto-immune/inflammatory diseases. He has worked in business development across small to medium biopharmaceutical companies for the past 17 years, including Rinat Neuroscience, ICOS, Biogen IDEC, Nodality, and Ignyta. Outside of work, Ralph enjoys spending time with his family as well as road cycling and photography. He has a PhD in biology from MIT and a BS from Caltech.



• **Chris Church**, Manager, Partnering & Strategy, AstraZeneca

Chris joined MedImmune in November 2014 as a scientist, team and project leader for cardiovascular, renal and metabolic disease (CVRM) with a focus on obesity and type 2 diabetes. Chris transitioned to the MedImmune/AstraZeneca partnering and strategy team helping to coordinate in and out-licensing opportunities for CVRM together with supporting the local and international biopharma ecosystem. Prior to joining MedImmune/AstraZeneca, Chris obtained a First Class degree in Molecular and Cellular Biology from the University of Bath, UK and completed a PhD at the University of Oxford and MRC Mammalian Genetics Unit, Harwell, UK. This was followed by a postdoctoral position at Yale University, USA and MBA with the Open University.



• **Florence Dal Degan**, R&D Innovation Sourcing Director, Novo Nordisk

Florence Dal Degan joined Novo Nordisk A/S in May 2016 as R&D Innovation Sourcing Director. The R&D Innovation Sourcing team of Novo Nordisk is global, with a presence at the Danish Headquarters, as well as a regional presence in Shanghai, Boston, New-York and Paris. Florence is based in Paris and is responsible for search and evaluation of new opportunities within Europe and Middle-East across the therapeutic areas that Novo Nordisk is dedicated to, such as diabetes, obesity, NASH, chronic cardiovascular diseases, nephropathy and haemophilia. Florence has a PhD in biochemistry from The National Institute of Agronomy (Agro-Paris Tech, France). She has over 20 years of experience in Research and Development in academic, biotech and pharma environments. Since 2000, Florence has worked with drug discovery and early development and has held several positions as group leader within R&D. She has been working with external innovation since 2012.



• **Natalia Novac**, Director, Emerging Technology & Innovation, Corporate BD, Eli Lilly & Co

Natalia Novac is a part of the Emerging Technology and Innovation Group and is responsible for search and evaluation of novel healthcare technologies across all Eli Lilly indications in Europe. Natalia is involved in the scientific evaluation of novel life science assets coming from multiple venture funds where Eli Lilly participates as a limited partner. Natalia is an experienced pharmaceutical industry professional with solid background in oncology, endocrinology, immunology and multiple sclerosis. Natalia has a PhD in molecular biology and MSc in Microbiology.



• **Olaf Koenig**, Director, International Business Development, Amgen

Olaf Koenig joined Amgen's Global Business Development team in May 2017. He is Director, International Business Development and responsible for ex-US business development transactions. He is based in Amgen's European Headquarter in Rotkreuz, Switzerland. He has over 20 years of international experience in a variety of business development and commercial roles, and a track record of leading and closing of several in-licensing, out-licensing and M&A transactions. Prior to joining Amgen, Olaf was Vice President, Business Development & New Product Planning Europe at Daiichi Sankyo. Before joining Daiichi Sankyo, he served as Director Business Development at Merck KGaA. Olaf began his career as Product Manager at Molecular Simulations in Cambridge, UK. Olaf holds a PhD in Chemistry from the University of Berne, Switzerland.



10:00 - 10:50 AM
SEED FUNDS



TRACK 1 PANELISTS

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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.



• **Philipp Rittershaus**, Senior Investment Manager, *High-Tech Gründerfonds*

Dr Philipp Rittershaus studied technical biology in Stuttgart and also obtained an MBA in engineering management alongside his doctorate at B.R.A.I.N. AG. Prior to becoming an Investment Manager at HTGF in 2015, he was a self-employed consultant and implemented a range of life science and spin-off projects. At the HTGF Philipp nurses a portfolio of 10 Life Science Companies.



• **João Ribas**, Associate, *Novo Holdings A/S - Novo Seeds*

João Ribas is an Associate at Novo Holdings (Seeds team), a life science investor with offices in Copenhagen, Boston, and San Francisco. João invests in and helps build disrupting life science companies in Europe, served from the Copenhagen office. João mentored healthcare startups and taught innovation methodologies around the world, and co-founded a medical device company. He started his VC career at M Ventures, the corporate VC arm of Merck KGaA, before joining the Novo Seeds team. João did his PhD research in bioengineering in Boston, at Harvard Medical School & Brigham and Women's Hospital. He currently hosts a podcast series (The Future Labs) where he interviews thought leaders on the technologies and ideas that will shape our future.



• **Markus Wanko**, Managing Partner, *IST CUBE*

Following a fifteen-year career in investing and strategy consulting and upon returning to Austria, Markus joined IST to start TWIST, IST's tech transfer organisation, and has been driving the development of IST PARK, the technology park adjacent to IST Austria, and IST CUBE. His background is in venture capital investing with Safeguard Scientifics and the European Investment Fund, strategy consulting with the Boston Consulting Group, and principal investment with QIA, one of the world's largest sovereign wealth funds. He has supported a broad range of startups in the process, energy and tech industries. He has an MBA from the Massachusetts Institute of Technology's Sloan School, an MSc from TU Vienna, and an MIM from WU Vienna and HEC Paris.



• **Pierre Socha**, Principal, *Amadeus Capital Partners*

Pierre joined Amadeus Capital Partners in 2012. Pierre has a current investment focus on digital health, medical technology, AI and machine learning and cybersecurity. He is a non-executive director on the boards of Inotec, Repositive, Doctify, Congenica and oversees Amadeus's investments in PhoreMost, Organox and Antidote (formerly TrialReach). Pierre brings operational experience to these investments, having managed the growth of several life science businesses in Asia and Europe. During a decade at biotech company Avesthagen, he guided the group's strategy and European activities, contributing to acquisitions, joint ventures and exits. Pierre is French and holds an MSc in Environmental Economics (Hons.-SciencesEco) from Université de Provence, France and a BSc in Finance & Econometrics (Math Spe.-SciencesEco) from Université Louis Pasteur, France. He has attended executive programs at Harvard, MIT and Stanford.



• **Sabine Kaiser**, Venture Partner D/A/CH, *NLC*

Sabine Kaiser has more than 20 years of experience in consulting and entrepreneurial investing. As a Venture Partner with NLC, she is based in Munich and oversees the activities in the D/A/CH region. At the impact side Sabine supports the Ashoka subsidiary FASE, as a senior advisor. She has worked as a strategic consultant with McKinsey&Company, as a venture capital investor for Technologieholding VC GmbH and 3i plc, and in asset management for BTV. Sabine is passionate about technological and social innovations that have a significant positive impact on peoples' lives. Sabine holds a Diploma in Human Biology from the Philipps-University of Marburg and a Master in Public Policy from Harvard Kennedy School. She is also an IHK-certified business mediator, specialized on conflict resolution in Venture Capital financed companies.

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.

• **Harvey Gross**, Partner, Apollo Ventures 



Harvey is a Partner at Apollo Ventures, a life science venture capital firm and life science company builder working across Europe and North America. At Apollo, Harvey is working on the meaningful and future focused topic of health and biomedicine to make a difference. At Apollo, Harvey combines his entrepreneurial spirit and enthusiasm for finance to assess business opportunities and assist portfolio companies with strategy and venture development. Before joining Apollo, Harvey worked at the investment bank Lazard, where he conducted M&A activities on both buy and sell side mandates. He was also one of the first employees at the FinTech startup N26, where he was responsible for talent acquisition and setting up the customer support function. During his studies he co-founded his first NGO and has launched two other tech startups. Harvey holds a degree in International Business with a major in Finance from Maastricht University.

• **Roel Bulthuis**, Managing Director, INKEF Capital



Roel Bulthuis is a Managing Director and head of the Healthcare investment team at INKEF Capital. Roel combines close to 20 years of experience across venture capital, pharma business development and M&A and healthcare investment banking. Prior to joining INKEF he served as SVP and Managing Director of M-Ventures which he created and developed into a leading CVC fund. Prior to that, he served in senior positions in global business development and M&A at Merck Serono and in the healthcare investment banking team at Fortis Bank. Roel is a Kauffman Fellow and passionate about continuously challenging the status quo. Roel holds a Msc. in Biopharmaceutical Sciences from Leiden University and an MBA in Finance from the Helsinki School of Economics.

• **Marco Boorsma**, Partner, Forbion Capital Partners



Marco is Partner at Forbion Capital Partners and joined the firm in 2007. He has a background in molecular biology and biotechnology and brings operational and business development experience from both small and large businesses. Before joining Forbion Marco was Business Development Director and project manager at DSM Pharmaceutical Products and scientist at Cytos Biotechnology in Switzerland. He serves on the Board of Directors of Inflazome, NorthSea Therapeutics, Milestone Pharmaceuticals, Escalier Biosciences, RSPR Pharma, and Engene. After obtaining a master's degree in molecular biology from the University of Groningen, Marco received his PhD in biotechnology from the ETH Institute for Technology in Zürich, and completed part of his research at the Laboratory of Molecular Biology of the Medical Research Council in Cambridge, UK.

• **Martin Pfister**, Senior Investment Manager: Life Sciences, High-Tech Gründerfonds



Dr. Martin Pfister joined the High-Tech Gründerfonds (HTGF) Medtech/LifeSciences team in Bonn in 2010. HTGF is the largest Seedfonds in Europe with about 900 Mio EUR under management and an active portfolio of about 260 technology-based portfolio companies, about 95 of which are in life sciences. • studied a combination of Medicine and Pharmacy in Germany and New York University, Medical School with a PhD in Immunology • Started his career in the hospital/laboratory • moved to the start-up life sciences world 18 years ago • co-founded two companies in the molecular Dx field (VC backed, Exit) and healthcare services (privately owned, Exit 2018) • @ HTGF manages a portfolio of 13 life science companies including Biotech, Medtech and digital health • holds board member seat in 4 companies including clinical stage Biotech

• **Sara Secall**, Investment Director, Inveready Asset Management



Sara is responsible for building the Biotech Portfolio. She led the negotiation of ZIP Solutions license to a world top-3 bioprocessing company based in Germany which led to ZIP Solutions' sale to Bionaturis. She sits at the board of Agrasys, Avizorex, BDI, Innoup Pharma, Leukos, Oncostellae, VLP and is a Board Observer at Edesa Biotech. She worked for Chevron Technology Ventures, the corporate Venture Capital group based in California with USD 210 MM under management. As Director of Spin Outs for the University of Barcelona, she was involved in starting and financing over 25 technology start ups and she negotiated numerous technology licenses. She has worked extensively in the USA, Latin America and Europe. Sara holds a BS in Chemistry, MSc from Indiana University and an MBA from the London 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.



• **Claus Andersson**, General Partner, Sunstone Life Science Ventures 

Claus Andersson is General Partner in the Life Science group and has been with the team since it was established. He has been engaged with more than 18 companies and has held either chairing positions or board memberships to share his experience from the last 16 years of working with entrepreneurs, co-investors and consultants in life sciences. Claus has extensive experience in strategy execution and technology development from various parts of the Life Science ecosystem: both as an entrepreneur, venture capitalist, scientist, and corporate manager. He holds a Master's degree in Civil Chemical Engineering from the Technical University of Denmark (DTU) and a PhD in Mathematical Statistics from the University of Copenhagen and the Humboldt University in Berlin.



• **Hakan Goker**, Senior Investment Director, M Ventures

Hakan Goker (Ph.D.) is a senior investment director at M Ventures, corporate venture arm of the biopharmaceutical division of Merck KGaA, Darmstadt, Germany. Hakan has been investing for the past 12 years and joined Merck Ventures in 2013. Previously Hakan was a partner at Aescap Venture and prior to that worked at Atlas Venture. Since 2006, Hakan was instrumental in the creation, financing, and corporate strategy of multiple biotechnology companies globally including Artios, Asceneuron, Storm, Bicycle, and F-star. Hakan received his PhD in cancer biology from the Institute of Cancer Research/ University of London and continued his scientific career with post-doctoral work at the Breakthrough Breast Cancer Centre/Royal Marsden Hospital. He gained his BSc Honours, from University College London. Hakan currently is a board member at Artios Pharma, Asceneuron, Forendo, Macrophage Pharma, Tocopherx, Synaffix, Storm Therapeutics, Raze Therapeutics and is the chairman of iOnctura.



• **Katherine Cohen**, Venture Partner, Panacea Venture

Dr. Katherine Cohen is a venture partner at Panacea Venture. From 2011-2016 Dr. Cohen served as CEO at Hookipa Biotech AG (now Hookipa Pharma Inc), where she led the company founding, Series A and Series B venture financing, and developed the company from early science to clinical stage. Prior to Hookipa, Dr. Cohen served as Senior Vice President for Corporate & Business Development at Intercell AG (now Valneva SE) and participated in the growth of the company from a start up to a successful public/commercial stage enterprise. Prior to her biotech entrepreneurial career, Dr. Cohen worked in academic research and industrial development at Sandoz/VIRCC. Dr. Cohen earned her Ph.D in Biology at the City University of New York and she is a qualified European Patent Attorney.



• **Mark Krul**, Partner, Aglaia Oncology Funds

Mark has been involved in anticancer drug development since 1993 and has a background in molecular biology and immunology. Before founding Aglaia Oncology Funds in 2004, Mark was Program Director of the NDDO Research Foundation. He held several positions at NDDO Oncology BV (formerly the EORTC New Drug Development Office) with respect to oncology drug development strategies (1997-2002). From 1993 till 1997 Mark has been Research Manager of the European Cancer Center and headed the Department of Molecular Virology at the National Institute of Public Health and Environmental Protection from 1989 till 1993.



• **Toshiyasu Shimomura**, Senior Investment Director, Taiho Ventures

Toshi Shimomura is Senior Investment Director at Bay Area-based Taiho Ventures, the corporate venture capital of Taiho Pharmaceutical. With \$300M under management, Taiho Ventures invests in early stage oncology companies. Prior to Taiho Ventures, he worked for Taiho Pharmaceutical for 7 years as Early Development Team Chair of TAS-117 (a small molecule AKT inhibitor) being evaluated in Phase I study as well as Biology Project Leader at Taiho's Tsukuba Research Institute. Before Taiho, he worked for Banyu Pharmaceutical, a subsidiary of Merck & Co. for 10 years. As Project Leader, he developed two clinical development candidates of Aurora A kinase and contributed initiation of Phase I clinical studies. He was also involved in other kinase inhibitor programs. He received PhD in Biological Science from Nagoya University, Japan in 1999, where he learned molecular biology, cell cycle and DNA damage checkpoint regulation.



2:00 - 2:50 PM

ASIA CORPORATES & STRATEGICS



TRACK 1 PANELISTS

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Beyond venture capital firms and pharmaceuticals seeking investment and partnership opportunities, cross border activity has become more widespread in corporates and strategic groups based in Asia. In this panel, investors can talk about:

- Strategies on how they bring companies into Asia
- Near-term and long-term strategic suggestions for companies who would like to develop in Asia
- What resources and expertise do corporates leverage for the companies they invested

Panelists could also discuss the relationship between their corporate investing arm and the parent company, and how this relationships affects their investment criteria.

• **Vikram Sudarsan**, CEO, Cipla Technologies, Cipla New Ventures (CNV)



Vikram Sudarsan, PhD, heads Cipla's innovation agenda via biotech venture investments, licensing, acquisitions and drug development. Prior to Cipla, Dr. Sudarsan worked in healthcare investment banking and helped found IMS Health Capital. Before that he held consulting roles at IMS Consulting Group and PriceSpective, LLC. Dr. Sudarsan has consulted for government entities in the United States and advised on personalized medicine, RNAi, drug delivery and viral genetics. He serves on the Boards of Stempeutics Ltd., and Chase Pharmaceuticals. At Cipla, Dr. Sudarsan is currently driving efforts to build a US specialty pharmaceutical business in therapy areas within neurology. Dr. Sudarsan conducted graduate studies in Developmental Genetics at Cambridge University, UK and received his PhD from the University of Sheffield, UK before conducting his postdoctoral research at Stanford University/HHMI in the genetic and neural circuitry of respiration and oxygen sensing.

• **James Huang**, Founding Partner, KPCB China/ Panacea Venture



James Huang joined Kleiner Perkins Caufield & Byers China as a managing partner in 2011 and focuses on the firm's life sciences practice. His main investment interests are innovation around China's growing healthcare markets and helping entrepreneurs build companies. Before coming to KPCB China, James was a Managing Partner at Vivo Ventures, a venture capital firm specializing in life sciences investments. Before joining Vivo in 2007, James was president of Anesiva, a biopharmaceutical company focused on pain-management treatments. Meanwhile, James Huang is also founding and Managing Partner to Panacea Venture. Panacea Venture is focusing on investments in innovative and transformative early and growth stage healthcare and life sciences companies worldwide, is established and managed by experienced partners Mr. James Huang whom is KPCB China's managing partner. James received an M.B.A. from the Stanford Graduate School of Business and a B.S. degree in chemical engineering from the University of California, Berkeley.



• **Simon Haworth**, Founder & CEO, The Sino-UK Fund

Simon is an entrepreneur and innovator having founded or co-founded more than ten companies so far. In 2006 he founded IPSO Ventures with two colleagues, listing the company in London in 2007 and creating seven new technology companies from scratch in the following three years. He has created technology and service businesses in Europe, China and the US. Since 2010 Simon has focussed on commercialization of technology and the financing of innovation. He is currently developing the Dynasty team, bringing in senior individuals to lead projects under development in China. These people know how to take a drug through IND stage, have a clear understanding of US and Chinese regulatory processes from personal experience, have taken products successfully through Phase I and II, and either speak Mandarin or have worked long enough in an Asian context to know how business in China is done.

• **Tom Du**, Medical Partner, Shenzhen Share Capital



Dr. Du has extensive experience in drug development and has held regulatory responsibilities in various therapeutic areas including oncology, pulmonary/allergy, gastrointestinal, and inflammatory, cardiovascular, and lipid-lowering indications. He has been working as either project leader or project team member to help various American, European, and Asian drug makers develop their drug products and medical devices in the United States and China. Du's team has participated in more than 100 IND, NDA, BLA, ANDA, PMA and 510(k) submissions in the United States during the past 10 years. Dr. Du has also worked as a consultant for the American financial industry to evaluate the investment/business potentials of small pharmaceutical companies. He has served as a board member for three publicly listed biopharmaceutical companies in the North America. He worked as a consultant involved in the acquisitions of several pharmaceutical or medical device companies in the past ten years.



3:00 - 3:50 PM

ASIA THERAPEUTICS INVESTORS



TRACK 1 PANELISTS

SPONSORED BY

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This panel features therapeutics investments in the perspective of Asia-based firms, or those with strong expertise in Asian markets. Topics may include:

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

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

**• Qun (Max) Dang, Head, Global BD & External Innovation, Qilu Pharmaceutical**

Max received his BS from Jilin University with honors and earned a CGP national scholarship; he obtained his Ph.D. in organic chemistry from Purdue University in 1992, joined Gensia (later became Metabasis) in 1992 and worked until 2009 with his last position as Director of Medicinal Chemistry. Max then joined Merck & Co. as a Senior Investigator in External Basic Research. He was Director of External Medicinal Chemistry, Asia Lead, and a Principle Scientist in the Exploratory Chemistry department. In 2016 he joined Eli Lilly as Asia Head, BD and External Innovation before joining Qilu Pharmaceutical as VP, Global Head of BD and External Innovation. In his current role at Qilu, he is responsible for all BD and external collaborations globally. His research activities have led to 91 publications and 60 patents.

**• David Xu, Chief Business Officer, Viva Biotech**

Dr. David Xu has over 20 years of pharma experiences in drug development, sales and marketing. He is currently the CBO at Viva Biotech, responsible for the investment and incubation business, including project sourcing and evaluation, post-investment management and exit. Prior to joining Viva, Dr. Xu was a group VP at Zhejiang Jiuzhou Pharma, responsible for building up the Pharma business. Before returning to China, Dr. Xu was Head of Marketing and New Product Planning at Purdue Pharma(US). Dr. Xu started his career at Novartis and held various positions in Development and Commercial, including Head of Specialty Products Franchise at SANDOZ, Inc. and Head of Suzhou Novartis R&D center.

**• Ping Cao, VP of Business Development, Shanghai Henlius Biotech**

Ms. Ping Cao, the company Vice President of Business Development, graduated from Tianjin University with a BS in Material Science & Engineering and MS in Chemical Engineering and also obtained her MS in Organic Chemistry at Michigan State University. She previously worked at Tyger Scientific, Ferro, Bristol-Myer Squibb (BMS) and Abzena, and held positions of Director of Sales and Marketing, Sr. Manager of Business Development, Associate Director of Global Manufacturing and Supply Chain, and Sr. Director of Business Development. At Tyger Scientific, Ms. Ping Cao increased the business revenue 600% in 4 years. At BMS, she was responsible for global business development at CMO (contract manufacture operation) and accomplished significant sales growth. Then Ms. Cao joined business development team focusing on technology transactions. She negotiated and executed 36 technology collaboration deals to expedite the company's drug discovery and development process. As a reward for her accomplishment, Ms. Cao received the Distinguished Employee Award, Innovation Award, and etc. at BMS. At Abzena, she developed and executed the business strategy of offering integrated contract manufacture service of biologics and antibody drug conjugates based on company core technologies of antibody drug conjugation and humanization, which greatly enhanced the company's business growth worldwide.

**• Michael Keyoung, Managing Director & Head of North America, C-Bridge Capital**

Dr. Keyoung is Managing Director and Head of North America for C-Bridge Capital. Dr. Keyoung is also Founding Managing Partner of Portola Capital Partners. Previously, Dr. Keyoung served as President and CEO of Genexine Inc, focused on developing innovative biologic drugs for incurable diseases. Dr. Keyoung was President of Catalyst Biosciences, a clinical stage biotech company, targeting innovative novel biologics with their lead asset ready to embark on global Phase 2/3 trial. Catalyst formed previous and existing development partnerships with Pfizer, MedImmune and Isu Abaxis. Throughout his career, he has invested in biotech and medtech companies in US, Europe and Asia as an institutional investor and advised leading healthcare companies such as Eli Lilly, Bausch & Lomb, and Samsung Electronics/Samsung Biologics in their regional expansion to Asia or global drug development, commercial strategies and partnerships. Dr. Keyoung received both his MD and Ph.D. in Neuroscience and Neurology from Cornell University Weill Medical College and Memorial Sloan Kettering Cancer Center. Dr. Keyoung trained as a surgeon at Univ. of California San Francisco Medical Center and was a biomedical fellow at Rockefeller University and Memorial Sloan-Kettering Cancer Center.



Track 2

Moderator & Panelists

9:00 - 9:50 AM

DIGITAL HEALTH INVESTORS

Leveraging Software to Lower Costs and Improve the Quality of Care

- **Jonas Jendi**, Investment Manager, Industrifonden 
- **Lara Koole**, Principal, Philips Health Technology Ventures
- **Tony Chang**, Associate, M Ventures
- **Thomas Walbert**, Digital Health Innovation Manager, weXelerate

10:00 - 10:50 AM

EUROPE (EU+) ECOSYSTEM

New Models for Turning Life Science Innovations into Startup Success

- **Chuck Stetson**, CEO, Stetson Family Office 
- **Guenter Huhle**, Head of JLABS EMEA, Johnson & Johnson Innovation
- **Núria Martí**, Director of Innovation, Biocat
- **Pierre Magistretti**, Distinguished Professor & Dean, King Abdullah University of Science and Technology

11:00 - 11:50 AM

FAMILY OFFICES & ANGELS

How Do Family Offices & Angels View Seed & Series A Rounds?

- **Chuck Stetson**, CEO, Stetson Family Office 
- **Christopher de Souza**, Managing Director, Broadview Ventures
- **Christian Soschner**, Managing Director, Broadview Ventures
- **Attila Varkonyi**, Chairman, FastVentures

1:00 - 1:50 PM

MEDICAL DEVICE INVESTORS

Investing in Novel Engineering

- **Dennis Ford**, Founder & CEO, Creator of RESI Conference Series, Life Science Nation 
- **Beat Merz**, Managing Director, New Harbor Venture Partners/AO-Invest
- **Diana Saraceni**, Co-Founder & General Partner, Panakes Partners
- **Simon Haworth**, Founder & CEO, The Sino-UK Fund

2:00 - 2:50 PM

DIAGNOSTICS INVESTORS

New Generation of Technologies Changing Treatment Paradigms

- **Tom Miller**, Founder & Managing Partner, GreyBird Ventures 
- **Ekkehard Kauffmann**, Global Business Development, M&A, Roche Diagnostics
- **Michael Sidler**, General Partner, Redalpine
- **Walter Stockinger**, Managing Partner, Hadean Ventures

3:00 - 3:50 PM

TALES FROM THE ROAD

Biotech & Medtech CEOs Share Their Story

- **Greg Mannix**, VP of International Business Development, Life Science Nation 
- **Ashley Nagle**, CEO, Seagull Therapeutics
- **Robert Lauritzen**, CEO & Co-Founder, Cerebrii A/S
- **William Kohlbrenner**, CEO, NeuroLucent
- **Walter Schmidt**, CEO, Accanis Biotech F&E GmbH & CoKG



TRACK 2



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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.

• **Jonas Jendi, Investment Manager, Industrifonden** 



Jonas Jendi is an investment manager at Nordic VC Industrifonden (Stockholm), focused on the life science sector. Industrifonden is one of the largest VC funds in the Nordics, focusing on both tech and life science. The €500m evergreen fund invests in early-stage ventures. The Industrifonden life science team currently has a portfolio of 14 companies, from medtech to biotech, both private and publicly traded. Jonas joined Industrifonden in May 2017, bringing onboard recent experience as an independent board member, angel investor and equity analyst. Between 2001 and 2010, Jonas was CEO at Cogmed, a start-up in the field of evidence-based cognitive training (clinically validated software), based in Stockholm and later in the US. Jonas took the company from the research phase at Karolinska Institute in 2001 to acquisition by Pearson in 2010, then managing the Cogmed integration into Pearson. His background also includes strategy work with The Boston Consulting Group.

• **Lara Koole, Principal, Philips Health Technology Ventures**



Lara leads the European venture capital activities for Philips, includes running the business-independent Philips health technology venture fund focused on investments in early-stage digital health companies to drive strategic value-add relationships with Philips. Looking for driven entrepreneurs that are passionate and capable to address (part of) the quadruple aim in healthcare, improving outcomes and lowering costs while increasing patient and staff satisfaction. Passionate about technology, strategic investing and working together with great teams to scale their companies bringing strategic and industry expertise of Philips to the table.

• **Tony Chang, Associate, M Ventures**



Tony Chang, PhD, MBA, is an Investment Associate with the New Businesses team at M Ventures. In this role, Tony is focusing on the early stage venture deals in health-tech and digital health, with a particular attention on digital therapeutics deals. Tony has developed substantial experience in assessing digital health deals for both in-clinic and out-of-clinic applications. Prior to M Ventures, Tony was a technology commercialization officer at the University of Western Cape in South Africa where he was responsible for the development of several industry research collaboration and licensing deals. Previously, Tony was a consultant at the strategy practice of EY in Johannesburg.

• **Thomas Walbert, Digital Health Innovation Manager, weXelerate**



Thomas Walbert is the Digital Health Innovation Manager at weXelerate, where he is responsible for building the Health-Cluster program for fostering digital health innovation and managing a network of mentors and experts. Previously, Thomas was a Start-up Consultant at INiTS, a high-tech incubator based in Vienna. He is a start-up enthusiast who is experienced in building environments and networks where corporations and high-tech start-ups can launch revolutionary business models, products, and services.



10:00 - 10:50 AM

EUROPE (EU+) ECOSYSTEM

TRACK 2 PANELISTS

SPONSORED BY



Institutional life science investors such as VCs or family offices are 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. Life science entrepreneurs need novel funding solutions that help them overcome this steep funding challenge at the very earliest stage of company formation, typically in years 0-3 of a company's life. In this RESI panel, the audience can learn about new initiatives that are creating opportunities for life science startups to thrive in Europe.

- What kinds of financing and support are 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 institutional 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 organized 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.

• **Guenter Huhle, Head of JLabs EMEA, Johnson & Johnson Innovation**



Since June 2018, Guenter Huhle has been responsible for setting the strategic direction and overseeing all operational activities for JLabs in Europe, Middle East and Africa, including managing JLabs @ BE. In conjunction with his EMEA Innovation Centre colleagues and his sector business partners, Guenter is in charge of creating strategic partnerships with corporate, academic, government and industry organisations to build a strong and dynamic network of innovation for patients and consumers. Prior to joining JLabs, Guenter was leading the Business Development Organization and the Mature Brands at Janssen – the pharmaceutical companies of Johnson & Johnson in EMEA. Guenter received his MD and PhD from the University of Heidelberg and his Master of Science from the University of Witten/Herdecke. He is board accredited in Internal Medicine and Haemostaseology and has a Professorship at the University of Heidelberg.

• **Núria Martí, Director of Innovation, Biocat**



With a PhD in Veterinary Sciences from the Autonomous University of Barcelona, Núria Martí wrote her thesis in Microbiology at the Institut Pasteur in Paris and did a Master in R&D Management in health at the Institute of Health Carlos III. After doing a post-doc at the Institut Pasteur in Brussels, Martí continued her career at Ferrer Internacional, working in the company's R&D center for more than 10 years managing drug-development projects. She also headed up the Innovation and Technology Transfer Office at the Institute for Health Science Research Germans Trias i Pujol (IGTP) for over 4 years. Since May 2018 she holds the position of Director of Innovation at Biocat. Biocat is the organization that champions the healthcare and life sciences ecosystem in Catalonia working to transform science and technology into regional economic growth as well as social impact.

• **Pierre Magistretti, Distinguished Professor & Dean, King Abdullah University of Science and Technology**



Pierre J. Magistretti, received his MD in 1979 from the University of Geneva and his PhD in Biology in 1982 from UCSD. He is Distinguished Professor and Dean of the Division at Biological and Environmental Sciences and Engineering at KAUST, Professor Emeritus at the Brain Mind Institute at EPFL and at the Department of Psychiatry at UNIL/CHUV. Pierre J. Magistretti's laboratory has discovered some of the cellular and molecular mechanisms that underlie the coupling between neuronal activity and energy consumption by revealing the key role that glial cells, in particular astrocytes, play in this physiological process. These findings are particularly relevant for understanding the origin of the signals detected by functional brain imaging, and are revealing a role of astrocytes in neuronal plasticity and neuroprotection.



11:00 - 11:50 AM

FAMILY OFFICES & ANGELS

TRACK 2 PANELISTS

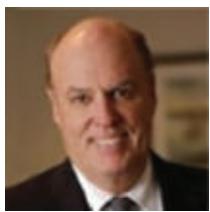
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The going thinking is that Angel Investors and Venture Capitalists are naturally linked, but they are not. Family Offices and Angel Investors have much more in common. This panel will gather life science investors from both Family Offices and Angel networks, who have broad expertise in investing in and working with early-stage life science companies, to discuss the following:

- What do Family Offices and Angels have in common?
- How do Family Offices and Angels plan their investment horizons?
- Are Family Offices and Angels 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 organized 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.

• **Christopher de Souza**, Managing Director, Broadview Ventures



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

• **Christian Soschner**, CEO, CS Life Science Invest



Christian Soschner - passion for health and innovation. Christian supports life science companies with his network to develop, finance and commercialize innovation on a global scale. As an entrepreneur Christian has 25 years of experience in developing and improving business models. Trained in economics and psychology, he worked in management positions at listed companies in various industries. Since 2006 he focuses his attention on life sciences. As a business angel, executive board member, advisory board member or coach to develop life science companies from spin out to IPO or trade sale to the pharmaceutical industry. He enjoys building business models around great teams developing cutting edge technologies that bring the global healthcare system to a higher standard.

• **Attila Varkonyi**, Chairman, FastVentures



Attila Varkonyi is the Chairman of FastVentures, an investment firm based in Hungary that focuses on investing in digital health, devices and diagnostics technologies. Attila is a globally experienced high/med/bio-tech executive, entrepreneur, venture capitalist, and innovation policy maker, who has had multiple successful exits in Silicon Valley, London, France, Boston, Philadelphia, Washington DC, and India. He has an excellent understanding of the US (Silicon Valley) and European business environment. Attila co-funds and manages the Bolyai Award, Hungary's leading scientific prize.



1:00 - 1:50 PM

MEDICAL DEVICE INVESTORS

TRACK 2 PANELISTS

SPONSORED BY



This panel 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, etc.) What successful deals have they participated in?
- How do companies approach an investor? What are some 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.

• **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.

• **Beat Merz**, Managing Director, New Harbor Venture Partners/AO-Invest



Dr. Beat Merz brings 17 years of experience in venture and growth-stage equity financing and operations to NHVP, including management and leadership of over \$150 million in equity financing. Before joining NHVP, he was a managing director in charge of European equity at Rockport Venture Partners. Beat was also previously a partner with Ares Life Sciences and was an investment adviser of HBM Partners. Prior to joining HBM Partners, he was a managing director at NMT New Medical Technologies, where he provided capital, professional advisory services and start-up support for early-stage medical device companies. Throughout his career, Beat has directed investments in US, European and Israeli-domiciled companies as well as provided board supervision for many of them. He currently serves or has served on the board of directors of AO Invest, Micrus Endovascular (acquired by JNJ), Thommen Medical (acquired by private investors), Asthmatx (acquired by BSX), and many more.

• **Christopher de Souza**, Managing Director, Broadview Ventures



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

• **Diana Saraceni**, Co-Founder & General 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 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.

• **Simon Haworth**, Founder & CEO, The Sino-UK Fund



Simon is an entrepreneur and innovator having founded or co-founded more than ten companies so far. In 2006 he founded IPSO Ventures with two colleagues, listing the company in London in 2007 and creating seven new technology companies from scratch in the following three years. He has created technology and service businesses in Europe, China and the US. Since 2010 Simon has focussed on commercialization of technology and the financing of innovation. He is currently developing the Dynasty team, bringing in senior individuals to lead projects under development in China. These people know how to take a drug through IND stage, have a clear understanding of US and Chinese regulatory processes from personal experience, have taken products successfully through Phase I and II, and either speak Mandarin or have worked long enough in an Asian context to know how business in China is done.



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

- Current areas of interest
- Current challenges in 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.

• **Tom Miller**, Founder & Managing Partner, GreyBird Ventures 



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



• **Ekkehard Kauffmann**, Global Business Development, M&A, Roche Diagnostics

M&A and Strategy lead in Roche Diagnostic Global Business Development, responsible for external growth strategies as well as evaluating and securing early to commercial stage innovation for Roche Diagnostics through acquisitions and other deal types. Previous leadership roles in business development and R&D at Bayer and in the Novartis spin-off company Zeptosens. Ph.D. in Biophysics and executive MBA education background.



• **Michael Sidler**, General Partner, Redalpine

Dr. Michael Sidler has co-founded Redalpine Venture Partners 2007 and acts as General Partner for Redalpine Capital Funds I to IV. Redalpine invests in European tech and health tech companies. Before Redalpine, Michael was responsible for corporate investments and M&A at Prionics AG, a Diagnostics / Biotech company in, Switzerland, where under his guidance several acquisitions have been completed. From 1998 to 2003, Michael was with The Boston Consulting Group in Zürich and Toronto. Michael Sidler holds a PhD in Life Sciences from University of Zurich. He is a member of several organizations, juries and boards for the support of innovation and startups.



• **Walter Stockinger**, Managing Partner, Hadean Ventures

Walter is a seasoned healthcare investor with previous experience in strategy consulting and basic research. After joining the Boston Consulting Group as a member of the Healthcare Practice Team Walter advised pharmaceutical companies and PE firms in the context of commercial projects as well as during buy and sell side M&A transactions. In 2009 Walter joined the London office of one of the largest specialist healthcare VC firms. Being responsible for deal sourcing, due diligence and exit management Walter gained significant experience by successfully investing into and exiting portfolio companies. Walter received a master's degree and a PhD in biochemistry from the University of Vienna. After his graduation, he worked for over five years as a research fellow at Harvard University. He has published 15 peer reviewed papers in top scientific journals including Cell and EMBO.



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?



• **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 successfully fundraise and to facilitate cross-border investments, licensing and M&A transactions.



• **Ashley Nagle**, CEO, *Seagull Therapeutics*

Ashley Nagle is the CEO of SeaGull Therapeutics, a preclinical stage company treating cancer by reprogramming the tumour microenvironment. In addition, he is the Strategy and Business Director at Domain Therapeutics, a biotech company that creates spin-off entities to develop each of its pre-clinical programmes. From his time in Lonza Biologics, Almac Sciences and Fulcrum Pharma, Ashley has experience in development of both large and small molecules, experience applied in the early stage companies with whom he has worked over the past 10 years. Ashley has a BSc and MSc in chemistry and an MBA.



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

Dr. Kohlbrenner is CEO of NeuroLucent, a Chicago-based company working on Alzheimer's disease. In addition, Bill is currently Chief Scientific Officer at Life Science Nation (LSN) and is Consulting Scientist for Boston Innovation Capital. Prior to NeuroLucent, 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.



• **Robert Lauritzen**, CEO & Co-Founder, *Cerebriu A/S*

Robert Lauritzen, CEO and Co-Founder of medical imaging software solutions company Cerebriu is a leader, intra- and entrepreneur with more than 25 years' of experience in the intersection between life science and IT. Prior to Cerebriu, Robert co-founded DentalMan, a portable dental unit medical device start-up, he partnered at IT software development and management consulting companies, managed IT applications within Ferring Pharmaceuticals, and the past decade as VP life science application outsourcing at publicly listed NNIT.



• **Walter Schmidt**, CEO, *Accanis Biotech F&E GmbH & CoKG*

ACCANIS is actively pursuing partnerships to support its first-in-class therapeutics at all development stages. Professional background: Walter Schmidt, PhD (CEO and founder) is a serial biotech entrepreneur and business angel with over 2 decades experience in the industry. A biologist by training, he has co-founded several biotech companies in Vienna including AFFiRiS, a therapeutic vaccine company with an advanced clinical program, as well as InterCell AG (now Valneva Austria GmbH), the first biotech company listed on the Austrian stock exchange.



TRACK 3:
ENTREPRENEUR WORKSHOPS & PITCH CHALLENGE



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Will & Emery

Track 3	Presenters, Pitch Challenge Finalists & Investors
9:00 - 9:50 AM LIFE SCIENCE NATION Connecting Products, Services & Capital FINDING GLOBAL INVESTORS	<ul style="list-style-type: none"> • Greg Mannix, VP of International Business Development, Life Science Nation
10:00 - 10:50 AM VENTURE VALUATION GLOBAL VALUATION SERVICES COMPANY VALUATION FOR FUNDRAISING	<ul style="list-style-type: none"> • Patrik Frei, Founder & CEO, Venture Valuation AG, Switzerland
11:00 - 11:50 AM McDermott Will & Emery NEGOTIATING TERM SHEETS	<ul style="list-style-type: none"> • Sarah Hogan, Partner, McDermott Will & Emery • Rüdiger Herrmann, Partner, McDermott Will & Emery
NEW 1:00 - 2:30 PM EUROPE INNOVATORS' PITCH CHALLENGE 5 Earliest-Stage Europe Innovators Pitch to a Panel of Investors	<p>Moderator & Investors:</p> <ul style="list-style-type: none"> • Greg Mannix, VP of International Business Development, Life Science Nation • Andreas Jurgeit, Partner, Lundbeckfonden Emerge • Benedikt Luhmann, Principal, VI Partners • Iris Öhrn, Investment Advisor - Life Sciences & Healthcare, Business Region Göteborg AB <p>Finalists:</p> <div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  <p>PLATOD</p> </div> <div style="text-align: center;">  </div> <div style="text-align: center;">  </div> <div style="text-align: center;">  </div> <div style="text-align: center;">  </div> </div>
3:00 - 3:50 PM LIFE SCIENCE NATION Connecting Products, Services & Capital FUNDRAISING BOOT CAMP	<ul style="list-style-type: none"> • Dennis Ford, Founder & CEO, Creator of RESI Conference Series, Life Science Nation

 Moderator



TRACK 3: ENTREPRENEUR WORKSHOPS

TRACK 3 PRESENTERS



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Will & Emery**

9:00 - 9:50 AM

FINDING GLOBAL INVESTORS: HOW TO CREATE A GLOBAL TARGET LIST OF INVESTORS AND PARTNERS THAT ARE A FIT



This workshop explains the importance of finding alignment between your life science company and an investor's interests. It provides the basics to create a global target list of investors and partners that are a fit for your product and stage of development. It discusses the best practices to increase precision and efficiency when identifying active investors based on fit for your opportunity. It also introduces fundraising executives to the 10 different investor types as well as provides tactical advice on how to identify the appropriate contact person and what to send in your initial outreach.



- **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 successfully fundraise and to facilitate cross-border investments, licensing and M&A transactions.

10:00 - 10:50 AM

COMPANY VALUATION FOR FUNDRAISING: WHAT ARE THE KEY PARAMETERS & HOW A LICENSING DEAL CAN BE STRUCTURED



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



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

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

3:00 - 3:50 PM

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.

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, investors and partners on the latest trends in both investor and licensing & collaboration term sheets. The workshop will cover common issues of concern to the parties to a term sheet (valuation/dilution, liquidation preference, board makeup, protective provisions, anti-dilution and IP).

- **Sarah Hogan, Partner, McDermott Will & Emery**

Sarah Hogan represents companies in the life sciences and digital health industries on structuring and negotiating intellectual property licenses, strategic collaborations and other complex commercial transactions – helping her clients leverage intellectual property assets and collaborate to develop and deliver innovative solutions that improve health and health care. Sarah uses her science background and comprehensive life sciences industry knowledge as an asset to understand critical business concerns and effectively manage complex issues. As a result of the diverse range of clients and transactions she manages, Sarah has in-depth understanding of the implications of each deal on various aspects of the business, including downstream transactions. Sarah is known for her practical approach – focusing on achieving business objectives while balancing legal risks and preserving her clients' relationship with their partners. Sarah regularly advises clients on the following transactions: license and collaboration transactions to develop and commercialize pharmaceutical and medical device products; cross-industry collaborations, joint development arrangements and joint ventures for products in the convergence of health, technology and life sciences; licensing patents, software and other technology from universities; licensing data products and data analytics solutions involving health information; licensing health IT products for both on premise and hosted (including cloud-based) solutions, including hosting, support and maintenance agreements; and manufacturing, supply and distribution agreements relating to pharmaceutical products at all stages of the product life cycle. She represents numerous types of clients, including start-up companies, venture capital and private equity-backed entities, large public companies, privately held businesses, hospitals and nonprofit research institutions.



- **Rüdiger Herrmann, Partner, McDermott Will & Emery**

Dr. Rüdiger Herrmann focuses his practice on key transactions in the biotechnology and pharmaceutical sectors. He has a wealth of experience advising national and international clients on mergers and acquisitions, licensing agreements, initial public offerings, intellectual property matters and private equity/venture capital transactions. He has a particularly strong background in dealing with life science matters in the US, Europe, China and Taiwan. Rüdiger is an international speaker on biotechnology, pharmaceuticals, private equity and M&A topics, having lectured at Bio International, Bio Europe, Bio Equity, and the Venture Capital forum in London, among other conferences.





1:00 - 2:30 PM

EUROPE INNOVATORS' PITCH CHALLENGE

MODERATOR & INVESTORS



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McDermott
Will & Emery

The Europe Innovators' Pitch Challenge invited the earliest-stage Europe innovators to apply for an opportunity to pitch to a panel of investors. The 5 finalists were selected by LSN's Expert System and scientific review team to present their technology through a 8-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.

**• 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 successfully fundraise and to facilitate cross-border investments, licensing and M&A transactions.

**• Andreas Jurgeit, Partner, Lundbeckfonden Emerge**

Andreas Jurgeit joined Lundbeckfonden Emerge, the early stage investment unit of the Lundbeck Foundation, as Partner in January 2019. Andreas has been active in various operational and financing roles over the last decade. He was first exposed to biotech as a scientist collaborating with 3V Biosciences during his PhD and later joined Zurich-based venture investor Redalpine as Investment Manager. Most recently, as Director of the Merck Ventures Life Science team, he has conducted investments globally, with portfolio companies and board mandates in Europe, the US and Israel. Andreas holds degrees in Molecular Biology from the University of Innsbruck and a Ph.D. in Virology from the University of Zurich.

**• Benedikt Luhmann, Principal, VI Partners**

Benedikt joined VI Partners in 2018 as Principal focusing on Healthcare investments. In his previous career, Benedikt build and grew a digital health start-up as COO, he provided advise as consultant of international strategy consultant firms (i.a. The Boston Consulting Group) on product development and commercial strategy to medical device and pharmaceutical companies. In addition, he served as assistant to the management of a European hospital company and focused as scientist of a university hospital on oncology research. Benedikt received a graduate (MD/ PhD) in medicine from the University of Kiel after studying medicine at the University of Kiel, University of Cape Town, Yale University and Harvard University. His PhD thesis addressed oncology/ cancer biology.

**• Iris Öhrn, Investment Advisor - Life Sciences & Healthcare, Business Region Göteborg AB**

Biochemist, PhD, MBA, with over 15 years of experience as a Life Science and healthcare professional working in an international environment with matters related to scientific research, business development, technology transfer, regulation, internationalisation and financing. Currently employed as an Investment Advisor for Life Science at Business Region Göteborg, Iris provides advise and support to key executives from international investment firms and Fortune 500 companies looking for novel breakthrough technologies that could impact or disrupt the market. She is currently involved in several European organisations either as an expert or as a member of the board. For instance she is the Vice Chairman of ScanBalt, a Healthtech mega-region in the Nordics and Baltics. She is one of the experts and jury members of the European Commission / EASME investment committee that selects and funds with 3Beur Europe's most disruptive SMEs.



1:00 - 2:30 PM

EUROPE INNOVATORS' PITCH CHALLENGE



FINALISTS

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PLATOD

Platelets are blood cells which stop bleeding. The only source of platelets for transfusion is from blood donors, but there are issues of shortage, safety and efficacy. PlatOD provides an alternative to platelet transfusion from blood donors, by manufacturing platelets from stem cells using fluidic devices. With its 3 patents and know-how combining physics and biology, PlatOD has a key asset, the short duration of platelet production in its fluidic device. With its must-have technology, addressing the issue of large-scale production, PlatOD will provide the means to produce at a reasonable cost, the large volumes requested for clinical studies. The plan is to develop a pilot in 2 years, with a 4M€-fundraising.

iluria health
Personalized ADHD management

Iluria is a digital health company focusing on ADHD. In a nutshell, we aim to solve the current trial and error ongoing treatment in ADHD patients. We are doing so through an ML based solution which provides on-going, personalized & passive ADHD monitoring, using biomarkers data (wearable agnostic) and AI analysis.

Revax

Revax is delivering revolutionary new vaccines for respiratory infections. 2019 scientific publications show that vaccines delivered to the lungs are highly effective being more effective than traditional injection vaccines and provide broader cross-reactive and long-lasting protection. Bringing together key players in aerosol delivery, academic excellence in vaccines, industrial support and clinical research organisation expertise, Revax promises to deliver a revolution in vaccination.

Advantages:

- * More amenable to use in children and the elderly
- * Cross protective, valuable for seasonal changes in influenza and valuable for pandemics
- * More effective vaccines, for example for TB
- * More boostable immune responses
- * Lower dose is required, reducing costs and time of manufacture, and facilitating storage and logistics issues, etc


SUMONDO

We are developing a device that can help workplaces reduce costs regarding stress-related sick-leave. They can cut sick-leave expenses with 60% and increase work productivity. From our device, the employees get biofeedback and learn what their stress-level is. The management can collect the data and show it on a common dashboard. Interventions should be made and their effect can be measured before and after. We measure 24/7, also during sleep and can give early warnings about emerging toxic, chronic stress, which would lead to severe illness, long-time absence and inability to work. Our main target are workplaces. A secondary target are hospitals which we can help reduce stress and provide early warnings about severe developments in the patients with cardio-vascular diseases.

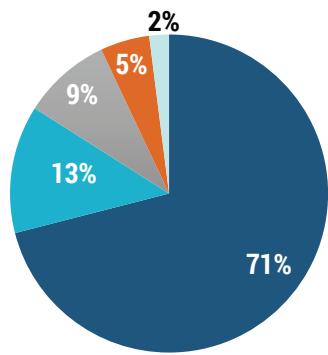

verde[®]
biopharma

Medicinal cannabis is efficient - but hard to administrate - due to the challenges of THC. Verde biopharma is developing a unique set of products for pharmacies, healthcare and personal use that levels the playing field for therapeutic applications of medicinal cannabis, in a safe manner within the guidelines of the newly presented WHO recommendation for a legal rescheduling of cannabis. Our platform allows for greater individualization of medicinal cannabis products for the global market - and a practical solution to many of the challenges of the new market.



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.

WHO MEETS WITH WHOM AT RESI CONFERENCES

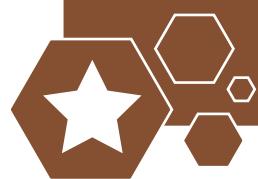


- Investor & Startup
- Startup & Service Provider
- Investor & Investor
- Investor & Service Provider
- Startup & Startup

INVESTOR BREAKDOWN BY TYPE

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%





SPONSORS & MEDIA PARTNERS



Title Sponsors

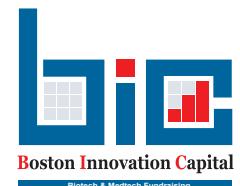


STETSON FAMILY OFFICE

Gold Sponsors



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Bronze Sponsor



BUSINESS REGION
GÖTEBORG

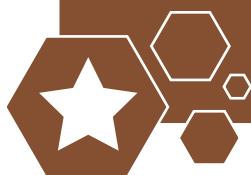
Media Partners



VENTURE VALUATION
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SPONSORS



STETSON FAMILY OFFICE

SFO, established in 1919, has focused, among other things, on rebuilding the private equity healthcare eco-system globally and is working with a number of cities and states around the globe in addressing the Valley of Death for life science companies – year 0 when a company is formed to year 3 or later when typically institutional for-profit capital becomes available. www.stetsonfamilyoffice.com



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



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.



Created in 1979 by 31 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.



Boston Innovation Capital
Biotech & Medtech Fundraising

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.



BUSINESS REGION
GÖTEBORG

We are a non-profit company working to strengthen and develop trade and industry in the Gothenburg region. We offer our competence and contacts within a wide variety of areas and industries. Are you starting, developing or wanting to establish a business in our region, this is your perfect starting point.

STETSON FAMILY OFFICE Global Family Office BioForum



LIFE SCIENCE NATION AND STETSON FAMILY OFFICE JOIN FORCES *Launch Collaboration to Provide Early Stage Funding for International Healthcare Startups*

The joint initiative between Life Science Nation (LSN) and Stetson Family Office (SFO) will:

- Assist international life science startups in raising seed capital, series A and B funding rounds, and offer a Boston-based immersion fundraising and partnering program.
- Prepare and integrate these startups into LSN's global partnering ecosystem, including the Redefining Early Stage Investments (RESI) Conference Series in Boston, San Francisco, Europe and Asia and access to LSN's partner network.
- Use family office philanthropic and impact investment strategies, along with angel investors' expertise, in seed rounds to move compelling technology out of the labs and onto the commercial development path. It will focus specifically on years 0 to 3, commonly referred to as "The Valley of Death".
- Advance women as investors and as entrepreneurs in the life sciences.
- Direct preliminary interest in products that impact healthy brain, diabetes, obesity and heart disease, although all products are welcome.

As a kickoff to the strategic alliance, the Stetson Family Office will be the Title Sponsor of the 2019 Redefining Early Stage Investments conference series. The LSN and SFO collaboration will take the best of the high-growth international start-up life science companies, with which LSN is working, and provide them access to the global angel and family office network of Global Family Office BioForum (GFOB), established by the Stetson Family Office. GFOB is the preeminent alliance of international family offices. Currently in 18 cities in the U.S., Europe and Asia, it is dedicated to speeding up the early-state life science product development journey in years 0-3, working in cooperation with the Angel Capital Association with 13,000 members in 260 organizations.

About Life Science Nation

LSN is a leading global partnering ecosystem that allows early stage international companies, with compelling technology assets, to get plugged into LSN's global early stage investor and channel partner network, with minimal cost and a big ROI. Essentially, LSN is a matching platform for early-stage buyers and sellers across the domains of drugs, devices, diagnostics and digital health. www.lifesciencenation.com

About Stetson Family Office

SFO, established in 1919, has focused, among other things, on rebuilding the private equity healthcare eco-system globally and is working with a number of cities and states around the globe in addressing the Valley of Death for life science companies – year 0 when a company is formed to year 3 or later when typically institutional for-profit capital becomes available.

www.stetsonfamilyoffice.com

For more details:

To connect with LSN, contact Nono Hu at m.hu@lifesciencenation.com

To connect with SFO, contact Maria Makela at maria@stetsonfamilyoffice.com



Stetson Family Office Global BioForum Brings Its Early Stage Investors to RESI Europe



Dennis Ford

An interview with **Chuck Stetson**, CEO, Stetson Family Office

– By **Dennis Ford**, Founder & CEO, Life Science Nation;
Creator of RESI Conference Series



Chuck Stetson

The Stetson Family Office has been active in driving global initiatives between two key investor groups: family offices that have desire and dollars to impact global health, and regional angel groups who have the ability to vet and recommend compelling early stage life science technologies. These alliances have the power to accelerate early stage investment across the silos of drugs, devices, diagnostics and digital health. There is a multitude of global early stage life science startups that are in need of early stage funding partners who can provide the capital to develop the next generation healthcare products. These next generation products will have a great impact on virtually everybody on the planet.

Recently Dennis Ford, CEO of Life Science Nation and the creator of the Redefining Early Stage Investments Conference Series (RESI) sat down with Chuck Stetson, the CEO of the Stetson Family Office and founder of the Global Family Office BioForum, to get an update on Chuck's global initiatives.

Dennis: Chuck, what exactly is the Global Family Office BioForum (GFOB)? How many Family Offices participate and how many cities throughout the world?

Chuck: I created and launched the entity Global BioForum because like my own family office, I discovered there were other family offices that are genuinely interested in philanthropy and social impact investing in healthcare, but finding and vetting the technology assets proved to be a challenge for them because of limited staff. To meet the challenge I created a strategy to match up regional angel networks with up to 40 members vetting each deal with regional family offices within the early stage life science arena. I did this by creating a strategic relationship with Life Science Nation and bringing my family office groups to the RESI conference events where they are able to connect with angels and also find technology that they may want to invest in. Over the last year I have hosted 4 very successful family office luncheons at the RESI events and will be bringing some of my family office network to the RESI Vienna Conference on March 25.

Currently we have an affiliated group of 260 active family offices meeting quarterly in 19 cities in the U.S., Europe and Asia, with a stated goal to help to strengthen the life science early stage ecosystem. On April 23-24th, 2019, there will be a Global BioForum gathering in Chicago and will be held in cooperation with the Angel Capital Association (ACA). Founded in 2004, ACA is the official industry alliance of 13,000 angel investors working in 260 organizations. My relationships with LSN and ACA have helped connect the capital with the early stage life science products and we are already seeing great results.

Dennis: What are the direct goals that you have set with the Stetson Family Office and the Life Science Nation alliance?

Chuck: Early stage product development is all about securing funding to get the products developed faster. It is my personal goal to create programs that will aid international life science startups in raising seed capital, Series A and B funding rounds, and also launch a Boston-based immersion fundraising and partnering program run by LSN and integrated into the RESI conferences to prepare and educate fundraising CEOs on how to go from canvassing regionally to canvassing globally for potential investors. This would essentially prepare and integrate these startups into LSN's global partnering ecosystem, including the Redefining Early Stage Investments (RESI) Conference Series in Boston, San Francisco, Europe and Asia and access to LSN's partner network.

Dennis: Would you like to add some more commentary on your efforts?

Chuck: In summary, I want to use the Global BioForum to help provide the seed rounds to move compelling technology out of the labs and onto the commercial development path. It will focus specifically on years 0 to 3, commonly referred to as "The Valley of Death". Another goal is to advance women as investors and as entrepreneurs in the life sciences. Last but not least, is direct preliminary interest in products that impact healthy brain, diabetes, obesity and heart disease, although all products are welcome.

Inaugural Redefining Early Stage Investments (RESI) Asia Events

The Creation of a Global Fundraising Superstructure

SHANGHAI

November 12th, 2019

TAIPEI

November 14th, 2019

BOSTON (March 18, 2019) - Life Science Nation (LSN) announces its inaugural Redefining Early Stage Investments (RESI) Asia events, taking place in November of 2019.

RESI Asia will comprise of RESI Shanghai, taking place on November 12th, and RESI Taipei, taking place on November 14th. These new events paired with the RESI San Francisco, RESI Europe, RESI Philadelphia and RESI Boston in 2019, create a global superstructure for funding early stage assets across the silos of drugs, devices, diagnostics and digital health. This allows fundraising CEOs, investors and channel partners to meet every few months and form global relationships with partners who fit their strategic interests. LSN plans to bring outside of Asia fundraising CEOs and investors who have a distinct interest in getting into the vast Asian marketplace. Whether to take advantage of clinical trials or get new products into the key Asian markets. Taiwan is a technology leader in micro machines, robotics and custom silicon chip monitoring and control devices that will be changing the very fabric of the healthcare world. Combining these two life science centers will allow for partnerships and investment syndicates to emerge through new global alliances.

Dennis Ford, CEO of LSN and creator of the RESI Conference Series, commented that "This global early stage fundraising superstructure will help move the needle in healthcare on a truly international scale." We would especially like to thank the sponsors that are making these events possible, with both events sponsored by the Stetson Family Office and McDermott, Will and Emery. In addition, for LSN's RESI Taipei will be partnering with Taiwan's Ministry of Science and Technology (MOST).

About Life Science Nation

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

For more information

Contact: the RESI Team

RESI@lifesciencenation.com



NOTES





Fundraising CEOs

if you're looking for a place to

- Meet 300-500 investors across 10 categories and strategic partners from North America, Europe and Asia seeking early-stage technology assets
- Achieve great ROI - 16 partnering meetings in one day that are a fit for your stage of development & product
- Join top-notch and insightful investor panels and early stage workshops



Service Providers

if you're looking for a place to

- Fill your pipeline with clientele across drugs, devices, diagnostics and digital health backgrounds
- Meet qualified active healthcare investors and gain access to their portfolio companies
- Showcase your service to thousands of potential clients and network all day

RESI Conference Is the Ideal Place for You

The Redefining Early Stage Investments (RESI) Conference is an ongoing global conference series that is held regularly every few months. Join us at RESI, where you'll meet 300-500 early stage life science companies from the discovery stage all the way to phase II, 300-500 active global investors across 10 catrgoires, and many more organizations to build strategic partnerships.



RESI

REDEFINING
EARLY STAGE
INVESTMENTS

CONFERENCE SERIES
2019



SAN FRANCISCO, CA

JANUARY 8, 2019



VIENNA, AUSTRIA

MARCH 25, 2019



PHILADELPHIA, PA

JUNE 3, 2019



BOSTON, MA

SEPTEMBER 11, 2019



ASIA

NOVEMBER 12-14, 2019