RESI
REDEFINING EARLY STAGE INVESTMENTS

JUNE 3, 2019
PHILADELPHIA, PA

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

ONSITE GUIDE

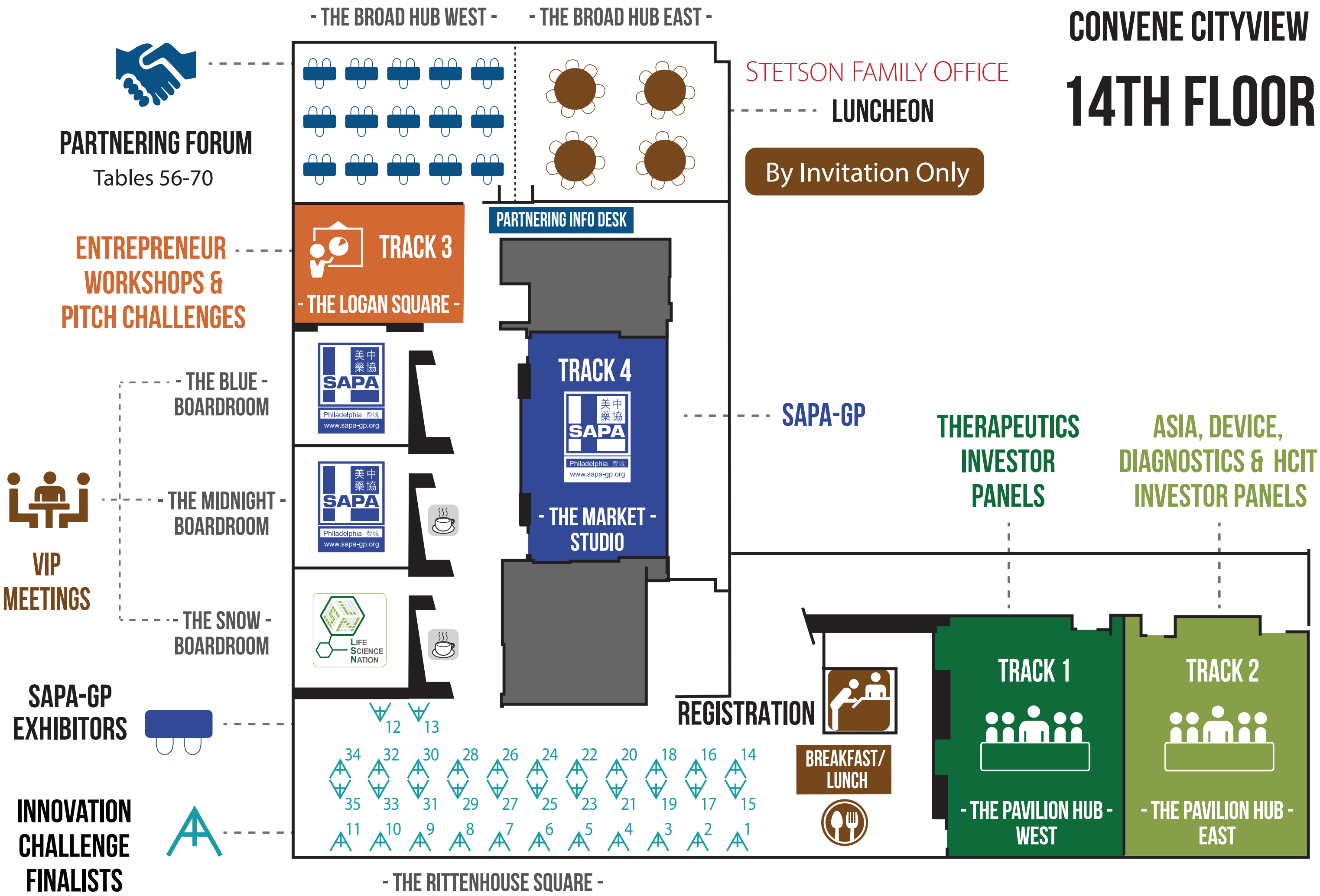
LIFE SCIENCE NATION
Connecting Products, Services & Capital

McDermott Will & Emery

STETSON FAMILY OFFICE

#RESI | RESIConference.com | Convene Cityview

CONVENE CITYVIEW
14TH FLOOR



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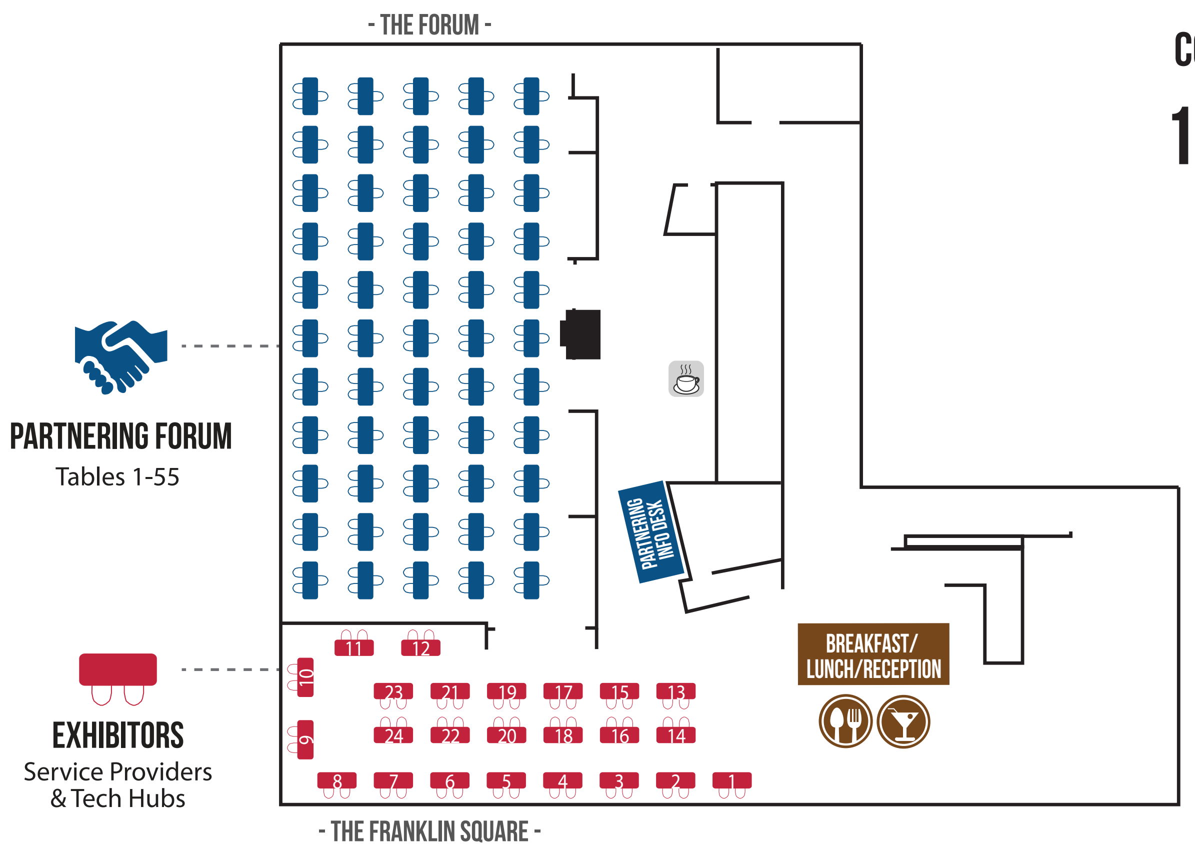

CONTENT

RESI

JUNE 3, 2019

WELCOME TO RESI

The RESI conference was created to bring early-stage companies together with early stage investors and strategic channel partners. The theme is to maximize the capability of finding partners who are a fit for the stage of development and product of a firm. Seeking funding for life science companies comes with multiple challenges.

First, there is an abundance of early-stage companies seeking capital in the US and globally, as a result of immense governmental R&D support at life science technology hubs around the world. These companies, whether university spin-outs or independently founded, find themselves competing for a limited amount of regional capital, and many of them require strategic advice to help launch and stage a successful global fundraising campaign.

Second, it can be extremely difficult to find and get in front of the active investors in the space, be they angels, family offices, VCs, PE, or Pharma. This is often due to the sheer volume of deal opportunities in their inbox, making it hard for the startup to differentiate itself. Compounding the early stage funding dynamic is the lack of a public face for many family offices, most choosing to be in stealth mode under the radar screen, posing yet another challenge to getting in front of the right investor.

What's unique about RESI is that the event is cross border and cross domain. RESI focuses squarely on connecting startups with 10 categories of global investors 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 2000 global investors and channel partners that regularly attend 2-3 RESI conferences a year. LSN estimates that over 300 companies have raised over $400mm dollars as a result of including RESI as part of their fundraising strategy.

We'd like to give a special thanks to our sponsors, Stetson Family Office, McDermott Will & Emery, Medmarc, SAPA-GP, KOTRA, as well as all of our investors and channel partners and fundraising CEOs. Please make sure to visit the posters of the 35 companies, representing 9 countries, selected to present posters in the Innovation Challenge. In addition, we encourage you to go see the 8 companies participating in the Innovators' Pitch Challenge and the 6 companies from the delegation from South Korea participating in the Korean Pitch Challenge.

Today we trust that you all get the most out of RESI Philly and make new connections that will drive your company forward. Later in 2019, the RESI conference will be Boston on September 11th and finishing the 2019 journey with RESI Asia in November 12 in Shanghai, China and Nov 14th in Taipei, Taiwan. 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

LIFE SCIENCE NATION
Connecting Products, Services & Capital

RESI AGENDA

Time	Track 1: Therapeutics Investor Panels	Track 2: Asia, Device, Diagnostics & HCIT Investor Panels	Track 3: Entrepreneur Workshops & Pitch Challenges	Track 4: SAPA-GP	SAPA Philadelphia www.sapa-gp.org	Track 5: Partnering Forum
7:00 - 8:00 AM: Registration & Breakfast						
8 - 8:50 AM	*PANEL AND WORKSHOP SESSIONS START AT 9 AM*					MORNING EARLY STAGE PARTNERING FORUM
9:00 - 9:50 AM	**BIG PHARMA** Pipeline Strategy for Preclinical and Early Clinical Assets	**ASIA THERAPEUTICS** Exploring the Asia Biotech Industry & Popular Therapeutic Areas of Interest in Asia Markets	VENTURE VALUATION GLOBAL VALUATION SERVICES **DEAL & PRODUCT VALUATIONS**	**KEYNOTE PRESENTATIONS** 1. Life Science in Greater Philadelphia 2. Globalization in Life Science	**VC - STARTUP NETWORKING**	
10:00 - 10:50 AM	**GLOBAL TECH HUBS** New Models for Turning Life Science Innovations into Startup Success	**KOREA INVESTORS** How Can Companies Seek to Work with Korean Investors & Strategic Partners	McDermott Will & Emery **NEGOTIATING TERM SHEETS**	**PANEL DISCUSSION** STARTUP ECOSYSTEM IN GREATER PHILADELPHIA		
11:00 - 11:50 AM	**FAMILY OFFICES & ANGELS** How Do Family Offices & Angels View Seed & Series A Rounds?	**ASIA CORPORATES & STRATEGICS** Major Players in the Asia Markets Look Externally for Technologies of Strategic Fit	kotra Korea Trade-Investment Promotion Agency **KOREA PITCH CHALLENGE**	**PANEL DISCUSSION** US-CHINA BILATERAL INVESTMENT		
12:00 - 1:00 PM: Lunch Break						
1:00 - 1:50 PM	**INVESTING IN CELL & GENE THERAPY** The Next Generation of Therapeutic Technologies	**DIGITAL HEALTH INVESTORS** Leveraging Software to Lower Costs & Improve the Quality of Care	**GLOBAL INNOVATORS' PITCH CHALLENGE** 8 Tech Hub Constituents Pitch to a Panel of Early-Stage Investors	**STARTUP ROADSHOWS**	**OPEN TABLE CONSULTATION** IP and US Tax Incubators & Facilities	AFTERNOON EARLY STAGE PARTNERING FORUM
2:00 - 2:50 PM	**INVESTING IN MENTAL & BEHAVIORAL HEALTH** Exploring a Commonly Misunderstood Space Through Digital Health Solutions	**MEDICAL DEVICE INVESTORS** Investing in Novel Engineering				
3:00 - 3:50 PM	**EARLY STAGE THERAPEUTICS INVESTORS** Investing Early in Novel Therapeutics	**DIAGNOSTICS INVESTORS** New Generation of Technologies Changing Treatment Paradigms	**TALES FROM THE ROAD** Biotech & Medtech CEOs Share Their Story			
4:00 - 4:50 PM	**CORPORATE VENTURE CAPITAL** Corporate Landscape Morphed & New Opportunities Abound	**AI IN HEALTHCARE** Cutting Edge Computing Creates New Opportunities for Healthcare Investors	LIFE SCIENCE NATION Connecting Products, Services & Capital **FUNDRAISING BOOT CAMP**			
5:00 - 7:00 PM: Cocktail Reception						

Better Health at Lower Cost Coalition

To Advance Sustainable Development Goal #3

SUSTAINABLE DEVELOPMENT GOALS

"Ensure healthy lives and promote well-being for all at all ages"

- Alzheimer's Disease today kills more people than breast cancer or prostate cancer combined.
- In the United States alone, the cost to government which excludes the substantial family care costs, is $279 billion currently and is estimated to grow to $1.1 trillion by 2050.

"At least 30% of Alzheimer's disease is related to factors that can be influenced, including blood pressure, depression, education and physical activity. With no Alzheimer's disease drug trial yet ***proving successful we need to turn to these preventable measures which have proven beneficial*** even in people with genetic susceptibility for dementia." Miia Kivipelto, PhD, Lead Researcher, the FINGER study and the World Wide FINGERS Initiative, in 25 countries.

This study is considered to be the baseline for demonstrating that lifestyle intervention of nutritional guidance, exercise, cognitive training and management of vascular risk could greatly prevent or postpone cognitive decline. Dr. Kivipelto serves as a Scientific Advisor to the Stetson Family Office.

Inviting Others to Join

Stetson Family Office and the Global Partnerships Forum are forming a partnership of Businesses, Governments, Foundations and Family Office for creating a "Go To" platform for prevention of chronic diseases with a focus on Alzheimer's, advocacy of healthy living choices, and training of our Global Health Community. Join us.

STETSON FAMILY OFFICE
Global Family Office BioForum

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GLOBAL PARTNERSHIPS FORUM

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We welcome you to participate in the RESI Innovation Challenge!

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

As you explore the exhibit hall, you will encounter RESI Innovators showcasing their technology via poster displays. Along with your RESI attendee badge, you will find five RESI Cash tokens that you can use to 'invest' in the most promising RESI Innovators. Take a look around this collection of cutting-edge life science technology, and leave your RESI Cash with the entrepreneurs that most inspire you. The invested capital will be tallied up and the top three winners will be awarded during the cocktail reception at the end of the day. Winners will be featured in the Life Science Nation (LSN) newsletter with readership of 23,000.

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

RESI Innovators

Cell EnVison Easel 1	RiCHE Easel 2	MedicalVision Easel 3	ENTAC MEDICAL Easel 4	otolith™ Easel 5
PHENOMIC AI Easel 6	AKADEUM LIFE SCIENCES Easel 7	AIBIOS Easel 8	Focal Cool Easel 9	KeborMed Easel 10
EMTORA BIOSCIENCES™ Easel 11	NuriBio Easel 12	shaperon Easel 13	THRIVE BIOSCIENCE Analytics. Automation. Better Biology. Easel 14	serenno MEDICAL Easel 15
EmstoPA Easel 16	WINSANTOR Easel 17	BIOCORP Easel 18	Smart™ MEDICAL DEVICES INC Easel 19	GENESEN Easel 20
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Cell EnVison

The major technology, SACA chip, is a microfluidic chip that uses gravity, evapotranspiration, and liquid lateral force to form large area single-layer cells. Each chip has 8 wells and can spread 2ml of whole blood in 5 minutes. Due to its low physical damage characteristics, the spiked tumor cell line has survival rate up to 90%, and the recover rate reach 85% under concentration 1:107 with standard fluorescence identification (2 positive, 1 negative). After that, the automated imaging system observe the numbers, morphology and relative position of the cells in the chip within 40 minutes. Finally, the selected rare cells can be removed by cell needle grasping accessories for subsequent analysis, such as culture, genetic analysis or drug toxicology etc.

RiCHE

Our ATOM (Advanced Thermo-Optical Modulated) PCR technology can shorten the sample-to-report time down to less than 30 minutes with accuracy equivalent to traditional testing in molecular laboratory. Fully integrated testing kit and instrument system reduces handling time to just 1 minutes. Without prior sample-elution, DNA-extraction and purification, it is consistency for any care provider to perform one-site testing and take action as earlier as possible.

MedicalVision

A real-time upper gastrointestinal (UGI) rebleeding monitoring system is developed for early detection while reducing the current workload. Our system provides 1) direct and real-time images in the UGI tract, 2) automatic image analysis for rebleeding alarm, and 3) reduction of the current monitoring procedure.

ENTAC MEDICAL

Entac Medical is a predictive analytics company developing noninvasive medical devices for predictive and diagnostic medicine based on a novel, patented platform technology, Previs Audio Spectral Analysis. The first application, PrevisEA, is a noninvasive, disposable, self-contained device demonstrated in three clinical trials to predict postoperative ileus (POI), acute paralysis of the GI tract that occurs in 25% of colorectal patients with onset 2-7 day after surgery. There is currently no method to determine which patients are at risk, increasing length of stay and causing readmission rates greater than 20%. Predicting POI is a $2 billion global market in GI surgery alone. There are no devices or tests currently approved for the prediction of POI.

ōtolith™

Otolith Labs is a clinical-stage medical device company positioned to deliver the first therapeutic device for vertigo. Vertigo affects 16 million Americans a year, causes over $10 billion a year in emergency department spending, and no major payer has an existing standard of care for chronic vertigo. Initial clinical data indicates that Otolith technology provides immediate relief to virtually all vertigo and dizziness patients suffering from vestibular migraines, vestibular neuritis, and ototoxicity. FDA approval is anticipated in late 2020.

PHENOMIC AI

Phenomic AI uses high-content image-based screens in combination with deep-learning to identify novel targets and therapies for cancer and fibrosis. Unlike todays screening approaches that use small-molecule or genetic libraries to profile in vitro models, Phenomic is building a first-of-its-kind antibody library against cell surface targets. Hits that arise from screening this library will be much faster to develop to clinic, can be tested in combination and engineered into multi-specific therapies, and may possess atypical mechanisms of action. By commercializing this platform through strategic partnerships and two internal discovery projects of lung and colorectal cancer, we aim to become the world leaders in phenotypic antibody discovery.

AKADEUM LIFE SCIENCES

Akadeum Life Sciences was established to create next generation separation technology and to fundamentally change the way that isolating cells and other biological targets is approached. The company is using microbubbles to solve longstanding problems in the industry. Separation applications include research, in vitro diagnostics, pathogen detection and cell therapy.

AIBIOS, CO., Ltd. is a private pharmaceutical company and specializes in the development of novel small molecule drugs for inflammation related diseases. AIBIOS's mission is to develop novel drugs modulating immune responses to satisfy highly unmet medical needs. AIBIOS is developing an oral drug for inflammatory bowel disease (IBD). The drug candidate, AIB301, has a novel mechanism of action exerting biological effects in modulating immune responses in intestinal mucus, not only the adaptive immune system but also the innate immune system, which distinguish itself from other drugs and drug candidates for IBD treatment. AIB301 is in IND enabling stage with GMP grade drug substance will be delivered in June 2019 and soon will be evaluated with GLP toxicity preclinical studies.

The recent deaths of Luke Perry and John Singleton in their early 50's reinforce the devastating impact of stroke. FocalCool, LLC seeks to commercialize a targeted temperature management system (TTMS) to reduce ischemia-reperfusion brain injury following acute ischemic strokes (AIS). The TTMS consists of two major components that would be used during mechanical thrombectomy procedures:

1. A disposable Khione Catheter™ that maintains the current functionality of interventional guide catheters yet allowing for precise temperature control.
2. A reusable Khione Infusion System™ that is easy to use, safe, and effective, providing closed loop control to optimize patient outcomes.

For the brain there are about 20,000 mechanical thrombectomy procedures each year in the US and about ten times that amount worldwide.

The percentage of medical devices which are connected is projected to increase from 48% to 68% over the next five years. KeborMed provides a Platform as a Service to medical device and remote patient management companies. KeborMed combines the following components in one cohesive product offering, which is easy to deploy and with bundled pricing: (1) medical device wireless connectivity hardware/software; (2) device connectivity software hub; (3) EDC for medical device clinical trials (feasibility and pivotal studies); (4) HIPAA compliant data acquisition, storage and presentation cloud platform; and (5) clinical workflow solution. Companies developing connected medical devices and remote care platforms are not our competitors - they are our customers.

We are developing a micro-encapsulated, targeted formulation of rapamycin, a powerful drug with many potential therapeutic uses. Unfortunately, the chemical rapamycin is unstable, insoluble in water, and very toxic limiting it to advanced and progressive diseases. Our formulation solves both the chemistry and toxicity issues, allowing impact on several unmet medical needs. We are the first company to develop a less toxic form of rapamycin. Our first indication is Familial Adenomatous Polyposis (FAP) a rare genetic disease where hundreds to thousands of polyps form in the gastrointestinal tract, and cancer is certain. The only "treatment" available is removal of the colon, sometimes done prophylactically as early as the teen years. Our drug, eRapa, was able to prevent the formation of polyps in a mouse model in a dose-dependent manner; some mice had no polyps. Surprisingly, the highest dosed FAP mice out-lived wild type mice. We have Orphan Drug designation and plan to start a Phase 2a efficacy study this year.

NuriBio has vigorously focused on research and development of PCR-based genetic analysis tools, resulting in proprietary technology that outperforms its' competitors. NuriBio's PROMER™ tech is composed of DNA-RNA-DNA structure and performs primer and probe function simultaneously, unlike primer and probe system consisting only of DNA. RNase H enzyme, which degrades the RNA-DNA structure within PROMER, is added and only when the PROMER RNA site binds precisely to the target gene, the RNA-DNA structure is degraded and amplification begins. Therefore, only the target gene can be selectively amplified, so that it is possible to realize high performance with low cost without additional experiments with fewer components.

Shaperon is a biotech company navigating in the universe of immunology and inflammation. Their flagship compounds are TGR5 agonists, first of its kind developed for inflammatory diseases such as atopic dermatitis,ulcerative colitis, sepsis, and Alzheimer's disease. Shaperon is further developing anti-cancer therapeutics with its nanoMAbtechnology. NanoMAb is next generation antibody therapeutics based on alpaca-derived antibodies whose size, physiological stability, and structural simplicity are best suited for indications in oncology, inflammatory diseases, and other immune-mediated diseases. Shaperon has built its own proprietary nanobody libraries and novel targets in optimization stage.

Thrive Bioscience's instruments, software and analytics represent one of the few innovations in the $18B per year cell culture market in over 65 years. Cell culture is key to biomedical research yet is performed manually and without data. Thrive's products enable scientists to consistently grow healthy cells with imaging, documenting, analyzing and automating cell culture and stem cell culture. Thrive is currently in beta-test at major research institutions such as the Broad Institute, Harvard Stem Cell Institute and Massachusetts General Hospital and is launching its first products in six months. Thrive has raised $20M and has filed 46 patent applications.

Serenno Medical, an Israeli Medical Device startup, is developing a novel method to predict, identify and avoid life-threatening ICU complications such as Acute Kidney Injury, by using a robust, hands-free, low-cost and non-invasive device measuring continuous Urine Output for hospitalized patients. The Serenno Sentinel is showing good results in a multicenter ICU FIH clinical trial and entering a fast growing $1.5B market tackling an increasingly dangerous problem affecting 19 million people per year.

EmstoPA, a humanised monoclonal antibody fragment (Fab) for the treatment of bleeding complications in patients who have received the clot buster tPA (Activase® (Alteplase)), is being developed by EmstoPA Ltd. tPA is used in conditions caused by blood clots such as strokes, pulmonary embolism and heart attacks. The product is innovative because it is a first in class biotechnology product which addresses an area of high unmet medical need, for which there is currently no existing standard of care. It will meet the FDA / EMA criteria for accelerated drug approval as well as FDA Orphan Drug status. We are seeking $15.5 M to enable us to achieve phII B, Human POC.

Nearly 1-in-15 people globally are directly afflicted with peripheral neuropathy, a debilitating neurodegenerative condition with no treatment. WinSanTor, the incorporation of the leading researchers and clinicians, are advancing through clinical studies (its lead drug now in phase 2), drugs that, to date, are preventing and reversing the disease, by regrowing damaged nerves, returning functional loss, and most of all, improving patients quality-of-life. And amazingly, WinSanTor has been able to move the needle through the concerted funding efforts of stakeholders (government grants, and insider and patient investors). Thus, WinSanTor is striving to impact the lives of today's patients heavily burdened by peripheral neuropathy.

Biocorp is a digital health company focusing on smart drug delivery devices with the ambition to connect exisiting drug delivery devices with connectivity add-ons as well as developing new integrated proprietary products. Biocorp has been developing Mallya, a first in class add-on for pen injectors, connecting existing pen injectors and providing crucial information to the patients and to the healthcare professionals such as the dose delivered, the date and time of injection

Smart Medical Devices, Inc., a company of Surgeons for Surgeons. Surveys confirm that surgeons struggle with their most basic skill set- that is drilling safely into bone and then placing the correct length screw. SMARTdrill presents Osteoscopy: Radiation-free Continuous Drill Bit Localization. SMARTdrill allows the surgeon to use Data, not Dogma; to visualize, anallyze and quantify what the drill is doing. This results in a reduction in waste, time, radiation, stress, and guessing in the OR. Eliminate plunge, depth gauges and complicatications. Drill Smart! Improve results! Join the Smart Revolution!

Genesen Inc. is developing peptide-based new drugs that selectively inhibit toll-like receptors (TLRs), to treat autoimmune diseases. Computational simulation and phage display are used to discover peptide candidates, followed by secondary structure prediction and molecular dynamics simulation to optimize the peptide sequence. The experienced Genesen team is aimed not only to develop the first-in-class peptide drug to cure lupus patients, but also to expand to other immune diseases such as rheumatoid arthritis, IBD, Psoriasis and Multiple sclerosis.

Universal Sequencing Technology (UST) Corporation is an early stage biotech company headquartered in Boston with a branch in San Diego. Established in 2015 by a group of NGS veterans from Roche/454 & ThermoFisher, UST is dedicated in the development of the most advanced DNA sequencing technologies that provide long read, fast, accurate and cost effective DNA sequencing solutions. UST has two key patent pending technologies: (1) the TELL-Seq™ linked read technology that enables short-read 2nd gen DNA sequencers to produce 3rd gen like long read results. A sequencing ready WGS library can be generated in a single PCR tube in 3 hours, able to replace both fragment and mate-pair libraries and become a new standard WGS lib prep method. (2) 3rd gen nano-sequencer technology, able to sequence the whole human genome accurately in 1 hour at cost under $100.

SOUNDABLE

Soundable Health is a digital health company with leading sound AI technology. Our mission is to help people to understand and manage their health and diseases easily to live with dignity. Our first product, PRIVY™, is a mobile app that records the sound of the urine stream on the smartphone at the bathroom and turns it into clinical-grade urine flow exam results for prostate and bladder patients and their physicians. Through alpha and beta test we launched the open-beta app in the US and Korea and have collected over 4000 actual measurement data and results from users and physicians. Especially, over 100 physicians we met in Korea and in the US notice the possibility of the platform for greatly improving clinical workflow and care process. Including Massachusetts General Hospital, Texas Children's Hospital and Seoul National University Hospital, 6 clinics/hospitals have been participating in clinical researches since 2017. Also, health insurance companies and pharma companies are very much interested in the world's first & largest real-world data in urology. We're planning to start unpaid pilots in private practices and institutional settings from June and aim to expand partners for paid pilots with initial revenue by early 2020.

CardioVere

CardioVere is a spinoff of ChemImage, an established technology company with world-leading expertise in molecular chemical imaging & proven technology for helping end users (military, law enforcement, forensics, pharmaceuticals) to see what is otherwise unseen, including expertise in applying molecular chemical imaging to unmet clinical problems. CardioVere is developing a non-invasive, objective monitoring device to measure and score peripheral edema, at the point of care, in patients with Congestive Heart Failure, to help minimize hospital readmissions, improve health outcomes, and reduce the overall cost of care.

ORUM THERAPEUTICS

Orum Therapeutics (OT) is a biotech company with offices in Daejeon, Korea and Cambridge, Massachusetts. OT developed cell-penetrating antibodies that can access the cytosol of living cells following receptor-mediated endocytosis. This will enable producing next-generation therapeutic antibodies that directly target cytosolic proteins, which are associated with many untreatable or difficult-to-treat human diseases including cancer and other rare diseases. OT can engineer various therapeutic antibodies capable of entering the cytosol. Because OT's fully human antibodies do not require chemical conjugation or formulation for delivery, their manufacturing procedures are similar to those used for any therapeutic monoclonal antibody. OT's antibodies can be engineered to specifically bind different cell-surface receptors to enhance targeting to specific tissues.

EUKARŸS
The Synthetic Gene Therapy Company

Eukarÿs' C3P3 system of is the first ever non-viral artificial eukaryotic expression system, which synthetizes at high rate mRNA of interest in host-cell cytoplasm. C3P3 is used for a radically new type treatment called synthetic gene therapy using on artificial DNA for safe, 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 will enter in regulatory preclinical phase soon. Two other programs in hepatology and oncology will be announced soon. Our objective thus sought is an IPO in 2022 after the clinical POC phases. To achieve this goal, our financing needs are of €15M, the current fundraising is of €2M.

yband therapy

yband therapy AG empowers patients with hemiparesis due to neurological conditions, e.g. stroke or similar, to monitor their arm rehabilitation efforts. Our wearable ARYS™ me tracker together with the companion app helps them stay motivated and let them celebrate their successes. The system is perfect for remote patient monitoring: It allows the rehab facilities to stay in contact with their patients also after discharge. FDA cleared the product for sale in the US just recently. A soon to be rolled out new feature will allow for the first time to transmit exercises through the cloud to patients and automatically follow their execution. We are currently looking for 2 M USD to accelerate sales and to enter the US market in 2019.

TNeuroPharma

99.6% of Alzheimer's Disease drug trials fail, with no phase III trial meeting its primary endpoint in the last decade. A major reason for this failure is that Alzheimer's cannot be definitively diagnosed without autopsy. This means that many patients enrolled in Alzheimer's drug trials fail to respond because they don't have the disease. An accurate, non-invasive biomarker for pre-trial screening is needed to make meaningful progress in Alzheimer's Disease. By targeting dysfunctional T-cells, T-Neuro's biomarker technology can identify and confirm early diagnosis of Alzheimer's disease – allowing pharmaceutical companies to develop and test drugs in real time, saving them hundreds of millions of dollars, decades of time and potentially leading to pharmaceutical breakthroughs in the treatment of Alzheimer's disease.

Drusolv Therapeutics

Drusolv Therapeutics is a clinical-stage drug company based in Philadelphia. We are developing a novel, high-dose statin for early intervention in a blinding eye disease called age-related macular degeneration (AMD). AMD is the leading cause of blindness in developed countries, affecting more people than glaucoma and diabetic retinopathy combined. Unfortunately, there are currently no drugs for intervention before the onset of late-stage vision loss. This is a $4B per year, completely unmet need. Our product, Ocustatin™, was developed at Harvard University. A very successful proof-of-concept clinical trial has shown that early intervention with Ocustatin substantially reduces progression to late-stage blindness. The founder and CEO of Drusolv is a successful serial entrepreneur with extensive experience in AMD.

Notogen is an early-stage biotechnology company developing a regenerative biological therapy for the treatment of degenerative disc disease. Degenerative disc disease, which frequently manifests as chronic lower back and spinal pain, is an indication with huge unmet need as there are currently no disease-modifying treatments for the disease. We believe Notogen's lead product, NTG-101, has the greatest likelihood to be the solution to this disease. Notogen has recently published impressive large animal and small animal in vivo data, as well as human in vitro data, has had a successful pre-IND meeting with the FDA and is now looking to raise a Series A round to finance the cGMP biologic manufacturing of its therapeutic and its Phase I/II clinical trials.

Alzheimer's is a terrible disease that affects millions and has no cure. The fact that there is no fast, reliable, noninvasive and easy to execute diagnostic tool, is a significant barrier for finding this cure. Neurognos is a two years old biomedical startup that aims to fill that gap, with our first product Neuroprecise, a blood-based diagnostic test for Alzheimer's Diseases (AD). Our technology uses the precision of microRNA molecules and the power of machine learning to deliver a diagnostic result with high sensitivity and specificity using a simple blood sample and "common use" clinical equipment. This would improve the recruitment process at pharmaceutical companies running clinical trials on drug for Alzheimer patients, saving millions of dollars and helping to get faster and better results.

VitalSines has developed the world's first product to calculate an individual's Internal Age™. This measurement is a powerful total health metric that places Vitalsines as a leader in the field of biological aging and how to track it. The Internal Age™ metric is backed by science and developed by a physician. VitalSines will now move to a more software focused solution as 3rd party hardware is becoming more sophisticated.

GenomeOpinion's goal is to integrate genomic and health data to develop novel technologies to improve human health. The Company was co-founded by a medical doctor from Seoul National University Hospital and researchers from Genome Analytics of Samsung Group in 2017 - together, our team has +30 years' experience of genomic data analytics. We are currently focusing on integrating NGS based in-vitro diagnostic test results and longitudinal health record data, in order to predict and diagnose risks related to cardiovascular diseases and cancers. The Company launched a study on inherited risk related to cardiovascular diseases by conducting analysis on ~36,000 samples from Korea Biobank. We have also formed a strategic alliance with a health checkup clinic in Korea to conduct cardiovascular disease related risk analysis on ~5,000 personnel.

At Mezomax we developed a non-hormonal anabolic drug for the oral intake that accelerates fracture healing by stimulating bone forming cells through regulating calcium metabolism. In order to produce our drug, we developed a solvent-free technology based on the solid-state chemical reactions. There are 600,000 delayed and non-union fractures every year in the US, which cost $9.2B to healthcare. A non-union is defined as "a fracture that has not completely healed within 9 months of injury, with serial radiographs demonstrating no progression of healing during the final three months". Currently, there are no FDA approved non-invasive drugs for this indication. We are going to register our drug for the treatment of non-union fractures as the main indication.

AlphaStroke is a device that helps first responders in early detection of both Stroke and Large Vessel Occlusions (LVO), which is a severe stroke with a different standard of care available at far fewer hospitals. AlphaStroke will improve patient outcomes by decreasing time to treatment of these patients and increasing the number of patients eligible for the gold standard of care because such interventions are time-limited. Hospital volumes of these reimbursable stroke interventions will increase. AlphaStroke also improves efficiency by decreasing the rate of inter-hospital transfers. AlphaStroke is a portable, durable EEG-based device that uses specially designed disposable electrode caps easily placed on a patient's head. It uses proprietary machine-learning derived algorithms to detect LVO/Stroke-specific electrical biomarkers in the brain.

Voyant is developing a smart toilet platform that fully automates point-of-care urine diagnostics. Our add-on device to toilets automates POC urine testing from specimen collection to delivery of results. The patient scans her hospital ID wristband on the device before urinating into the toilet. The device automatically collects and analyzes the sample. The system sends the results directly to the electronic medical record, delivering results in 5 minutes. Our cost-effective solution improves the efficiency, accuracy and user experience of urine testing.

Exhibiting Companies

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EXHIBITING COMPANIES

Sino-American Pharmaceutical Professionals Association - Greater Philadelphia (SAPA-GP) is a professional organization founded in 2002. We strive to serve the rapidly growing pharmaceutical professional community in the Greater Philadelphia area. The Greater Philadelphia area is one of the major hubs for global pharmaceutical companies (e.g. BMS, GSK, Johnson & Johnson, Merck, Pfizer, Teva), biotech companies (e.g. Alliance Pharma, Frontage Laboratories, PuraCap, Shire) and academic institutions (e.g. University of Pennsylvania, Thomas Jefferson University, Temple University, Drexel University, Rowan University, Villanova University). Over past decades, SAPA-GP has established a broad member base and become the premier organization in the region for bridging the pharmaceutical and healthcare industries of China and the US.

KOTRA is a Korean government agency dedicated to promoting international trade and investment, drive the nation's economic development, and build prosperity for the global community. Through its 129 offices in 84 countries, KOTRA serves small and medium-sized Korean enterprises looking to tap into the overseas markets. Cultivating innovation and building a vibrant, sustainable startup ecosystem is key to reaching the next stage of Korea's economic growth. To that end, KOTRA is committed in mentoring rising startup companies and providing institutional support to facilitate their continued success.

The Development Center for Biotechnology (DCB) was established as a nonprofit research institution in 1984 using funds provided by the public and private sectors. Currently located in the National Biotechnology Research Park, the DCB champions technological innovation, industrial development, and talent cultivation as its core values. We focus on preclinical development and translational medicine research, and play a vital role in drug commercialization to drive the development of the biotechnology industry in Taiwan. The DCB focuses on research and development (R&D) of novel drugs and treatment. We offer technology licensing services as well as integration services from commissioned research to business promotion, in addition to fostering international collaborations. The DCB has over 400 talented staff members. Our headquarters is located in the National Biotechnology Research Park, with a campus located in the Xizhi Technology Park and an incubation and business promotion branch located in the Nankang Software Park. The DCB aims to become the "best partner" in the biotechnology industry. Through innovative R&D, business incubation, and business promotion, we utilize our cumulative capacity in drug R&D to align with international biotechnology and pharmaceutical development trends, thereby ensuring the quality of life and health of Taiwanese people. www.dcb.org.tw

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

BusStim LLC is a risk sharing Virtual Biotech Accelerator consisting of former senior level Pharma and Biotech executives in the NY, NJ and PA areas. We partner with companies to advance their assets, growing value; significantly increasing the chance of a successful exit e.g., a pharma deal. BusStim utilizes our team of scientists, physicians and business executives to provides the necessary skills for: enhancing their management team, successful drug development, IND activities, and clinical and regulatory guidance. By doing so we create vetted assets that enables us to raise the funding required to bring the company to a successfully exit. We provide these services as components of our Risk Sharing Co-Development & Collaboration Agreement in exchange for company equity.

The Boulder Medical Device Accelerator (BMDA) is a program for start-up companies in the medical device field that are seeking product design and development services, expert mentoring and infrastructure support in exchange for an equity investment. BMDA closes the gap between core technologies and commercializable solutions utilizing a user-centered approach to solve complex problems, translating intellectual proof of concept to commercial solutions and regulatory clearance. BMDA is looking for companies that require a physical technology or component (Class I or II technologies) for the delivery or implementation of their solution. Learn more at www.BMDA.com Funding through the Kasic Family Foundation

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

Entrepreneurs University

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

LifeX is a life science focused incubator based in Pittsburgh, Pennsylvania. We accelerate the development of early stage therapeutic, device, digital health, and diagnostic companies through one-on-one mentoring, educational programming, and an immersive, supportive community. We have an experienced on-site team and a network of industry experts to assist companies to grow their business, in a beautiful co-working space that serves as a life science community hub.

Princeton University is a vibrant community of scholarship and learning that stands in the nation's service and in the service of humanity. As a world-renowned research university, Princeton seeks to achieve the highest levels of distinction in the discovery and transmission of knowledge and understanding. As a teaching institution, Princeton has more than 1,100 faculty members instructing approximately 5,200 undergraduate students and 2,600 graduate students. But Princeton researchers also have a reputation for exploring some of the biggest questions in science. This transformative research at Princeton includes the life sciences, such as the work in organic chemistry that led to development of Alimta, a top-selling lung cancer drug. Princeton's ability to make groundbreaking discoveries in life sciences arises from its leading science and engineering departments and an interdisciplinary approach that draws upon strengths throughout the University.

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.

Life Science Nation (LSN) is a global partnering ecosystem that allows early-stage companies with compelling technology assets to get plugged into the early-stage investor and channel partner's radars with minimal cost and a big ROI. LSN is a global matching platform for early-stage buyers and sellers across the domains of Drugs, Devices, Diagnostics and Digital Health – the "4 Ds". LSN curates two databases: a buy-side of global cross-border early-stage investors/partners and a sell-side of global cross-domain technology assets. LSN also offers a sourcing and ranking service for clients who need to source and rank technology assets for channel, pipeline and portfolio development. LSN owns and operates the Redefining Early Stage Investments (RESI) conference series, a funding superstructure that runs five times a year during J.P. Morgan in San Francisco (January), alongside BIO Europe (March), alongside BIO U.S (June), Boston (September) and Asia in Shanghai and Taipei (November). LSN also owns and operates the Focus on Cures Accelerator (FOC) that provides international startups a Boston-based footprint and helps them develop and execute a global investor and channel partner strategy. Learn more at www.lifesciencenation.com

McDermott Will & Emery

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

Shareworks BY MORGAN STANLEY

Combining cutting-edge technology with outstanding client service and premier wealth management capabilities, Shareworks by Morgan Stanley is designed to simplify the complexities of equity plan management, while helping employees realize the full potential of their benefits.

MEDMARC. Treated Fairly | 40 YEARS

Medmarc was created in 1979 by 31 members of Advamed. Medmarc's purpose is to be the superior provider of liability insurance, related risk management solutions and to support the development, testing and delivery of medical products that save and improve the quality of lives. Through collaboration with our parent company, ProAssurance, and our clinical trial industry experts, we provide a single source of innovative healthcare liability insurance solutions to the life sciences companies we serve. From ideas and prototypes to the reality of commercialization and success – we can meet your changing needs. Contact us to discuss the cost of insurance coverage and what coverages are needed for your business plan.

CAPITAL ADVISORS GROUP

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

Atheln inc. Propelling life science innovations

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

DIGITAL HEALTH RECRUITMENT

Digital Health Recruitment (DHR) delivers top performing sales, marketing, and business development talent solely within the digital health space. DHR is focused on partnering with top tier companies to drive growth at the intersection of healthcare, life science, and software. Founded by former salespeople in the space, DHR providers an unparalleled focus and attention to detail like no other. Companies partner with DHR for deep knowledge about the industry, a massive network, and the experience to identify the right fit.

EXHIBITING COMPANIES

Triple Ring Technologies is a highly experienced, full service, multi-disciplined medical technology and product development partner providing funding, incubation space, support, product development services, and community for life science and medical device companies. With incubators located in both the Silicon Valley and Boston, our innovation lab staff supports, and nurtures early stage companies and our engineering teams, backed by PhD level scientific talent can meet virtually any of your technological and/or engineering challenges to drive your technology to market.

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

BioHealth Innovation, Inc. (BHI) is a nonprofit organization focused on growing the biohealth (therapeutic, diagnostic, medtech, and health IT) industry in the BioHealth Capital Region (Maryland, DC and Virginia). BHI's Executives-in-Residence, venture analysts, and other professional staff work to:

- Facilitate technology commercialization,
- Raise the profile of the industry cluster and individual organizations,
- Increase access to capital for early stage and growing companies, and
- Expand the pool of talent with commercially relevant experience.

BHI's support includes commercialization plan development, funding application assistance, jobs postings, news and event announcements, and introductions to investors, strategic partners, business advisors, and potential clients. BHI also offers soft-landing support for international companies, and co-hosts the annual BioHealth Capital Region Forum and BioHealth Region Investor Partnering Conference. For more information: www.BioHealthInnovation.org

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

Pact & Partners is a leading global executive search firm, dedicated to Life Sciences. In the last three decades, it has been appointing the best talents for Fortune 500 as well as mid-size and start-up companies across continents. Sectors of expertise include: Pharmaceuticals, Biotechnologies, MedTech, Digital Health, Gene and Cell Therapy, Hospitals, Cosmetics, Nutrition, Bioenergy, and the Animal Health Industry. With offices in Boston, Miami, Paris, Copenhagen and Lausanne the firm's global reach is also defined by its dynamic teams and their ability to build lasting partnerships with clients and candidates alike.

STC Biologics, Inc. is a boutique CDMO located in Newton, MA that provides full CMC services and consulting to enable its partners advance their biologic products from discovery to commercial approval. STC Biologics was founded in 2009 and its team brings expertise in biologics drug development from global biopharmaceutical companies. The cross-training of its scientists in diverse fields with integration of biology into CMC development is what makes STC Biologics unique in its ability to expedite timelines to the clinic. STC Biologics strives to realize "Speed to Clinic" through integrated product development, technical rigor, and flexibility.

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

LSN Holdings
Global Life Science Partnering Platform

LIFE SCIENCE NATION
Connecting Products, Services & Capital

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

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

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

RESI
REDEFINING EARLY STAGE INVESTMENTS

5 Annual Conferences

SAN FRANCISCO — JANUARY

VIENNA, AUSTRIA — MARCH

PHILADELPHIA — JUNE

BOSTON — SEPTEMBER

ASIA — NOVEMBER

Boston Innovation Capital
Biotech & Medtech Fundraising

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

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

INTEGRATED WITH LSN & RESI
Making your fundraising more efficient and effective based on technology and relationships

TRACK 1: THERAPEUTICS INVESTOR PANELS

TRACK 1

Track 1	Moderators & Panelists
9:00 - 9:50 AM **BIG PHARMA** Pipeline Strategy for Preclinical and Early Clinical Assets	• **Shiv Krishnan,** Sr. Director, Head, Partnering, External Sciences & Innovation, Global BioTherapeutics, *Sanofi* (M) • **Joyce Chan,** Director, Business Development, *Amgen* • **Murali Gopalakrishnan,** Sr. Director, Head Search & Evaluation Neuroscience, *AbbVie* • **Somjeet Dey,** Senior Manager, *Otsuka Pharmaceuticals*
10:00 - 10:50 AM **GLOBAL TECH HUBS** New Models for Turning Life Science Innovations into Startup Success	• **Chuck Stetson,** CEO, *Stetson Family Office* (M) • **Christian Soschner,** CEO, *CS Life Science Invest* • **Paul Bertsch,** Current Chief Scientist, *Life Sciences Queensland* • **Dar-Bin Shieh,** Deputy Minister, *Ministry of Science and Technology (MoST)* • **Val Kratzman,** Senior Advisor, *Business Finland*
11:00 - 11:50 AM **FAMILY OFFICES & ANGELS** How Do Family Offices & Angels View Seed & Series A Rounds?	• **Chuck Stetson,** CEO, *Stetson Family Office* (M) • **Deanna Belsky,** Associate, *Dolby Family Ventures* • **Loretta McCarthy,** Managing Partner, *Golden Seeds* • **Richard Anders,** Managing Director, *Mass Medical Angels* • **Yaniv Sneor,** Founding Member, *Mid Atlantic Bio Angels*
1:00 - 1:50 PM **INVESTING IN CELL & GENE THERAPY** The Next Generation of Therapeutic Technologies	• **Shyam Patel,** Assoc. Director, Portfolio Development & Review, *California Institute for Regenerative Medicine* (M) • **David Xu,** Chief Business Officer, *Viva Biotech* • **Hannah Shen,** Associate Director, *BridgeBio* • **Jane Hollingsworth,** Managing Partner, *Militia Hill Ventures* • **Peter Young,** Venture Partner, *Pappas Capital*
2:00 - 2:50 PM **INVESTING IN MENTAL & BEHAVIORAL HEALTH** Exploring a Commonly Misunderstood Space Through Digital Health Solutions	• **Alejandro Zamorano,** VP of Business Development, *PainQx* (M) • **Matthew Miller,** Managing Director, *Techstars + UnitedHealthcare* • **Robert Garber,** Partner, *7wire Ventures* • **Valerie Photos,** Managing Partner, *Iaso Ventures*
3:00 - 3:50 PM **EARLY STAGE THERAPEUTICS INVESTORS** Investing Early in Novel Therapeutics	• **Sunil Shah,** CEO, *o2h Ventures* (M) • **Barbara Schilberg,** CEO, *BioAdvance* • **Chris Church,** Manager, Partnering & Strategy, *AstraZeneca* • **Preston Noon,** Principal, *Agent Capital* • **Stephen Goodman,** Founding Member, *Mid Atlantic Bio Angels*
4:00 - 4:50 PM **CORPORATE VENTURE CAPITAL** Corporate Landscape Morphed & New Opportunities Abound	• **James Kasuboski,** Senior Director, *Boehringer Ingelheim Venture Fund* • **Alicia Irurzen-Lafitte,** Partner, *UCB Ventures* • **Hakan Goker,** Senior Investment Director, *M Ventures* • **Olga Danilchanka,** Senior Associate, *MRL Ventures Fund*

(M) Moderator

9:00 - 9:50 AM
BIG PHARMA

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

• **Shiv Krishnan,** Sr. Director, Head, Partnering, External Sciences & Innovation, Global BioTherapeutics**,** *Sanofi*

Shiv Krishnan leads Business Development and Licensing for Technology Platforms in Sanofi covering areas such as Biologics, Drug Discovery and Translational Sciences. Shiv obtained a BS in Zoology from American College, Madurai and went on to do a PhD in Protein Sciences at the University of Technology, Compiegne, France. After working in France for nearly 2 decades as a scientist in biotech, vaccines, gene therapy and drug discovery, Shiv has been involved in partnering, managing large alliances and leading search and evaluation efforts for Sanofi's R&D for nearly 15 years. He is based in Bridgewater, NJ and manages an international team based in the US, France, UK and Germany.

• **Joyce Chan,** Director, Business Development**,** *Amgen*

Joyce Chan is a Director of Business Development at Amgen Inc and currently leads global in-licensing efforts for Amgen's Neurosciences portfolio. Over the last five years, she also oversaw evaluation of external programs for Amgen's Cardiovascular/Metabolism portfolio. Prior to joining BD, Joyce was a researcher within the Cardiometabolic therapeutics group, engaged in both large and molecule translational research for Amgen's dyslipidemia and heart failure programs. Of her most notable contributions, Joyce was the lead author on the first proof-of-concept publication supporting an anti-PCSK9 pharmacological approach for LDL-C lowering. In addition, she is a co-inventor of Repatha (evolocumab), the first anti-PCSK9 antibody indicated to reduce the risk of myocardial infarction, stroke and coronary revascularization, and for further LDL-C reduction in heterozygous and homozygous familial hypercholesterolemia. Prior to her nearly 15 years at Amgen, Joyce held various research roles in the departments of Cardiovascular Research and Pharmacology at Berlex Biosciences (an affiliate of Schering AG) where she engaged in early drug discovery efforts for hypertension and heart failure.

• **Murali Gopalakrishnan,** Sr. Director, Head Search & Evaluation Neuroscience**,** *AbbVie*

Murali joined Abbott/AbbVie in 1993 and subsequently held various positions of increasing responsibility leading research teams across therapeutic areas in neuroscience, pain, urology and nephrology, and advancing multiple clinical candidates. He has extensively published in scientific journals and was inducted to the AbbVie's Volwiler Research Society. From 2009-2013, Murali took on the role as Head of the then newly formed Global External Research group. He was also responsible for the leadership of AbbVie China R&D Center in Shanghai, since its inception in 2009 and subsequently led the Renal Discovery Therapeutic Area across sites, and via a network of academic partnerships. Since 2015, he has taken on a leadership position within AbbVie's Search & Evaluation team, with global responsibilities for accessing and advancing opportunities in in the Neuroscience Therapeutic area.

• **Somjeet Dey,** Senior Manager**,** *Otsuka Pharmaceuticals*

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

TRACK 1

10:00 - 10:50 AM
GLOBAL TECH HUBS

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. Around the world, governments, regional institutions and large corporations partner and found initiatives to help the newest innovations develop. In this RESI panel, featuring speakers from around the globe, the audience can learn from about new initiatives that are creating opportunities for life science startups to thrive.

- 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 organize with the much smaller J.P. Morgan. At his death, Eugene was Coca-Cola's longest serving member of the Board and of the Executive Committee. Chuck Stetson, the third generation running the family office, is an entrepreneur, venture capitalist, and philanthropist. The Stetson Family Office started Healthcare Impact Foundation, a 501-c-3 organization, in 2017 to bring capital and management expertise to local life science companies and to build and maintain an efficient life science eco-system composed of R&D facilities, incubation facilities, venture capital investors, angel investors, family office investors, and networks of experts in science, management, industry, reimbursement and public policy. Stetson Family Office has set up a unique Global Family Office BioForum with family offices around the globe working closely with their local healthcare innovation. Family Offices are responding with excitement.

- **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.

- **Paul Bertsch,** Current Chief Scientist**,** *Life Sciences Queensland*

Professor Paul Bertsch was appointed as interim Queensland Chief Scientist in February 2019.Paul is also Deputy Director-Science of the Land and Water Business Unit at CSIRO where he led a team of approximately 650 scientists and technical specialists from across CSIRO working on the stewardship of land and water resources, ecosystems and the built environment. He has championed interdisciplinary and cross-agency science approaches to address the significant challenges facing Australia and the world, specifically around the environment, natural resource management and sustainability. Prior to joining CSIRO in 2013, Paul was the Director of the Tracy Farmer Institute for Sustainability and the Environment and Professor of Environmental Chemistry and Toxicology at the University of Kentucky, Lexington. Paul has authored or co-authored more than 300 scientific and technical publications, and has held numerous executive roles for national and international scientific committees.

- **Dar-Bin Shieh,** Deputy Minister**,** *Ministry of Science and Technology (MoST)*

Mr. Dar-Bin Shieh has worked as the Deputy Minister at the Ministry of Science and Technology (MoST) Taiwan since September 2018. He has a D.D.S from National Yang-Ming University and a D.M.Sc from Harvard School of Dental Medicine. Before being called to work at the MoST, Mr. Shieh worked at National Cheng Kung University College of Medicine and Hospital from 1999 to 2018. He remains as the Distinguished Professor at the Institute of Oral Medicine, National Cheng Kung University College of Medicine. As the Deputy Minister, Mr. Shieh's portfolio includes Life Sciences, Foresight and Innovation, International Cooperation in S&T, and Science Education.

- **Val Arthur Kratzman,** Director Healthcare Americas**,** *Business Finland*

Mr. Kratzman is an international business strategist who works with startups and SMEs to clinically validate their ideas and strategically grow them. He co-developed Finland's national start-up mentoring and coaching program and has over 30 year's international experience. Val lead the KPMG team that built the consulting company BearingPoint. He is a graduate of the Wharton Business School and the Pennsylvania State University concentrating on healthcare administration and corporate effectiveness.

FAMILY OFFICES & ANGELS

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* M

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

- **Deanna Belsky,** Associate, *Dolby Family Ventures*

Deanna currently works at Dolby Family Ventures as an Associate where she is responsible for diligence efforts and portfolio management across the life sciences sector with a focus on neuroscience. Dolby Family Ventures invests in accelerating the path to a cure for Alzheimer's disease. The portfolio includes novel disease-modifying therapeutics, diagnostics, and technologies that facilitate better science in clinical trials and basic research. Prior to joining the Dolby Family Ventures team, Deanna worked at both a biotech hedge fund and a life sciences consulting firm where she conducted scientific, clinical, and commercial diligence around novel therapeutics. Before that, she served as a postdoctoral fellow at Stanford University where she studied molecular mechanisms of neurodegeneration. Deanna received her PhD from Rockefeller University studying underlying cell death mechanisms in a mouse model of ALS. She received her BS in Biochemistry and BA in Asian Studies from Indiana University of Pennsylvania.

- **Loretta McCarthy,** Managing Partner, *Golden Seeds*

Loretta McCarthy is a Managing Partner and Founding Member of Golden Seeds, an investment organization that invests in early-stage, women-led companies in the United States. Golden Seeds is one of the largest and most active angel investment networks in the country. It was founded nearly 15 years ago and is recognized for its advocacy of women entrepreneurs, gender diversity and a commitment to education. Since 2005, Golden Seeds has had over 800 investors who have invested nearly $120 million in over 150 companies. Loretta manages the national Golden Seeds angel network. Previously, she was on Wall Street for over 20 years, at both American Express and OppenheimerFunds.

- **Richard Anders,** Managing Director, *Mass Medical Angels*

Richard Anders is an investor and long-time entrepreneur. He founded the legal software publishing company Jurisoft, which he sold to Lexis/Nexis, published newspapers including Boston Digital Industry and New York Digital Industry and currently serves as managing director of Rubin/Anders Scientific, which places scientists as consultants in patent projects. Richard founded and currently runs MA Medical Angels (MA2), one of the country's leading angel groups focused exclusively on life sciences. He has founded the angel group Launchpad, the nationally renowned Science on Screen event at the Coolidge Corner Cinema and was a founding trustee of the Massachusetts Interactive Media Council. He served for many years as a member of the Dana Farber Cancer Center Institutional Review Board. He is a board observer at Avaxia Biologics and Siamab. Richard teaches medical device entrepreneurship at the Harvard/MIT HST program. He is a graduate Summa Cum Laude in Mathematics from Harvard and holds a J.D. from Harvard Law School.

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

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

1:00 - 1:50 PM
INVESTING IN CELL & GENE THERAPY

This panel focuses on the advent of gene & cell therapies that are now entering the market, from CRISPR to CAR-T technologies, and the way they are shifting the paradigm of therapeutic investment. Topics may include:

- Which of the technologies emerging from this field do investors find most compelling?
- What do investors do to balance the increased regulatory risk associated with these new technologies?
- Even with how new these technologies are, are there any areas that are already becoming saturated?

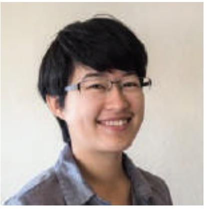
Panelists will discuss how these technologies are shifting the focus from blockbuster drugs to smaller, more defined patient populations, the manufacturing challenges associated with some of these technologies and how these new challenges are affecting their investment focus.

- **Shyam Patel,** Assoc. Director, Portfolio Development & Review, *California Institute for Regenerative Medicine* M

Shyam Patel currently serves as Associate Director for Portfolio Development and Review at CIRM. With $3 billion in funding and 168 active stem cell programs in its portfolio, CIRM is the world's largest institution dedicated to addressing unmet medical needs with cellular medicine. At CIRM, Shyam manages the application and approval process for the flagship Clinical Trial Projects Program, which has 2019 annual budget of $123M. To date, CIRM has funded 53 clinical trials in transformative stem cell-based therapies spanning various indications including oncology, rare diseases, cardiovascular and neurological disorders. Shyam also leads CIRM Business Development activities and manages the Industry Alliance Program (IAP). Prior to joining CIRM, Shyam led preclinical development of tissue-engineered graft implants as the CEO/CSO of NanoNerve, Inc. He also served as part-time Bioengineering faculty at UC Berkeley. Shyam holds a Ph.D. in Bioengineering from the Universities of California, Berkeley & San Francisco.

- **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.



- **Hannah Shen,** Associate Director, *BridgeBio*

Hannah is Associate Director at Bridgebio, where she works on the four-person asset acquisition team finding and evaluating novel therapies for genetically-defined diseases. BridgeBio invests in modalities from gene therapy, recombinant proteins, to small molecules , including early-stage and clinical-stage opportunities. We search for programs that directly target the source of the disease; since BridgeBio's beginnings 3.5 years ago, we have developed 16 therapeutic programs targeting a diverse set of diseases. Hannah grew up in Taiwan did her PhD at Harvard studying systems neuroscience.

- **Jane Hollingsworth,** Managing Partner, *Militia Hill Ventures*

Jane H. Hollingsworth is Managing Partner of Militia Hill Ventures, a business focused on building and growing high quality life sciences companies, and Executive Chair of Talee Bio, a gene therapy company with a focus on cystic fibrosis and diseases of the lung. Jane is also former Executive Chair of Immunome Inc., a cancer immunotherapy company, and co-founder and former CEO of NuPathe Inc., a publicly-traded biopharmaceutical company focused on diseases of the central nervous system and sold to Teva in 2014. Jane also co-founded and served as EVP of Auxilium Pharmaceuticals, a biopharmaceutical company focused on urology and sold to Endo in 2015. Ms. Hollingsworth is one of the leaders of the entrepreneurial and life sciences communities and serves on various industry and community boards, including DS Biopharma, Talee Bio, the University City Science Center, the Kimmel Center for the Performing Arts, and Breastcancer.Org.

- **Peter Young,** Venture Partner, *Pappas Capital*

Peter serves as a venture partner with Pappas Capital, where he leads the firm's initiatives in translational medicine and is the Program Manager for Wake Forest Baptist Medical Center's Technology Development Program. Peter's experience in the pharmaceutical and biotech industry spans all areas of the business from sales representative to country-level general manager and CEO and companies ranging from multinationals like Abbott and Glaxo to start-up biotechs. At Glaxo Wellcome he led the global introduction of the first combination HIV therapies while keying industry leadership on global treatment access. Peter also works in an advisory capacity with Cold Spring Harbor Laboratory and the Center for Biotechnology at Stony Brook University. He is a past member of the BIO national board and chairman of the North Carolina Biosciences Organization, as well as a director of Memory Pharmaceuticals until its sale to Roche in 2009. Peter has lived and worked in the US, Greece and the Middle East, Puerto Rico, New Zealand, and London. He has a BA and an MBA from Indiana University.

2:00 - 2:50 PM

INVESTING IN MENTAL & BEHAVIORAL HEALTH

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

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

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

- **Alejandro Zamorano,** VP of Business Development**,** *PainQx* M

Alejandro handles all strategic and partnering opportunities for PainQx. Alejandro has 10 years of experience in business development finance, marketing, and fundraising in the life sciences. PainQx is an A.I. powered medical device company that has developed a method to objectively measure chronic pain. The PainQx platform achieves this by assessing neural activity using EEG from a patient's brain and processing and decoding the data through proprietary algorithms. The output is a scaled pain biomarker correlates to a patient's pain state. The PainQx platform will be used by physicians as a biomarker to gauge the dosage of medication and the efficacy of a treatment regimen. This is an especially pressing need given the opioid epidemic which in 2017 claimed 49,068 Americans. Previously Alejandro was Founding Team Member & VP of Business Development at Life Science Nation (LSN), an online platform that helps entrepreneurs connect with investors that fit their investment needs. During Alejandro's tenure at LSN, the business grew from 1 to 22 employees, opened of a broker-dealer (Boston Innovation Capital), created a quarterly conference (Redefining Early Stage Investments), and the launched the LSN Company and Investor Platform. Previous to LSN Alejandro was Business Development Executive at Abpro a CRO specializing in the development of recombinant proteins, monoclonal antibodies, and the associated assay development.

- **Matthew Miller,** Managing Director, *Techstars + UnitedHealthcare*

Matt Miller is managing director of the UnitedHealthcare Accelerator Powered by Techstars focused on digital health innovation. He has previously been a founder (Running Therapy), an early stage startup employee (Perk Health), and a leader of a startup inside a large corporation (Johnson & Johnson). A trained mental health professional, Matt's educational background includes master's degrees in education and psychology/family therapy along with a PhD in Social/Behavioral Science from the University of Minnesota. In addition to running the Techstars accelerator in Minneapolis, Matt is also an advisor, mentor, and active angel investor.

- **Robert Garber,** Partner, *7wire Ventures*

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

- **Valerie Photos,** Managing Partner, *Iaso Ventures*

Valerie Photos, PhD, is a founding Partner at Iaso Ventures, a VC firm focused on early-stage investing in behavioral health and neuroscience. She is a pioneer in multiple sectors of behavioral health innovation with over a decade of operating experience at Harvard Medical School and affiliated private clinics in addiction treatment centers, programs for complex and suicidal patients residential treatments for adolescents and adults, and generalized intensive outpatient clinics. Dr. Photos has expertise in patient/provider adoption of health technologies and has consulted for state and federal task forces on suicide and addictive disorders. Valerie holds a PhD in Clinical Psychology from Harvard University.

3:00 -3:50 PM

EARLY STAGE THERAPEUTICS INVESTORS

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.

- **Sunil Shah,** CEO**,** *o2h Ventures*

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

- **Barbara Schilberg,** CEO**,** *BioAdvance*

Barbara Schilberg has held multiple leadership positions in the life sciences sector for over 30 years. Since 2002 she has served as the CEO of BioAdvance, an investor in early-stage life sciences companies and technologies in the mid-Atlantic region, growing the evergreen fund from $20M to $50M. During her tenure BioAdvance has invested $45 million in 90 companies and academic technologies, which have attracted $2.76 billion in capital; twelve companies have been acquired and eleven products have been approved by the FDA. Before joining BioAdvance Barbara served in senior management of Cephalon and three other biotech companies, where she was responsible for programs ranging from discovery to Phase 3 clinical studies. Before joining the biopharma industry, she represented a variety of universities and biotech companies with financings and technology commercialization as a partner at Morgan Lewis.

- **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.

- **Preston Noon,** Principal**,** *Agent Capital*

Dr. Preston Noon has had the opportunity to work across multiple stages of the life science sector focused on developing and investing in new therapeutics. He is one of the co-founders of Agent Capital, a healthcare VC firm focused on investing in novel therapeutics that address unmet patient need across all stages of development. Prior to Agent Capital, Preston was a Senior Associate in Baxalta's corporate venture arm, where he was responsible for supporting new investment opportunities. Before venture capital, Preston worked at Bayer Pharmaceuticals focused on business development & licensing, and also at Bristol-Myers Squibb within the medical affairs organization supporting clinical trial operations for the immuno-oncology franchise. Preston attended the University of Connecticut where he earned a BS, PharmD, and MBA. He is a member of the Kauffman Fellowship, Class 23.

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

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

CORPORATE VENTURE CAPITAL

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

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

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

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

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

- **Alicia Irurzen-Lafitte,** Partner**,** *UCB Ventures*

Alicia Irurzun-Lafitte joined UCB Ventures in March 2019 as Partner. Alicia joined from M Ventures, the corporate venture arm of Merck KGaA. Since 2014, she was instrumental in the closing of multiple new investments in Oncology, Immunology and Fertility areas in the US and Europe for the M Ventures Healthcare fund. Alicia was also closely involved with the built-up of Merck spin-offs. While at M Ventures, she served on the Board of Rewind Therapeutics as Director and Artios, iOnctura, Ribometrix, and TocopheRx as Observer. Prior to ventures, Alicia held roles in global business development at Merck Serono in Geneva and EMD Serono in Boston. During her time in business development she closed multiple early stage transactions and was involved in strategic corporate development initiatives. Alicia holds a MSc from Leiden University in Biopharmaceutical Sciences and a Ba in Biomedical Sciences from Napier Edinburgh University. Alicia is based at the UCB Ventures' Boston office and she lives in New York.

- **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.

- **Olga Danilchanka,** Senior Associate**,** *MRL Ventures Fund*

Prior to joining MRLV, Olga coordinated the microbiome discovery efforts at MRL's Exploratory Science Center (ESC) in Cambridge, MA. In this role, she was responsible for identifying novel immunological pathways through which the microbiome may contribute to disease progression. Prior to joining MRL, Olga was an Associate at Flagship Pioneering where she helped found Epiva Biosciences, a startup that merged with Evelo Biosciences in 2016. At Epiva, she helped define the company's overall strategy, as well as establishing a microbiology group that identified gut bacteria species that can be used in the treatment of autoimmune diseases. Olga earned her doctorate in microbiology from the University of Alabama at Birmingham and did her postdoctoral training at Harvard Medical School where her research was focused on the interplay between pathogenic bacteria and the host immune system.

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 2	Moderators & Panelists
9:00 - 9:50 AM **ASIA THERAPEUTICS** Exploring the Asia Biotech Industry & Popular Therapeutic Areas of Interest in Asia Markets	• **Shaoyu Chang,** Vice President, *FC Capital* (M) • **Andy Li,** Founding Partner, *BioSense Global* • **Mark Tang,** Managing Director, *Good Health Capital* • **Weiyong Sun,** Senior Director, Specialty Medicine Search & Evaluation, *Daiichi Sankyo* • **Zishan Haroon,** Chairman and General Partner, *Julz Co LLC*
10:00 - 10:50 AM **KOREA INVESTORS** How Can Companies Seek to Work with Korean Investors & Strategic Partners	• **Spencer Nam,** Managing Director, *Kensington-SV (KSV) Global Innovations* (M) • **Jung-Hee Lim,** Head of Investment, Biotech Investment Team, *InterVest* • **Sung Soo Oh,** Managing Director, *Solidus Investment* • **Jae An,** VP, Investment Division, *Partners Investment Co., Ltd.*
11:00 - 11:50 AM **ASIA CORPORATES & STRATEGICS** Major Players in the Asia Markets Look Externally for Technologies of Strategic Fit	• **Wendy Pan,** Partner, Health Ventures, *Sidley Austin LLP* (M) • **Kimberly Nearing,** Managing Director, Head of Life Sciences, *Cedrus Group* • **Larry Cai,** Executive Director, Business Development, *Fosun Pharma* • **Laura Hong,** President, *KLUS Pharma* • **Rohit Pratap Singh,** Vice President, Investments, *Xeraya Capital*
1:00 - 1:50 PM **DIGITAL HEALTH INVESTORS** Leveraging Software to Lower Costs & Improve the Quality of Care	• **Michael Thomas,** Director, *Inova Strategic Investments* (M) • **Elona Baum,** Managing Director, *DEFTA Partners* • **Gyan Kapur,** Vice President, *Activate Venture Partners* • **Sohaib Siddiqui,** Director, Emerging Healthcare Technologies, *Kettlebeck Developments* • **Uma Makhija,** Associate Director, Business Development, *Otsuka Pharmaceuticals*
2:00 - 2:50 PM **MEDICAL DEVICE INVESTORS** Investing in Novel Engineering	• **Bryan Grulke,** Partner, *Volcano Capital* • **Ibraheem Badejo,** Sr. Director, New Ventures, *Johnson & Johnson Innovation* • **Matthew Cohen,** Director of Technology, *Pangaea Ventures* • **Ronald Dorenbos,** Head, Innovation Management & Scouting, *Takeda Pharmaceuticals* • **Shahram Hezaji,** Partner, *BioAdvance*
3:00 - 3:50 PM **DIAGNOSTICS INVESTORS** New Generation of Technologies Changing Treatment Paradigms	• **Sherry Grisewood,** Chief Investment Officer, *FoxHill Asset Management* (M) • **Babette Güldenpfennig,** Global Head of Licensing, *Roche Diagnostics* • **David Cruikshank,** Partner, *ARCH Venture Partners* • **Regina Leung,** Partner, *Innovari Partners* • **Stephen Nagler,** Executive Director, *MedPro Investors*
4:00 - 4:50 PM **AI IN HEALTHCARE** Cutting Edge Computing Creates New Opportunities for Healthcare Investors	• **Yizhen Dong,** Principal, *11.2 Capital* (M) • **Armen Vidian,** Operating Partner, *Data Collective* • **Pavan Choksi,** Associate, *Arkitekt Ventures* • **Rafael Torgovicky,** Partner, *Accelmed Growth Partners* • **Sean Cheng,** Senior Associate, *Philips Health Technology Ventures*

(M) Moderator

ASIA THERAPEUTICS INVESTORS

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.

• **Shaoyu Chang,** Vice President**,** *FC Capital* M

Shaoyu is Vice President for FC Capital, a China-based VC/PE fund specialized in cross-border investments. With parallel RMB and USD funds under management, FC cultivates and invests in early- and growth-stage ventures, with a focus on sector leaders in biopharma, medical technology, and data analytics. Previously, Shaoyu served as Investment Manager for Virtus Inspire (VI) Ventures. Prior to that, Shaoyu was Director of Investor Research at LSN and Research Scholar at Duke University. Shaoyu received Master of Public Health from Harvard Chen School of Public Health and M.D. from National Taiwan University. Shaoyu is US Regulatory Affairs Certified with robust knowledge in pharmaceutical development.

• **Andy Li,** Founding Partner**,** *BioSense Global*

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

• **Mark Tang,** Managing Director**,** *Good Health Capital*

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

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

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

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

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

KOREA INVESTORS

As South Korea's biotech industry continues to grow at a rapid pace with an abundance of innovative early-stage companies and investors/strategic partners, an increasing number of firms are beginning to actively seek cross-border investment opportunities, especially those that have strong market potential in South Korea. In this panel, investors can talk about:

- The current status of South Korea's biotech industry
- What are the benefits of looking to South Korea as a potential source of capital?
- How South Korea-based/South Korea-angled investors view and source cross-border investment opportunities, how these opportunities compare with investments in Korean companies, and the strategies they employ
- Important considerations companies should have in mind about Korea's market – how can they seek to enter this market, and how can these investors help?
- What successful deals or case studies do investors have to share?

Panelists will discuss how South Korea has continued to establish itself as one of the largest biotech hubs, and how this has affected the investment landscape from an investor's viewpoint. This discussion will aim to provide startup entrepreneurs with valuable insights on understand South Korea's life science ecosystem and the implications of working with investors that have a Korean angle.

- **Spencer Nam,** Managing Partner, *Kensington-SV (KSV) Global Innovations* M

Spencer is a Managing Partner at KSV Global. Since opening SV Investment's US office in early 2017, Spencer has led SV Investment's US activities and formation of KSV Global. Spencer brings more than 20 years of financial and strategic advisory experiences primarily in the U.S. health care industry. Prior to joining SVUS, Spencer worked as a senior research fellow at the Christensen Institute for Disruptive Innovation where he researched disruptive innovation models in the health care industry. Prior to his tenure at the Christensen Institute, Spencer spent 10 years as a licensed securities analyst for several Wall Street investment banks where he had research coverage on publicly traded companies in medical devices, diagnostics and life science tools companies. Prior to his tenure on Wall Street, Spencer was an associate at TDI Capital where he conducted investment analysis on companies in life sciences and technology sectors. Prior to TDI, Spencer was a consultant at Bain & Company where he advised senior management teams of Fortune 500 companies. Spencer holds B.A. in Mathematics from Harvard College and an MBA from Harvard Business School.

- **Jung-Hee Lim,** Head of Investment, Biotech Investment Team, *InterVest*

Jung-Hee Lim is the Head of Investment at InterVest's Biotech Investment team. InterVest is a venture capital firm headquartered in South Korea, managing approximately $1B assets. As of Head of Investment, Jung-Hee has been managing investment strategies in new medicine, medical device, and digital healthcare sectors, pipelines, and post investments. Jung-Hee manages the "Intervest Global Pharma Fund", which has $100M assets and is focused on biotechnology-based venture companies. Jung-Hee earned a M.S. in Immunology in Yonsei University.

- **Sung Soo Oh,** Managing Director, *Solidus Investment*

Sung Soo Oh is Managing Director at Solidus Investment, a venture capital firm affiliated with CHA Health System, a global healthcare group in South Korea. The firm has about $200M AUM and has a strong focus on investing in healthcare industry and innovative technologies and Sung Soo manages the firm's $150M "KB-Solidus Global Healthcare Fund". Prior to joining Solidus, Sung Soo had worked in M Venture Investment, Partners Venture Capital Co, LG Life Sciences, Daewoong Pharmaceuticals, etc. Sung Soo has received a Masters Degree in International Management from Sungkyunkwan University.

- **Jae An,** VP, Investment Division, *Partners Investment Co., Ltd.*

Jae is VP, Investment Division at Partners Investment Co., Ltd., a Korean VC firm with ~$500M AUM focused on biopharmaceutical and healthcare investments. Partners Investment currently manages 25 portfolio companies across China, South Korea, USA, and Europe. Jae brings over 10 years of professional experience in the biopharmaceutical industry, spanning research, consulting, clinical trials, business & strategy development. Jae has invested and managed more than 20 biopharma ventures including pharma/biologics, gene/stem cell therapies, diagnostics, and medical devices, engaging in ~$400M accumulative total transactions. Jae currently manages 2 global healthcare private equity funds and sits on the board of directors for 4 companies, and on the advisory board for 2 companies. Jae holds a Master of Sciences (MSc) degree in Medicine from Seoul National University.

11:00 - 11:50 AM

ASIA CORPORATES & STRATEGICS

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.

- **Wendy Pan,** Partner, Health Ventures**,** *Sidley Austin LLP*

Dr. Wenseng "Wendy" Pan is a leading life sciences lawyer and a member of the Board of Directors of The BayHelix Group. Her practice focuses on both public and private mergers and acquisitions, PE/VC financings and she is frequently involved in biotech companies' pre-IPO restructuring and IPOs. She has represented many well-known PE and VC funds, startup companies, growth stage and mature companies and multinational companies in a number of landmark transactions in the life sciences industry. Her deep experience and unparalleled knowledge about the industry has enabled her to provide value-added services to her clients. An active figure and leader in the US/China life sciences community, she has been recognized as a "deal broker" by BioWorld Today, by IFLR1000 as a leading lawyer and in Who's Who Legal: Life Sciences (Transactional). Dr. Pan received her JD and PhD from Columbia University.

- **Kimberly Nearing,** Managing Director, Head of Life Sciences**,** *Cedrus Group*

Kimberly Nearing has over 20 years of international life sciences experience, including in financial services, operations (Amgen, Merck, IBM Healthcare) and consulting. As the Managing Director, Head of Life Sciences at the Cedrus Group, a Hong Kong-based global boutique investment firm, Kim is focused on driving international business and investment between the U.S., Europe, Greater China, and broader Asia regions. She is also an Independent Director of a biotech company in Silicon Valley, Board of Directors/Executive Committee Member of a Foundation in Washington D.C., and Regional Leader for BayHelix (exclusive professional Chinese healthcare organization). * Master of Science with Honors from Harvard University and a Bachelor of Arts with Distinction from the University of Michigan.

- **Larry Cai,** Executive Director, Business Development**,** *Fosun Pharma*

Larry Cai is Executive Director of Business Development at Fosun Pharma USA, based in Boston MA. He has more than 20 years of experience in business development and research and development in life science industry. Larry is responsible in search and evaluation of innovative assets, ranging from early stage technology platform to late clinical stage therapeutics. Prior to Fosun, he was head of business development and public affairs at Qilu Pharmaceuticals, helped establish Qilu Boston Innovation Center (QBIC). Larry completed his undergraduate and graduate degrees in the US, after transferring from Peking University. He was involved in the volunteer based New England Sino-American pharmaceutical Professionals Association (SAPA-NE), serving as its president from 2017-2018.

- **Laura Hong,** President**,** *KLUS Pharma*

Laura Hong, M.D., Ph.D.: Dr. Hong is currently the President of Klus Pharma, a subsidiary of Kelun Pharmaceutical Group. In this role she is responsible for overseeing both R&D and business development activities for the subsidiary. Prior to assuming this role, Dr. Hong was a Principal Investigator at Merck Research Laboratories. During her 14 years tenure at Merck, Dr. Hong led various initiatives for biologic drug development and contributed to more than 10 Merck vaccines, including Vaqta, Gardasil4/9. Before beginning her industry career, Dr. Hong completed fellowship at the Cleveland Clinic Foundation where she investigated in tumor angiogenesis and metastasis. She has previously served as the President of SAPA-Greater Philadelphia. Dr. Hong received her M.D. from China Medical University and Ph.D. from the Faculty of Pharmacy at Paris Descartes University in collaboration with the French National Institute of Health (INSERM).

- **Rohit Pratap Singh,** Vice President, Investments**,** *Xeraya Capital*

Rohit joined Xeraya Capital in August 2015. He has more than a decade experience in PE/VC investments and front end investment banking. As an investment banker, he represented clients from Asia, Europe and the US, advising them on cross border acquisitions worth over USD 1 billion. As a VC he has been part of investments in US, W.Europe and Asia. Apart from developing skill sets in equity transactions, Rohit also brings in cross cultural work experience gained from working in different regions and jurisdictions, an understanding of local/international M&A laws and an extensive network of bankers and fund managers. Prior to Xeraya, Rohit worked in PwC, KPMG and Rabobank in their respective M&A/ IB teams. He graduated as an engineer and has an MBA from India's leading institution - Indian Institute of Technology, Kharagpur. He is also a Chartered Financial Analyst (CFA) charterholder.

1:00 - 1:50 PM

DIGITAL HEALTH INVESTORS

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:

- 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.

- **Michael Thomas,** Director**,** *Inova Strategic Investments*

A veteran med-tech CEO, Michael Thomas is venture capital investor with the Inova Health System Strategic Investments team (ISI and IPHA). Prior to Inova, Michael was CEO of Appian Partners, an Annapolis, MD-based life sciences consulting practice. His med-tech experience spanned several early stage, growth stage, and turn-around ventures as CEO of Appian Partners, ReGear Life Sciences, NuSomnea, Tanzen Medical, Appian Medical, iSonea, and Sleep Solutions. Mr. Thomas was founder and CEO of Appian Medical, a digital health firm that developed an algorithm to diagnose Obstructive Sleep Apnea. Mr. Thomas spent 2.5 years as CEO of iSonea Ltd (ASX:ISN), a publicly traded global, asthma digital healthcare company. He raised $25MM for iSonea and increased the company's market capitalization from $4MM to $250MM. He is a member of the Board of Directors for Circadiance, a specialty CPAP mask manufacturer. Thomas graduated from Cornell University with a degree in Microbiology.

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

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

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

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

- **Sohaib Siddiqui,** Director, Emerging Healthcare Technologies**,** *Kettlebeck Developments*

Dr. Sohaib Siddiqui is a managing partner at Kettlebeck Ventures, which is a family office based in Toronto, Canada. The company maintains a diverse portfolio of investments in land, tech and healthcare. Sohaib leads the healthcare strategy which aims to conduct impact investing in life science. As part of the company's healthcare thesis, the group aims to advise early stage start-ups, help them network in the healthcare ecosystem and make strategic investments. Sohaib has a Bachelor of Science in Biology from Queen's University. He also studied at the Royal College of Surgeons in Ireland where he has received degrees in Medicine, Surgery, Obstetrics and Gynecology. He loves working with start-ups in order to provide strategic capital and insight to tackle challenging problems in healthcare.

- **Uma Makhija,** Business Development Lead, Digital Health**,** *Otsuka Pharmaceuticals*

In Uma Makhija's role as Business Development Lead, Digital Health at Otsuka Pharmaceuticals, Uma drives search and evaluation strategy and operations for digital opportunities in alignment with Otsuka's overall corporate and portfolio goals. In addition, Uma continues to spearhead an internal culture of innovation and digital transformation through systematic, targeted initiatives. Prior to her current role, Uma was part of the team that established business development capabilities in Otsuka's US organization, ensuring optimal alignment with Japan, Europe, and US affiliates, and also led due diligence of multiple CNS, oncology, and nephrology assets. Uma completed her Bachelor's degree in Molecular Biology and Biochemistry from Hampshire College, MA, USA, and MBA from the Indian School of Business, India.

2:00 - 2:50 PM

MEDICAL DEVICE INVESTORS

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
- How to approach an investor
- Successful deals they've done before
- Common mistakes/Red flags

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

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

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

• **Ibraheem Badejo,** Sr. Director, New Ventures**,** *Johnson & Johnson Innovation*

Ibraheem (Ib) leverages his expertise in smart materials and biomaterials to support the medical device sector of Johnson & Johnson. From 2010 to 2013, Ib was a Research Fellow at Global Surgery Group of Johnson & Johnson, where he was responsible for external and front-end innovations and intellectual property for Ethicon Biosurgery. Previously, he was the Chief Scientist of Closure Medical Corp, and has held positions at Bayer, North Carolina State University, and the College of Charleston. He currently serves as an Adjunct Professor of Biomedical Engineering at Drexel University. Ibraheem has led teams in the development of biomaterials-based products and new technology / products licensed or acquired. Ib received his PhD in organic chemistry from the University of Toledo. Ib received the Science Alumni Award, Avila University in 2014. Ib is also the recipient of 24 US patents, and is well published in many peer reviewed journals.

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

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

• **Ronald Dorenbos,** Head, Innovation Management & Scouting**,** *Takeda Pharmaceuticals*

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

• **Shahram Hezaji,** Partner**,** *BioAdvance*

Shahram Hejazi, Ph.D., is a life science investor & entrepreneur. Over his 25+ year career, Shahram has invested and/or directed more than two dozen startups. Since 2008, he has been a Partner with BioAdvance, where he serves on the Boards of 6 portfolio companies and is responsible for leading investments in medical devices, diagnostics, digital health. Shahram has also been on the faculty of Princeton University, since 2014. Previously, Shahram was the president of Kodak's life science division, and before that, he was the founding CEO of Zargis Medical Corporation (a Siemens' spin off). Prior to that, Shahram was the Global Head of the Strategic Business Development at Siemens Medical. Shahram is also the Chairman of the advisory board of Integral Molecular Inc., and the Chairman of PPDC at CHOP. Shahram has a Ph.D. in electrical engineering and an executive business education.

3:00 - 3:50 PM

DIAGNOSTICS INVESTORS

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.

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

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

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

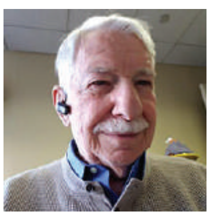
Dr. Güldenpfennig is Head of Global Licensing for Diagnostics Business Development at Roche Diagnostics and member of the Diagnostics Business Development Leadership Team. She has joined Roche in April of 2014 where she initially supported the Sequencing Unit in Pleasanton. Babette has more than 20 years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

• **David Cruikshank,** Partner, *ARCH Venture Partners*

Mr. Cruikshank focuses on instrumentation/electronics, biotechnology, medical diagnostics & devices, semiconductors, nanotechnology, advanced materials, and information technologies. Since joining the company as an Associate in August 2007, he has supported the formation, investment, and growth of a number of companies. Mr. Cruikshank is a Director to Omniome and Encodia and an Observer to Genturi, Ultivue, Voxel8, Cytrellis Biosystems, 908 Devices, Boreal Genomics, and Twist Bioscience (TWST) prior to the latter going public. Mr. Cruikshank has participated and provided operating assistance to other companies including Ciespace (acquired by ESI), PixelEXX Systems, and Crystal IS (acquired by Asahi Kasei). Mr. Cruikshank was formerly with Toshiba America Electronic Components as an engineer and manager in Business Development and was responsible for North American audio, video, and automotive semiconductor product lines with annual sales of $50 million. Prior to that, he was with Conexant Systems as an Industrial Engineer. Mr. Cruikshank holds an M.B.A. with Honors from the University of Chicago, an M.S. in Industrial Engineering and Operations Research from University of California, Berkeley, and a B.S. in Mechanical Engineering from the University of California, Los Angeles, where he graduated Summa Cum Laude and was elected to Phi Beta Kappa.

• **Regina Leung,** Partner, *Innovari Partners*

Regina is currently a partner at Innovari Partners, a fund that focuses on early-stage assets and opportunities licensed from universities with an interest towards medical technology, agriculture and life sciences. She is also an Executive Director at Bay Angels, an angel investment group that focuses on not just medtech but also other industry verticals. Regina serves as an advisor to several organizations, including Keiretsu Capital (as an exit advisor), UC Berkeley's SkyDeck accelerator and a Board member at Global Healing. Her prior healthcare experience included management roles with companies such as Gilead Sciences, Bristol-Myers Squibb, QuintilesIMS and McKesson. Regina graduated in Biological Chemistry from the University of Warwick, England and holds a M.B.A. from University of Southern California.



• **Stephen Nagler,** Executive Director, *MedPro Investors*

Steve Nagler is a lawyer who has been engaged in healthcare investment for 30 years. He has been active in the venture capital and angel investing communities and maintains strong contacts in both. He has served as General Counsel of Patlex Corporation, where he managed the successful licensing program for the company's heavily contested seminal patents covering the laser. He also served as Executive Director of the National Constitution Center and the American Bar Association's Commission on Public Understanding of the Law, among many other public interest activities. He spent two years as a Peace Corps Volunteer in Malawi, Africa.

4:00 - 4:50 PM
AI IN HEALTHCARE

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

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

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

- **Yizhen Dong,** Principal**,** *11.2 Capital* M

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

- **Armen Vidian,** Operating Partner**,** *Data Collective*

Armen brings the perspective of an entrepreneur and startup co-founder, a product marketer at Fortune 500 healthcare companies, and an investor to DCVC. He leverages these diverse experiences to guide DCVC portfolio companies in their growth, focusing specifically on those in healthcare and biotech. Armen's operational experience spans across medical devices, pharmaceuticals, insurance, and compute-driven startups in healthcare. Early in his career, he developed an online pharmacy for one of the first patient health record companies. He then spent several years in product management and early market development for first-in-class technologies at Guidant, Edwards Lifesciences, and Evalve (acquired by Abbott Laboratories). In addition to his operating role, Armen also leverages his unique cross-industry experience in technology and healthcare to identify new high potential startups for investment at the intersection of deep compute/Big Data and the life sciences. Armen holds an M.S. in Management Science from Stanford University and an S.B. in Biomechanical Engineering and a Minor in French from Massachusetts Institute of Technology.

- **Pavan Choksi,** Associate**,** *Arkitekt Ventures*

Pavan Choksi is an Investment Associate at Arkitekt Ventures, a healthcare venture fund based in New York City that specializes in investments in novel models of healthcare delivery including digital therapeutics and applications of frontier technology such as artificial intelligence, augmented reality, genomics, and brain machine interfaces to medicine. Prior to Arkitekt, he served as the Vice President of Corporate Development for Rx.Health, a venture-backed Mount Sinai Health System spin-off. As an active member of the digital health ecosystem, he serves on the Strategic Advisory Boards of the Digital Therapeutics Alliance, the Digital Medicine Society (DiMe), and NODE Health.

- **Rafael Torgovicky,** Partner**,** *Accelmed Growth Partners*

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

- **Sean Cheng,** Senior Associate**,** *Philips Health Technology Ventures*

Sean is currently an Investment Manager at Philips Ventures, a portfolio of promising health tech companies including Babyscripts, Xealth, Mytonomy, as well as a fund-of-funds to fulfill the Philips Healthtech strategy. He is interested in early-stage investment opportunities in digital health, medical devices and therapeutics. Previously, Sean held positions at the Boston Consulting Group, the U.S. FDA, and NASA. Sean also serves on the Board of Directors of The Professional Center for Child Development, Board of Advisors at the Johns Hopkins University, and the Advisory Council of the World Economic Forum's Global Shapers Community. Sean holds a PhD in Engineering Design from the University of Cambridge in England, where he developed expertise in medical device design and optimization algorithms.

kotra

Korea Trade-Investment
Promotion Agency

KOTRA is a Korean government agency dedicated to promoting international trade and investment, drive the nation's economic development, and build prosperity for the global community. Through its 129 offices in 84 countries, KOTRA serves small and medium-sized Korean enterprises looking to tap into the overseas markets. Cultivating innovation and building a vibrant, sustainable startup ecosystem is key to reaching the next stage of Korea's economic growth. To that end, KOTRA is committed in mentoring rising startup companies and providing institutional support to facilitate their continued success.

Presenting Korean Therapeutics and Medtech Startups
11:00am – 11:50am (The Logan Square)

KOTRA cordially invites you to meet six promising Korean therapeutic and medtech startups and learn of their innovative offerings. With the Korean government's policy priority to foster the growth of biotech and healthcare sectors, working with Korean life science companies has never been better. These government mandates include heavy investments in R&D, improvements in the exit processes for investors, expansion of the scope of technologies eligible for R&D tax credits, and the government's plan to reduce the time required for examination and approval of new biopharmaceutical products by half.

KOTRA's Partners for RESI Philadelphia 2019

Korea Biotechnology Industry Organization (KoreaBIO) emerged in 2008 following the merger of three biotechnology industry associations in Korea. Representing over 300 corporate members from the pharmaceutical and biotechnology sectors, KoreaBIO offers training programs and policy advocacy roles to improve the regulatory climate, promote R&D investments, and facilitate global partnerships.

Bluepoint Partners is a partnership-driven startup accelerator and an early stage VC fund that concentrates on bridging talented high-tech entrepreneurs with real global solutions. As champions of progressive startups, BP's partners and expert mentors work hand-in-hand with entrepreneurs enabling them to build a viable business, make connections, raise capital, seek growth, and fulfill their vision.

Since 2006, the Korea Institute of Marine Science & Technology Promotion (KIMST) has led the nation's marine science research and ocean management planning initiatives. KIMST develops and implements national marine policies, establishes ocean planning strategies and systems to maximize productivity, and drives future growth by putting research results to practical use.

Track 3		Presenters, Pitch Challenge Finalists & Investors
9:00 - 9:50 AM	VENTURE VALUATION GLOBAL VALUATION SERVICES **DEAL & PRODUCT VALUATIONS**	• **Patrik Frei,** Founder & CEO, *Venture Valuation AG, Switzerland*
10:00 - 10:50 AM	McDermott Will & Emery **NEGOTIATING TERM SHEETS**	• **Roger Kuan,** Partner, *McDermott Will & Emery* • **Al Sokol,** Partner, *McDermott Will & Emery* • **Rick Jones,** Partner, *BioAdvance* • **Nancy Briefs,** Co-Founder, President & CEO, *AltrixBio*
11:00 - 11:50 AM	kotra Korea Trade-Investment Promotion Agency **KOREA PITCH CHALLENGE** Introducing Promising Korean Startups	**Judges:** • **George Syrmalis,** CEO, *The iQ Group Global* • **Hemmie Chang,** Partner, *Foley Hoag LLP* • **Nilay Thaker,** Associate, *ARCH Venture Partners* • **Sundeep Lal,** CEO and Founder, *BioConnexUS* • **Yao Li Ho,** Senior Director of Business Development, *LYFE Capital* **Finalists:** NEXEL, shaperon, BIO 3S, Tomocube, IH Bio Inc., SOUNDABLE
1:00 - 2:50 PM	**GLOBAL INNOVATORS' PITCH CHALLENGE** 8 Tech Hub Constituents Pitch to a Panel of Early-Stage Investors **Moderated by Greg Mannix**	**Judges:** • **Chris Hanson,** Partner, *Grant Park Ventures* • **George Syrmalis,** CEO, *The iQ Group Global* • **Phil Grayeski,** Venture Associate, *KdT Ventures* • **Renee Selman,** Member, *Robin Hood Ventures* • **Stephen Nagler,** Executive Director, *MedPro Investors* **Finalists:** iview THERAPEUTICS, ARUGA Technologies, dB diagnostics, EndoCyclic Therapeutics, Nunetz, BioRegenics, MedifVu Customer Centered Decision Making, VASCOR
3:00 - 3:50 PM	**TALES FROM THE ROAD** Biotech & Medtech CEOs Share Their Story	M **Moderated by Greg Mannix** • **Carola Schropp,** Managing Director, *HAYIM Group* • **Jim Iversen,** CEO & COO, *Sen-Jam Pharmaceutical* • **Nancy Briefs,** Co-Founder, President & CEO, *AltrixBio* • **Thomas Forest Farb-Horch,** CEO, President & Co-Founder, *Thrive Bioscience* • **John MacMahon,** CEO, *Mitre Medical Corp.*
4:00 - 4:50 PM	LIFE SCIENCE NATION Connecting Products, Services & Capital **FUNDRAISING BOOT CAMP**	• **Dennis Ford,** Founder & CEO, Creator of RESI Conference Series, *Life Science Nation* • **Greg Mannix,** VP of International Business Development, *Life Science Nation*

M Moderator

9:00 - 9:50 AM DEAL & PRODUCT VALUATIONS: WHAT ARE THE KEY PARAMETERS & HOW A LICENSING DEAL CAN BE STRUCTURED

VENTURE VALUATION
GLOBAL VALUATION SERVICES

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

• **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.

4:00 - 4:50 PM FUNDRAISING BOOT CAMP: LAUNCHING AND EXECUTING A FUNDRAISING CAMPAIGN

LIFE SCIENCE NATION
Connecting Products, Services & Capital

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

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

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

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

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

WHAT'S BEST FOR THE COMPANY AND WHAT'S BEST FOR YOU?

McDermott Will & Emery

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).

• **Roger Kuan,** Partner, *McDermott Will & Emery*

Roger Kuan focuses his practice on intellectual property procurement/portfolio management, IP transactions and strategic IP counseling for clients in the personalized/precision medicine (e.g., genomic sequencing platforms, computational genomics/bioinformatics, molecular diagnostics, etc.), digital health, life sciences tooling (e.g., biomanufacturing, analytical instrumentation, flow cytometry, etc.), medical device and chemical industries. He has extensive experience in intellectual property strategy and management, preparation and prosecution (utility/design patents, trademarks and trade dress), counseling and litigation, licensing and technology transactions, freedom-to-operate clearances, monetization, IP due diligence, IP risk recognition and mitigation, and dispute resolution. He served as Director IP Counsel at a multinational biotechnology company, where he managed a team of lawyers and agents to support the worldwide IP needs of the company's life sciences tooling, bio production/bio manufacturing, molecular diagnostics, and nucleic acid sequencing product platforms. Roger worked in the life sciences industry for several Fortune 500 pharmaceutical, medical device, and chemical companies. He held professional positions in the R&D, sales, engineering, and regulatory affairs organizations.

• **Al Sokol,** Partner, *McDermott Will & Emery*

Albert (Al) L. Sokol has nearly 40 years of experience representing a variety of public and private technology and life sciences companies in multinational deals. He represents businesses and investors in a wide range of matters, such as venture capital and private equity investments and transactions, general corporate counseling, mergers and acquisitions, collaborations, spin-offs, strategic alliances, licenses and executive compensation issues. After attending Yale University, Al lived abroad for four years, principally in Lusaka, Zambia, engaging in micro-credit activities, primarily as an executive of the national Credit Union Association of Zambia.

• **Rick Jones,** Partner, *BioAdvance*

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

• **Nancy Briefs,** Co-Founder, President & CEO, *AltrixBio*

Strategic business leader with extensive experience creating value, driving strategy and launching product commercialization in diverse life science companies. Deep general management and fundraising expertise having raised over $500 M in equity including IPO. Innovative, collaborative and entrepreneurial, strong communicator and tenacious. Energized by turning innovation into commercial reality, working with creative scientists, and communicating value to partners and investors.

kotra
Korea Trade-Investment Promotion Agency

Sponsored by the Korea-Trade Investment Promotion Agency (KOTRA), the Korea Pitch Challenge aims to showcase innovative early-stage companies from South Korea. South Korea's life science ecosystem has been growing at a very rapid pace, and we are excited to be able to showcase these promising technologies through RESI Philadelphia. 6 companies across biotech and medtech sectors will be presenting a short pitch of their company, and the panel of judges consisting of active industry experts will provide constructive feedback.

• **George Syrmalis,** CEO**,** *The iQ Group Global*

Dr. Syrmalis is the Executive Chairman and CEO of The iQ Group Global, where he formulates the Group's strategy and leads the team to execute on that strategy. As an innovative biotechnology strategist and successful life science entrepreneur trained in Nuclear Medicine-radiation immunology, Dr. Syrmalis, through The iQ Group Global, is evolving the biotech sector and develop a portfolio of cutting-edge biotechnologies that advance medicine. In 2011, he established iQnovate Ltd. (NSX: IQN), a global intellectual property asset management organization and a member of The iQ Group Global. IQN is the majority owner of GBSG, a biosensor diagnostic technology company focused on commercializing the Saliva Glucose Biosensor in Greater China. Previously, Dr. Syrmalis founded and led as the CEO and Chairman The Bionuclear Group SA, incorporating Antisoma SA, Bionuclear Institute of Diagnosis and Therapy SA, Bionuclear Research and Development SA, and Vitalcheck SA. From 2005 onwards, Dr. Syrmalis continued his career as advisor to the Biopharmaceutical industry, advising on translational clinical trials, biomarkers and strategy to commercialize novel biologic entities in the areas of oncology, epilepsy and autoimmune diseases. He is a member of the American Academy of Pharmaceutical Physicians.

• **Hemmie Chang,** Partner**,** *Foley Hoag LLP*

As Chair of Foley Hoag's Licensing & Strategic Alliances Practice, partner Hemmie Chang regularly handles high profile intellectual property matters. Clients routinely benefit from Hemmie's strategic business perspective and legal acumen from her two-plus decades of experience within the bio pharmaceutical, medical device, gene and cell therapy and genomics sectors. She advises both established and emerging companies on a wide variety of licensing matters, from development to marketing deals - all of which involve a broad range of intellectual property assets, from patents to trade secrets, brand names to copyright. Hemmie is also Co-Chair of the Life Sciences Group and active within the firm's Business Department and Technology practice groups.

• **Nilay Thaker,** Associate**,** *ARCH Venture Partners*

Nilay Thakar focuses on identifying and evaluating new life sciences technologies and provides operating assistance to early-stage portfolio companies. He has authored 7 peer-reviewed publications with greater than 150 citations in the areas of neuroscience, stem cell biology, intracellular signalling, and epigenetics. Previously, Dr. Thakar led the turnaround of an Australian biotech start-up Stem Cells Limited, served as a Think Tank Advisor at the Australian Academy of Sciences, and worked as an Analyst at Dendright Pty Ltd, a biotech start-up developing a Rheumatoid Arthritis therapeutic. Dr. Thakar also conceived an app to help blind Australians use public transport and was selected a Finalist for Queensland Government Open Data Award. Dr. Thakar holds a B.S. in Biochemistry (High-Distinction honors), a Ph.D. in Cell Biology from the University of Queensland in Australia, and an M.B.A. from the University of Chicago Booth School of Business.

• **Sundeep Lal,** CEO and Founder**,** *BioConnexUS*

Sundeep is CEO and Founder of BioConnexUS, LLC and Senior Managing Director and Head of Healthcare Investment Banking for Auctus Capital Partners. In both of these companies he is working with emerging growth life sciences companies to help raise capital, help in business development relationships and global commercialization. He brings over twenty years of healthcare leadership experience in med-tech and pharma in US and Emerging Markets with expertise in strategy, BD, hospital solutions sales, business model innovation and new products at Medtronic & Merck. At Merck, Sundeep was in multiple licensing and business development roles spanning 7 years. At Medtronic, Sundeep was based out of Singapore for six years covering Asia-Pacific. At Merck & Co, he was in global roles based of corporate HQ in NJ, USA. He currently spend his time in New York and Singapore.

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

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

kotra
Korea Trade-Investment Promotion Agency

KOTRA cordially invites you to meet six promising Korean startups and learn of their innovative offerings.

NEXEL

NEXEL focuses on biotherapeutic development where candidates are derived from internal stem cell-based research. Using its expertise in stem cell, NEXEL also provides highly pure and functional iPSC-derived cell products. NP-011, a pre-clinical stage anti-fibrotic recombinant protein, has a potent anti-fibrotic activity. It has demonstrated its efficacy in NASH, IPF, MI animal models and has demonstrated an excellent safety profile in a 4-week multi-tox study. NEXEL offers iPSC-derived cardiomyocytes, neurons, and hepatocytes for drug discovery and development activities.

shaperon

Shaperon is a biotech company navigating in the universe of immunology and inflammation. Their flagship compounds are TGR5 agonists, the first of its kind developed for inflammatory diseases such as atopic dermatitis, ulcerative colitis, sepsis, and Alzheimer's disease. TGR5 receptor as signal transduction modulator is the optimal target for inflammatory diseases where immune homeostasis is critically damaged due to multiple factors and its restoration requires global regulation of immune cell interactions.

BIO3S

BIO3S is a research-oriented startup launched in 2016 with its mission to benefit life for humans by uncovering host defense mechanism against virus infections. Based on big data analysis obtained from proteomics, metabolomics, and transcriptomics, BIO3S developed two core bioconversion technologies: (1) producing mannunnorate oligosaccharide from seaweed alginate using safe bacterial enzyme, and (2) developing oncolytic virus using virus culture technology.

Tomocube

Tomocube, Inc. is a high-tech startup with optical diffraction tomography and DMD technology. Opening a new era for microscopy, Tomocube's revolutionary 3D holographic microscopy technique makes it possible to take 3D images of live cells without using fluorescent probes which may cause severe phototoxicity and require time-consuming preparation steps. Its products are actively used in Harvard Medical School, MIT, UPMC, and other leading institutions.

IH Bio Inc.

IH Bio's cancer immunotherapy (IH002B) is a monoclonal antibody therapy that induces complete remission (CR) in the most advanced metastatic pancreatic ductal adenocarcinoma as well as in a wide range of tumors at much lower concentrations. It has also been reported to induce CR in end-stage cancer. Histologically, the process involves fibrotic encapsulation of the tumor and creation of a space between the normal and cancerous tissues to induce spontaneous tumor resection, thus completely preventing tumor growth, motility, invasion, and metastasis.

SOUNDABLE

Soundable Health is a digital health company with leading sound AI technology. Our mission is to help people to understand and manage their health and diseases easily to live with dignity. Our first product, PRIVY™, is a mobile app that records the sound of the urine stream on the smartphone at the bathroom and turns it into clinical-grade urine flow exam results for prostate and bladder patients and their physicians Through alpha and beta test we launched the open-beta app in the US and Korea and have collected over 4000 actual measurement data and results from users and physicians.

The Global Innovators' Pitch Challenge invited all eligible tech hub members to apply for an opportunity to pitch to a panel of early stage investors. The 8 finalists were selected by LSN's Expert System and scientific review team to present their technology through a 5-minute pitch. Investors will provide feedback and questions to the pitching CEOs. This session is moderated by Greg Mannix, VP of International Business Development, Life Science Nation.

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

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

• **George Syrmalis,** CEO**,** *The iQ Group Global*

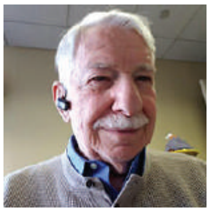
Dr. Syrmalis is the Executive Chairman and CEO of The iQ Group Global, where he formulates the Group's strategy and leads the team to execute on that strategy. As an innovative biotechnology strategist and successful life science entrepreneur trained in Nuclear Medicine-radiation immunology, Dr. Syrmalis, through The iQ Group Global, is evolving the biotech sector and develop a portfolio of cutting-edge biotechnologies that advance medicine. In 2011, he established iQnovate Ltd. (NSX: IQN), a global intellectual property asset management organization and a member of The iQ Group Global. IQN is the majority owner of GBSG, a biosensor diagnostic technology company focused on commercializing the Saliva Glucose Biosensor in Greater China. Previously, Dr. Syrmalis founded and led as the CEO and Chairman The Bionuclear Group SA, incorporating Antisoma SA, Bionuclear Institute of Diagnosis and Therapy SA, Bionuclear Research and Development SA, and Vitalcheck SA. From 2005 onwards, Dr. Syrmalis continued his career as advisor to the Biopharmaceutical industry, advising on translational clinical trials, biomarkers and strategy to commercialize novel biologic entities in the areas of oncology, epilepsy and autoimmune diseases. He is a member of the American Academy of Pharmaceutical Physicians.

• **Phil Grayeski,** Venture Associate**,** *KdT Ventures*

Phil Grayeski is a Principal at KdT Ventures. Prior to joining KdT Ventures, Phil was actively engaged in the biotech community in Research Triangle Park in North Carolina. In November 2015, Phil helped spin out StrideBio, a gene therapy company designing next-generation capsids capable of evading a patient's pre-existing immune system out of UNC-Chapel Hill with Aravind Asokan. In April 2016, Phil spun-out Ribometrix out of UNC-Chapel Hill with Kevin Weeks, a broad-based platform designing small molecule drugs against functional RNA structures. To date, StrideBio has raised over $15M (including participation by Takeda Ventures) while Ribometrix has raised over $30M (with participation by Merck Ventures, Abbvie, Amgen, and Illumina). Currently, Phil is incubating his third company coming out of Duke University. Phil's operational experience and training as an MD-PhD Candidate helps shape several investment theses within KdT Ventures.

• **Renee Selman,** Member**,** *Robin Hood Ventures*

Renee Selman is an accomplished Pharmaceutical/Medical Device/Healthcare Services Senior Executive with extensive global and domestic experience across multiple aspects of the healthcare industry. Her experience spans both public, private equity and early stage environments and includes progressive assignments in general management with responsibility for commercialization of U.S. and global products, R&D, strategic partnership development and deal making. Previous experience includes 20 years at Johnson & Johnson with increasing levels of responsibility spanning both pharmaceutical and device sectors as well as multiple therapeutic areas. While at J&J, Renee ran the global Ethicon Women's Health Device division. Other notable experiences include Catalina Healthcare (acquired by InVentiv Healthcare) and Agile Therapeutics (Women's Health pharmaceutical company). Renee has a Bachelor of Science in Industrial Management from Purdue University.



• **Stephen Nagler,** Executive Director**,** *MedPro Investors*

Steve Nagler is a lawyer who has been engaged in healthcare investment for 30 years. He has been active in the venture capital and angel investing communities and maintains strong contacts in both. He has served as General Counsel of Patlex Corporation, where he managed the successful licensing program for the company's heavily contested seminal patents covering the laser. He also served as Executive Director of the National Constitution Center and the American Bar Association's Commission on Public Understanding of the Law, among many other public interest activities. He spent two years as a Peace Corps Volunteer in Malawi, Africa.

IVIEW Therapeutics Inc. is a clinical stage development pharmaceutical company focusing on the areas of Ophthalmology and Otolaryngology. IVIEW was established by serial entrepreneurs and ophthalmologists in 2015 and located at Pennsylvania Biotechnology Center in Doylestown, Pennsylvania. IVIEW has assembled a top-notch management team composed of serial entrepreneurs and ophthalmologists and an Ophthalmology Advisory Board. We are building a solid novel drug product pipeline with both clinical and preclinical assets in ophthalmology and otolaryngology through in-house innovation research and global product in-license. Our lead compound, IVIEW-1201 is currently starting global phase II human clinical trials in US/India/China for the treatment of adenoviral conjunctivitis. There is currently no broadly effective therapy that treats all causes of infection and there is no approved treatment for viral conjunctivitis. This represents a massive unmet need in ophthalmology.

Aruga Technologies is a vascular device company that integrates a novel and nature-inspired self-wiping surface technology platform into the design and manufacture of synthetic vascular devices. Aruga inspired devices are engineered with biomimicry to extend implant lifetime due to their ability to keep blood clot buildup from depositing on the device surface. Aruga's product aims to provide unparalleled performance and value potential to patients, surgeons, and hospitals in a world of healthcare which continues to put more emphasis on preferred outcomes at affordable costs. Our first indications address small caliber (<4mm) vascular grafts (>$3B device market) that are direct 510(K) regulatory pathways with existing reimbursement codes.

dB Diagnostic Systems is a medical devices company looking to overcome the barriers that exist in the $8 billion hearing testing market with an easy-to-use hardware & software-powered solution that can provide accurate evaluations in just minutes. They are bringing hearing diagnosis out of the specialist and sound proof room and into the clinic exam room for 75% of hearing impaired with 97% predictive value. Fully developed with 510(k) FDA clearance, the Hearing Healthcare Pro platform has been validated and piloted at Ochsner Clinic (which provides over 50% of Louisiana's healthcare) as well as Montefiore in New York and Summit Medical Group (the country's largest multispecialty private practice). Pilots are anticipated shortly at Northwell (NY) and Temple (PA). They have secured the first patent, have two more pending, and operate two active manufacturing facilities in Florida and Connecticut.

EndoCyclic Therapeutics' CEO Tanya Petrossian is fighting against an overlooked disease that affects more than 150 million girls and women worldwide. Endometriosis is the #1 cause of both infertility and disability in working women. Currently, there is no curative therapeutic available for the disease. EndoCyclic Therapeutics is dedicated to developing the first preventative disease-modifying therapeutic for endometriosis. EndoCyclic Therapeutics initiated their Series A financing and is raising $15 million to fund the company through Phase IIA clinical development, including drug manufacturing. The company has already received $4 million commitment from two A-list institutional investors to be invested upon selection of a lead investor. The NIH granted EndoCyclic Therapeutics high priority on their Fast-Track SBIR grant and awarded them $2.3 million in funding.

Nunetz cybersecurely tells a complete patient story using integrated, high-resolution data and thus revolutionizes the workflow for physicians and nurses using a unified data dashboard. Our platform increases care quality, reduces costs, and increases revenue to healthcare organizations and life science companies.

BioACT Matrix is an easier-to-use, safe and cost-effective synthetic bone graft substitute for orthopedic surgeons to implant, promoting more successful bone-healing in patients with challenging fractures. BioACT Matrix is a bioactive composite matrix that has a unique, fibrous structure made of FDA-approved biomaterials of biodegradable polymer embedded with nanoceramics. The material can be used either alone, as an autograft extender, or in combination with a patient's bone marrow. BioACT Matrix is a flexible electrospun material that is easy to shape, reducing costly time in the operating room, and saving patients the cost for the surgical procedure. Its superior bioresorption, as well as optimized pore size and porosity for bone in-growth, will result in longer-lasting repair of bone fractures.

Medifvu's mission is to Become the gold standard in Real World Data by providing analysis of treatment efficacy & safety for consumers taking multiple medications, OTC and nutritionals, while also using Augmented Intelligence during treatment decisions to empower consumers and eliminate Adverse Drug Reactions. Our product, i-HealthAssist, provides analysis on how treatments work in various real settings, e.g. What diabetes treatment works best for patients also on high cholesterol medications? Which MS drug is most effective for patients also being treated for urinary incontinence & high blood pressure?

Vascor has developed an innovative vascular assist device (VAD) that treats advanced heart failure more safely and overcomes existing device shortcomings. Annually, about 8,000 advanced heart failure patients are treated with a VAD. The global VAD market is expected to grow from $1 Billion in 2017 to $2 Billion in 2024. On average, VADs extend the patient's life but have serious complications including infection, bleeding requiring reoperation, device failure, severe stroke and death. 72% of current VAD recipients incur a serious adverse event within one year.The Vascor failsafe non-rotary implantable counter pulsation heart assist device is powered by a transcutaneous energy transmission system that addresses the root causes of these serious adverse events.

TALES FROM THE ROAD

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

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

- **Carola Schropp,** Managing Director**,** *HAYIM Group*

Carola is one of a handful of people who "invented" the concept of partnering – the concept of pre-arranging meetings among life science companies with overlapping interests. She founded EBD Group in 1993 and led it to become market leader in the partnering space. In 2013, she sold the company to Informa PLC. Carola has a very substantial worldwide network in life sciences, primarily in biotech and pharma. She is dedicated to bringing this network to support Puerto Rico. The island has established itself as major hub for biologics manufacturing, with 12 of the biggest US pharma companies producing here. Beyond that, PR was classified as an innovation driven economy by the World Economic Forum. All this is largely unknown in the life science community. Nor are people aware of the immense energy and enthusiasm of many Puerto Rican leaders to induce change. Carola believes in the Power of Partnering. She is using it to help put Puerto Rico on the map.

- **Jim Iversen,** CEO & COO**,** *Sen-Jam Pharmaceutical*

Jim Iversen is a growth-focused Senior Executive and Board Member with more than 30 years of success spanning energy, transportation, distribution, enterprise, software, warehouse management, life science, consumer products, and engineering. Leveraging extensive experience in strategic, resourceful leadership, Jim is a valuable asset for small to mid-sized companies requiring expert assistance with business growth and development, evaluating and positioning selling, turnaround management, and strategic planning. Throughout his executive career, Jim has held leadership positions with JMI Capital Group, Northern Reliability, M&I Strategic Partners, W&H Systems, Horizon Foods, and AL Systems. He is currently the CEO of JMI Capital Group, which provides companies with business strategy and M&A advisory services. In this role, Jim has been responsible for advising a leading Enterprise Resource Planning software company, resulting in a successful sale and a 25% IRR, and a leading supply chain company, resulting in a successful sale and 36% IRR. In a previous role as CEO of M&I Strategic Partners, which provides businesses with software solutions, Jim led the acquisition of AL Systems and Mincron Software Solutions, resulting in a significant increase in each company's revenue and EBITDA growth.

- **John MacMahon,** CEO**,** *Mitre Medical Corp.*

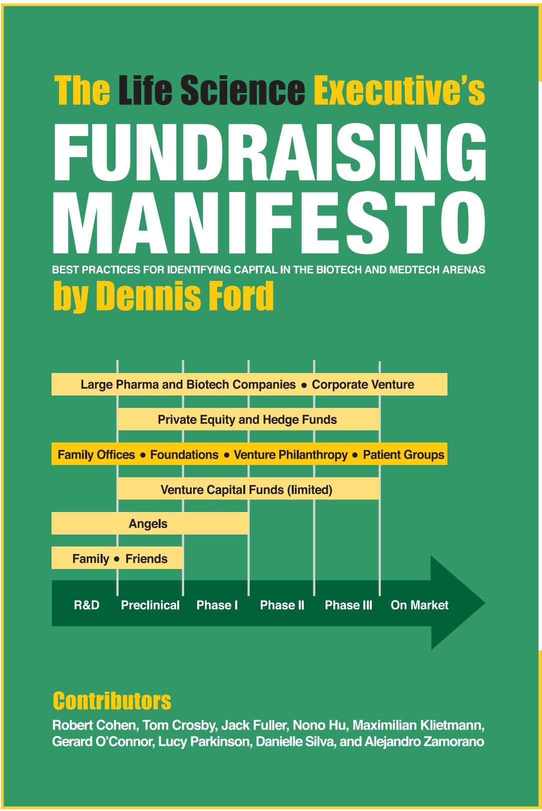
I have been fortunate to have spent my career on early-stage medical device start-ups. These start-ups have resulted in exits in excess of $600M in shareholder value. As founder and CEO of Kerberos Proximal Solutions (sold to Fox Hollow Technologies), as COO for Maya Medical (sold to Covidien) and as the General Manager for Claret (sold to Boston Scientific) we have built teams that balance excellent engineering with front-line clinical feedback for the benefit of patient's lives. I am presently CEO of Mitre Medical, where our Mitral Touch implant fills an unmet need for heart failure patients, the majority of whom need both their mitral regurgitation and their left ventricle treated.

- **Nancy Briefs,** Co-Founder, President & CEO**,** *AltrixBio*

Strategic business leader with extensive experience creating value, driving strategy and launching product commercialization in diverse life science companies. Deep general management and fundraising expertise having raised over $500 M in equity including IPO. Innovative, collaborative and entrepreneurial, strong communicator and tenacious. Energized by turning innovation into commercial reality, working with creative scientists, and communicating value to partners and investors.

- **Thomas Forest Farb-Horch,** CEO, President & Co-Founder**,** *Thrive Bioscience*

Tom is President and CEO of Thrive Bioscience which provides instruments and software tools for the automation of cell culture and stem cell, neglected yet critical for biomedical research. Thrive has raised $20M to-date, has filed 46 patent applications and is in beta testing of its first of a family of instruments with Harvard Stem Cell Institute, Massachusetts General Hospital and Stanford University Stem Cell Core. Tom has over 10 companies and in raising more than $200 million of angel and venture capital. He has founded and served on the Boards of numerous companies ,including Exact Sciences (NASD: EXAS), Fair Isaac (NYSE: FIC), Redwood Trust (NYSE: RT), HNC Software (acquired by Fair Isaac), Retek Systems (acquired by Oracle) and Saf-T-Med (acquired by Becton Dickinson). Tom has served as President, COO and/or in the senior management of numerous companies, including Thrive Bioscience, Inc., Indevus Pharmaceuticals, MedicaMetrix and Cytyc. Mr. Farb has also been a Trustee or Advisor for numerous non-profit organizations including North Shore InnoVentures, Dana Farber Cancer Institute and Asia America Chamber of Commerce. Mr. Farb is a graduate of Harvard University.



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

Sino-American Pharmaceutical Professionals Association -Greater Philadelphia

美中醫藥協會—大費城

SAPA-GP

Website: sapa-gp.org
P.O. Box 366, Blue Bell, PA 19422

Sino-American Pharmaceutical Professionals Association - Greater Philadelphia (**SAPA-GP**) is a professional organization founded in 2002. We strive to serve the rapidly growing pharmaceutical professional community in the Greater Philadelphia area. The Greater Philadelphia area is one of the major hubs for global pharmaceutical companies and academic institutions. Over past decades, SAPA-GP has established a broad member base and become the premier organization in the region for bridging the pharmaceutical and healthcare industries of China and the US.

Our Missions

- **To promote pharmaceutical sciences and biotechnology**
- **To contribute to public health education by raising public awareness**
- **To facilitate scientific and business cooperation between US and China**
- **To foster career development of pharmaceutical professionals**

Learn more at https://sapa-gp.org/sapagp/

Welcome to participate activities in the SAPA-GP track or visit our table in the exhibition area!

TRACK 4
SAPA-GP

TRACK 4

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-Greater Philadelphia
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SAPA-GP

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P.O. Box 366, Blue Bell, PA 19422

Track 4 — Speakers, Moderators & Panelists

		Speakers, Moderators & Panelists	
9:00 - 9:50 AM	**KEYNOTE PRESENTATIONS** 1. Life Science in Greater Philadelphia 2. Globalization in Life Science	• **Molly Minnear,** Principal, *Economic and Valuation Services, KPMG LLP* • **Nick Hemmerly,** Director, *Healthcare Investment Banking PricewaterhouseCoopers Corporate Finance*	**VC - STARTUP NETWORKING**
10:00 - 10:50 AM	**PANEL DISCUSSION** **STARTUP ECOSYSTEM IN GREATER PHILADELPHIA**	• **Fang Shen,** Assoc. Scientific Director, *Immunology Discovery at Janssen R&D* (M) • **Karina Sotnik,** Director, Universitiy City Science Center • **Lauren Swartz,** Sr. Director, *Department of Commerce, City of Philadelphia* • **Michael Poisel,** Director, *PCI Ventures, Penn Center for Innovation* • **Louis Kassa,** Chief Operating Officer, *Pennsylvania Biotechnology Center*	
11:00 - 11:50 AM	**PANEL DISCUSSION** **US-CHINA BILATERAL INVESTMENT**	• **Seamus Jiang,** Managing Director, *PwC US Deals Practices* (M) • **Cynthia Cai,** Senior Advisor, *Norther Light Venture Capital* • **Echo Yang,** Founder and CEO, *MSQ Ventures* • **Evan Jones,** Managing Member, *jVen Capital* • **Frank Luo,** Managing Director, *Efung Capital* • **Ruhong Jiang,** CEO, *Applied StemCell. Inc*	

Time	STARTUP ROADSHOWS	OPEN TABLE CONSULTATION
1:00 - 2:50 PM	**Comment Panel:** • **Aston Liu,** Senior Director, *GlaxoSmithKline* (M) • **Kevin Heyeck,** Venture Partner, *6 Dimensions Capital* • **Vladimir Walko,** Board Member, *Hatch Biofund Management* • **Xi-Yong Fu,** President, *Luye Bostone R&D LLC*	IP and US Tax | Incubators & Facilities **Consultants:** • **David Ling,** Partner and Head of China Center, *KPMG LLP* • **Deping Chai,** Patent Attorney, *Moran, Lewis & Bockius LLP, Philadelphia, PA* • **Rui Fan,** Principal, *KPMG LLP* • **Samuel Chueh,** Director, *Department of Commerce,City of Philadelphia*

(M) Moderator

LIFE SCIENCE IN GREATER PHILADELPHIA

Greater Philadelphia has a rich life science network of world-renowned research institutions, biotech and big pharma, global investors of medicines, medical devices and diagnostics, and a number of major healthcare systems. Amid the globalization in the Life Sciences sector, the Greater Philadelphia Region is primed to be a national leader in the development of the Life Science breakthroughs leading to the next generation of health care solutions.

• **Molly Minnear,** Principal**,** *Economic and Valuation Services, KPMG LLP*

Molly is a Principal in KPMG's Economic and Valuation Services (EVS) practice. She specializes in the planning, documentation and defense of intercompany pricing of tangible property, intangible property, and services. Molly is the Senior Industry Leader for Life Sciences for EVS. Molly has over 20 years experience in the economic analysis of business and taxation issues. In addition to advising leading pharmaceutical and healthcare companies on intercompany pricing issues, she has conducted pharmacoeconomic studies, outcomes research studies, and studies on strategic pricing for blockbuster products facing patent expiration.

GLOBALIZATION IN LIFE SCIENCE

The life science and pharmaceutical industries are at the vanguard of the globalization trends as the demands on their outcomes are growing significantly, and worldwide rates are expected to continue increasing. The rapid pace of globalization is leading major players in every sector of the life sciences industry for seeking out new growth opportunities in the emerging healthcare market.

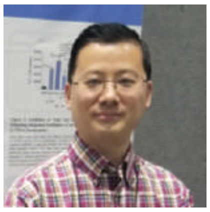
• **Nick Hemmerly,** Director**,** *Healthcare Investment Banking PricewaterhouseCoopers Corporate Finance*

Nicholas H. Hemmerly is a Director in the New York office of PricewaterhouseCoopers Corporate Finance LLC and covers the Healthcare sector with a focus on pharmaceuticals and life sciences. Nick has over 10 years of investment banking experience having advised over 70 transactions and executed over $20 billion in transaction value, predominately across the Healthcare sector. Prior to joining PwC CF, Nick worked at Jefferies LLC, as a Vice President focused on executing M&A and financing transactions within the pharmaceutical and life sciences sectors. Prior experience includes investment banking roles in JPMorgan's Healthcare Group as well as JMP Securities Healthcare Group. Nick began his investment banking career as an analyst with Wachovia Securities.

10:00 - 10:50 AM - PANEL DISCUSSION

STARTUP ECOSYSTEM IN GREATER PHILADELPHIA

The Greater Philadelphia experienced unprecedented growth in its biotech sector in the past years, which means there will be more opportunities for those who want to make ideas real. In this section, we will talk about the journey from an idea to a viable product, share experience for Raising Venture Capital and discuss the competition, pricing and regulatory for doing business in the Greater Philadelphia area. The startup ecosystem in Greater Philadelphia will be introduced in terms of big company, support organization, university, service provider, etc.



• **Fang Shen,** Associate Scientific Director, *Immunology Discovery at Janssen R&D*

Shen manages a highly-matrixed cross-functional team to drive early drug discovery projects and has successfully pushed multiple assets to clinical stage. Due to his exceptional work, Fang received Janssen R&D Innovation Leadership Award in 2011 and 2013. Prior to Janssen, Fang worked in the Immunology Department at Genentech for over two years. Fang had his postdoctoral training in Dr. Sarah Gaffen's lab at SUNY Buffalo as one of the major contributors on the understanding of IL-17 receptor signal transduction. Fang received his Ph.D. in Immunological Pharmacology from Peking Union Medical College in Beijing China.

• **Karina Sotnik,** Director, *Business Incubation and Accelerator Programs, Universitiy City Science Center*

Karina is a serial entrepreneur, mentor, adviser, and educator. She spent more than a decade in Silicon Valley in senior positions helping companies grow globally. She also launched three ventures of her own, including WorldUpstart, a consulting practice focused on providing mentorship and advice on best innovation practices to institutions around the world and helping international companies enter US market. In addition, she worked as a Digital Enterprise Portfolio Manager at the University of Pennsylvania PCI Ventures where she managed a portfolio of 19 companies and launched and ran AppItUP, a digital accelerator for mobile apps.

• **Lauren Swartz,** Senior Director, *Department of Commerce, City of Philadelphia*

In her role as Senior Director of International Business for the City of Philadelphia at the Department of Commerce, Lauren Swartz leads initiatives to grow Philadelphia's international business and relationships. With a focus on global business attraction, foreign direct investment, and promoting exports, her work creates jobs and strengthens the local economy. She plays the leading role in crafting the global strategy for Philadelphia and hosts delegations, diplomats, business and investors from abroad, and represents the City of Philadelphia worldwide. Previously Lauren served as the Deputy Director at the non-profit trade association, Food Export USA – Northeast, working with promote U.S. exports in over 40 countries around the world. Funded by USDA, this public-private partnership produced over $500 million in export sales annually.

• **Michael Poisel,** Director, *PCI Ventures, Penn Center for Innovation*

Mr. Poisel is responsible for managing PCI Ventures, including transitioning technologies into start-up companies, assisting the principal investigators with funding strategies including grant applications, as well as mentoring the developing companies. Prior to UPenn, Michael made investments in enterprise software and business services for NewSpring Capital, Apax Partners and GE Capital spanning more than ten years in private equity.

• **Louis Kassa,** Chief Operating Officer, *Pennsylvania Biotechnology Center, Baruch S. Blumberg Institute*

Louis P. Kassa III has been Chief Operating Officer of The Pennsylvania Biotechnology Center, Baruch S. Blumberg Institute, and Hepatitis B Foundation since December 2014. Kassa oversees daily operations and finances at the Pennsylvania Biotechnology Center, which is home to the Hepatitis B Foundation and its research entity, the Baruch S. Blumberg Institute. In 2017, Kassa was promoted to Executive Vice President/Chief Operating Officer. From 2015 to 2017, Kassa worked part-time as the Chief Executive Officer for Youth Services Agency, a non-profit social services agency. He previously served as State Director and Chief Operating Officer at VisionQuest National, Ltd. Kassa has over 25 years' experience in senior management. Kassa received his undergraduate degree from Penn State University and received a Masters in Public Administration from Villanova University in December 2007.

TRACK 4

11:00 - 11:50 AM - PANEL DISCUSSION

US-CHINA BILATERAL INVESTMENT

TRACK 4 PANELISTS

Business activity in the pharmaceutical sector in China is growing increasingly robust. Mergers and acquisitions activity is especially active, both domestically and from a cross-border perspective. In this section, we will discuss about how to listing your business oversees, and evolving market access environment in China with opportunities and challenges for innovative drugs.

- **Seamus Jiang,** Managing Director, *PwC US Deals Practices* M

Seamus is a Managing Director in the PwC US Deals practice with over 19 years of M&A and finance experience in North America and Asia. He has spent the last 14 years assisting strategic and financial buyers/sellers in evaluating over 170 M&A and investment transactions with an aggregate deal value of over $190 billion in a variety of industries. Seamus leads PwC US's China/U.S. cross-border deals team and is a key member of China Business Network, a dedicated team of bilingual and bicultural professionals experienced in addressing the opportunities and challenges of US-China business and investment. In the past 5years alone, Seamus has led over 60 China/U.S. cross-border M&A and investment projectsincluding many pharma and life science deals.

- **Cynthia Cai,** Senior Advisor, *Norther Light Venture Capital*

Dr. Cai is a senior advisor for Northern Light Venture Capital, a leading venture capital firm for Healthcare, TMT, and Advanced Technologies. She is focused on early-stage investments in the US healthcare sector. Before joining Northern Light, Dr. Cai had over 20 years of experience in leadership positions with one of the world's most respected biotech companies. As senior director of marketing in the Mass Spec. Division for Agilent Technologies, she was responsible for global thought leader collaboration and solution development for its billion-dollar MS business. Before that, as a business development manager and product marketing manager, Dr. Cai was involved in multiple acquisitions and divestitures, also led a $500+ million-dollar flagship product development and its global commercialization.

- **Echo Yang,** Founder and CEO, *MSQ Ventures*

Echo is the Founder and Chief Executive Officer of MSQ Ventures, a New York-based cross-border advisory firm that bridges the healthcare industry globally by offering deep knowledge and local insight of China's market. Echo is on a mission to make technology accessible by bridging the gap between western companies and Chinese corporations and investors. Echo is unique in that she has 20 years of experience in cross-border transactions for fortune global companies, such as IBM, Lenovo and J&J. In recent years, making the global movement of the healthcare industry has been Echo's focus. She has been advising hundreds of western pharmaceutical and medical devices companies on advancing their success in China including subsidiaries of Novartis, Daichi, and other top global healthcare companies.

- **Evan Jones,** Managing Member, *jVen Capital*

Prior to forming jVen Capital Mr. Jones was co-founder, Chairman and CEO of Digene Corporation, a publicly traded biotechnology company focused on women's health and molecular diagnostic testing. Mr. Jones has more than 30 years of operating and investment experience in the life sciences industry. He has founded or helped start a number of successful companies and he is currently Chairman & CEO of OpGen, Inc. Mr. Jones is a Board member of Fluidigm, Inc., Foundation Medicine, Inc. and Veracyte, Inc. He was Executive Chairman of Signature Genomic Laboratories, LLC from 2008 until the company was sold to PerkinElmer Corp. in May 2010.

- **Frank Luo,** Managing Director, *Efung Capital*

Frank is a managing director at Efung Capital, a life-science focused venture captial firm. Frank obtained his MD from China and PhD in the U.S. After a short period of consulting experience, Frank switched his career to venture capital and has led multiple investments such as Centrexion Therapeutics, Apexigen, Tactiva Therapeutics and etc. Frank is currently managing two funds and actively seeking investment opportunities.

- **Ruhong Jiang,** CEO, *Applied StemCell. Inc*

Dr.Jiang is cofounder and CEO of Applied Stem Cell,Inc.-A global leading company in stem cell and precise genome editing. He has held a variety of technical and managerial roles with increasing responsibilities in several biotechnology/biopharmaceutical companies. Before starting Applied Stem Cell, Ruhong was general manager of MicuRx(Shanghai) Pharmaceutical, Inc. a California-based biopharmaceutical company where he set up its entire China operation. From 2005-2007, Dr.Jiang was head of the Pharmacogenetics Program at Stanford Research Institute International(SRI) where he managed multiple pharmacogenetics and molecular genetics projects with multi-millions of annual budgets. Prior to relocating to California, Dr.Jiang was pharmacogenomics consultant at Boehringer Ingelheim Pharmaceuticals and served as director of project management at Genaissance Pharmaceuticals from 2000-2004.

We offer a roadshow opportunity for startup company in SAPA-GP track. The presenters will have 10 min to introduce their scientific projects from different perspectives (core business and team members, innovation advantage, targeted market value proposition, IP characteristics, development plan, total fundraising desired and risk mitigation plan). The presenters will get expert comments by SAPA-GP technical committee and inputs from investors and field experts in broad scopes such as IP, tax, facility, etc.

- **Aston Liu,** Senior Director**,** *GlaxoSmithKline*

Dr. Liu is currently Senior Director of Biopharmaceutical Analytical Sciences at GlaxoSmithKline. Prior to joining GlaxoSmithKline, Dr. Liu was Head of Analytical Development at Tanox, Inc which was acquired by Genentech/Roche. Before that, Dr. Liu spent several years with Pfizer and Agenus Inc. with increasing responsibilities in analytical development and project management. Dr. Liu published more than 20 peer-reviewed journal articles and book chapters and is a frequent speaker at national and international conferences. He also holds three US & international patents and received numerous awards including the prestigious R&D 100 Awards recognizing the 100 best innovations of the year worldwide. Dr. Liu was a founding investor and member of Board of Directors of Hypromatrix.

- **Kevin Heyeck,** Venture Partner**,** *6 Dimensions Capital*

Kevin Heyeck joined 6 Dimensions Capital as Venture Partner in 2018 focused on creating and investing in healthcare and life science companies and is a director of Hibercell. He is serial entrepreneur and biopharmaceutical executive with 25 years of experience building multiple venture backed life sciences companies, leading business and corporate development. These companies include Allocure, Vitae Pharmaceuticals and Pharmacopeia. He began his career with Harvard University's Office of Technology Licensing.

- **Vladimir Walko,** Board Member**,** *Hatch Biofund Management*

Vladimir Walko has a unique combination of both operating and Investment Banking experience in the global Healthcare Industry. He currently heads up an Early Stage VC Fund called the Hatch BioFund, a companion fund to the highly successful PA Biotechnology Center Incubators and the new Hatch BioAccelerator. At Janney, Mr. Walko focused on a range of Investment Banking services in the Healthcare vertical, including mergers, acquisitions, divestitures, strategic assessments, board advisory assignments and restructurings.

- **Xi-Yong Fu,** President**,** *Luye Bostone R&D LLC*

Dr. Xi-Yong Fu is the President of Luye Boston R&D LLC. As a part of Luye's global R&D network, Boston R&D Center is responsible for developing innovative biologics assets and novel drug delivery technologies. Under the leadership of Dr. Fu, Luye Boston R&D Center has emerged as one of preeminent R&D centers in US established by a China biotech company. Prior to joining Luye, Dr. Fu was the President of Cureport Inc. Before that, Dr. Fu worded at Merck & Co., for 15 years with a wide range of responsibilities covering R&D, business development, finance and operational management. Dr. Fu is an experienced business professional. He managed the finance of a $300M late stage clinical portfolio at Merck.

1:00 - 2:50 PM

OPEN TABLE CONSULTATION

SAPA-GP invites a number of experts in broad scopes to provide open table consolation for startup companies on IP, US tax, incubators and facilities. Our consultants will give professional suggestions on, but not limited to:

- Navigating bio-tech business through the complex US tax system and maximize your return.
- Reforming tax- impact on US tax planning for bio-tech companies.
- Selecting location from both commercial and business perspectives.
- Addressing the concern about incubators and real estates.

- **David Ling,** Partner and Head of China Center**,** *KPMG LLP*

David was the senior tax partner of KPMG China and is now the Head of KPMG US China Tax Center since Oct 2017. From 2011 to 2017, he was the Head of Tax practice of the Northern Region of KPMG China and also led the Tax Dispute and Controversy Resolution team nationwide. With in-depth understanding of the tax and regulatory system and the local practice in China, David is renowned for his expertise in helping enterprises overcome the regulatory and tax complexities and challenges associated with business operation in China. With 27 years of professional practice, David also has well-established relationships with various Chinese authorities at both central and local levels and assisted many foreign companies to secure the advanced favorable tax and other rulings in the past.

- **Deping Chai,** Patent Attorney**,** *Moran, Lewis & Bockius LLP, Philadelphia, PA*

As a patent attorney with a M.S. in organic chemistry, Chai has more than five years of experience in patent prosecution, due diligence, invalidity and freedom to operate analysis. Chai is an expert in contract drafting, negotiation and execution. Chai also has eleven years of experience in pharmaceutical research.

- **Rui Fan,** Principal**,** *KPMG LLP*

Rui has 16 years of experience in advising multinational companies on transfer pricing, valuations, business restructuring, intellectual property planning, and other tax and financial related issues in the United States and Asia-Pacific region. Rui also spent over one year in Singapore in developing the transfer pricing teams in Asia Pacific. Rui has performed numerous transfer pricing planning and documentation engagements related to tangible property, intangible property, and services with a focus on intangiblerelated issues, such as licensing arrangements, cost sharing arrangements and intangible sales. Her clients cover a broad range of industries, including fast-moving consumer goods, consumer electronics, industrial markets, agricultural products, the retail industry, software, and financial services industries.

- **Samuel Chueh,** Director**,** *Department of Commerce, City of Philadelphia*

With a strong background in linguistics, Mr. Chueh has devoted himself to making Philadelphia a welcoming city through the development of immigrant businesses and the promotion of Philadelphia as a world-class destination. Mr. Chueh has reached out to more than one thousand businesses and clients locally and internationally since he joined the Philadelphia Commerce Department in 2011. His effort has given rise to the creation of hundreds of jobs in the city of brotherly love. Under his leadership, Philadelphia has started various programs and events including Passport Philadelphia and Global Business Hours. In the past two years, Mr. Chueh has led international business delegations composed of government officials and entrepreneurs. His delegations visited 11 cities and supported 3 MOU signing in Asia.

PARTNERING FORUM

100+ Service Providers

800+ ATTENDEES

350+ Fundraising Executives & Entrepreneurs
Therapeutics | Medical Device
Diagnostics | Healthcare IT

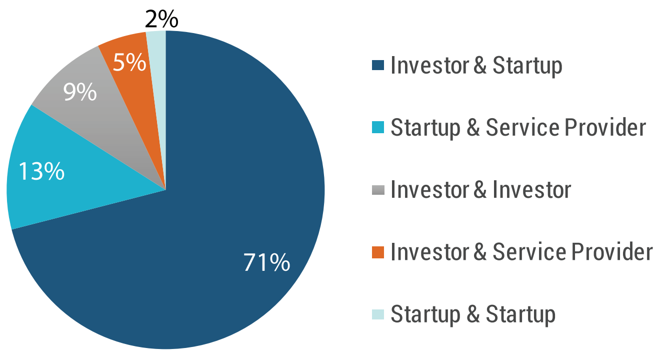
350+ Healthcare Investors & Strategic Partners
Qualified Early Stage Investors across 10 Categories

38 US States | **25** Countries

1,200+ Meeting Slots

82% C-Level Executives

Who Meets with Whom at RESI Conferences



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

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

SPONSORS & MEDIA PARTNERS

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LIFE SCIENCE NATION
Connecting Products, Services & Capital

Life Science Nation (LSN) is a global partnering ecosystem that allows early-stage companies with compelling technology assets to get plugged into the early-stage investor and channel partner's radars with minimal cost and a big ROI. LSN is a global matching platform for early-stage buyers and sellers across the domains of Drugs, Devices, Diagnostics and Digital Health – the "4 Ds". LSN curates two databases: a buy-side of global cross-border early-stage investors/partners and a sell-side of global cross-domain technology assets. LSN also offers a sourcing and ranking service for clients who need to source and rank technology assets for channel, pipeline and portfolio development. LSN owns and operates the Redefining Early Stage Investments (RESI) conference series, a funding superstructure that runs five times a year during J.P. Morgan in San Francisco (January), alongside BIO Europe (March), alongside BIO U.S (June), Boston (September) and Asia in Shanghai and Taipei (November). LSN also owns and operates the Focus on Cures Accelerator (FOC) that provides international startups a Boston-based footprint and helps them develop and execute a global investor and channel partner strategy. Learn more at www.lifesciencenation.com

McDermott Will & Emery

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

STETSON FAMILY OFFICE

The Stetson Family Office, 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 The Stetson Family Office and the Global Partnerships Forum are forming a partnership of businesses, governments, foundations and Family Offices to create a platform for: prevention of chronic diseases with a focus on Alzheimer's, advocacy of healthy living choices and training of global healthy community. www.globalbetterhealth.org

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.

MEDMARC. Treated Fairly 40 YEARS

Medmarc was created in 1979 by 31 members of Advamed. Medmarc's purpose is to be the superior provider of liability insurance, related risk management solutions and to support the development, testing and delivery of medical products that save and improve the quality of lives. Through collaboration with our parent company, ProAssurance, and our clinical trial industry experts, we provide a single source of innovative healthcare liability insurance solutions to the life sciences companies we serve. From ideas and prototypes to the reality of commercialization and success – we can meet your changing needs. Contact us to discuss the cost of insurance coverage and what coverages are needed for your business plan.

美中 藥協 SAPA Philadelphia 費城 www.sapa-gp.org

Sino-American Pharmaceutical Professionals Association - Greater Philadelphia (SAPA-GP) is a professional organization founded in 2002. We strive to serve the rapidly growing pharmaceutical professional community in the Greater Philadelphia area. The Greater Philadelphia area is one of the major hubs for global pharmaceutical companies (e.g. BMS, GSK, Johnson & Johnson, Merck, Pfizer, Teva), biotech companies (e.g. Alliance Pharma, Frontage Laboratories, PuraCap, Shire) and academic institutions (e.g. University of Pennsylvania, Thomas Jefferson University, Temple University, Drexel University, Rowan University, Villanova University). Over past decades, SAPA-GP has established a broad member base and become the premier organization in the region for bridging the pharmaceutical and healthcare industries of China and the US.

kotra
Korea Trade-Investment Promotion Agency

KOTRA is a Korean government agency dedicated to promoting international trade and investment, drive the nation's economic development, and build prosperity for the global community. Through its 129 offices in 84 countries, KOTRA serves small and medium-sized Korean enterprises looking to tap into the overseas markets. Cultivating innovation and building a vibrant, sustainable startup ecosystem is key to reaching the next stage of Korea's economic growth. To that end, KOTRA is committed in mentoring rising startup companies and providing institutional support to facilitate their continued success.

STETSON FAMILY OFFICE
Global Family Office BioForum

LIFE SCIENCE NATION
Connecting Products, Services & Capital

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

Inaugural Redefining Early Stage Investments (RESI) Asia Events

The Creation of a Global Fundraising Superstructure

SHANGHAI
November 12th, 2019

TAIPEI
November 14th, 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.

About Life Science Nation

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For more information
Contact: the RESI Team
RESI@lifesciencenation.com

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