



RESI

REDEFINING
EARLY STAGE
INVESTMENTS

SEPT. 11, 2019
BOSTON, MA



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

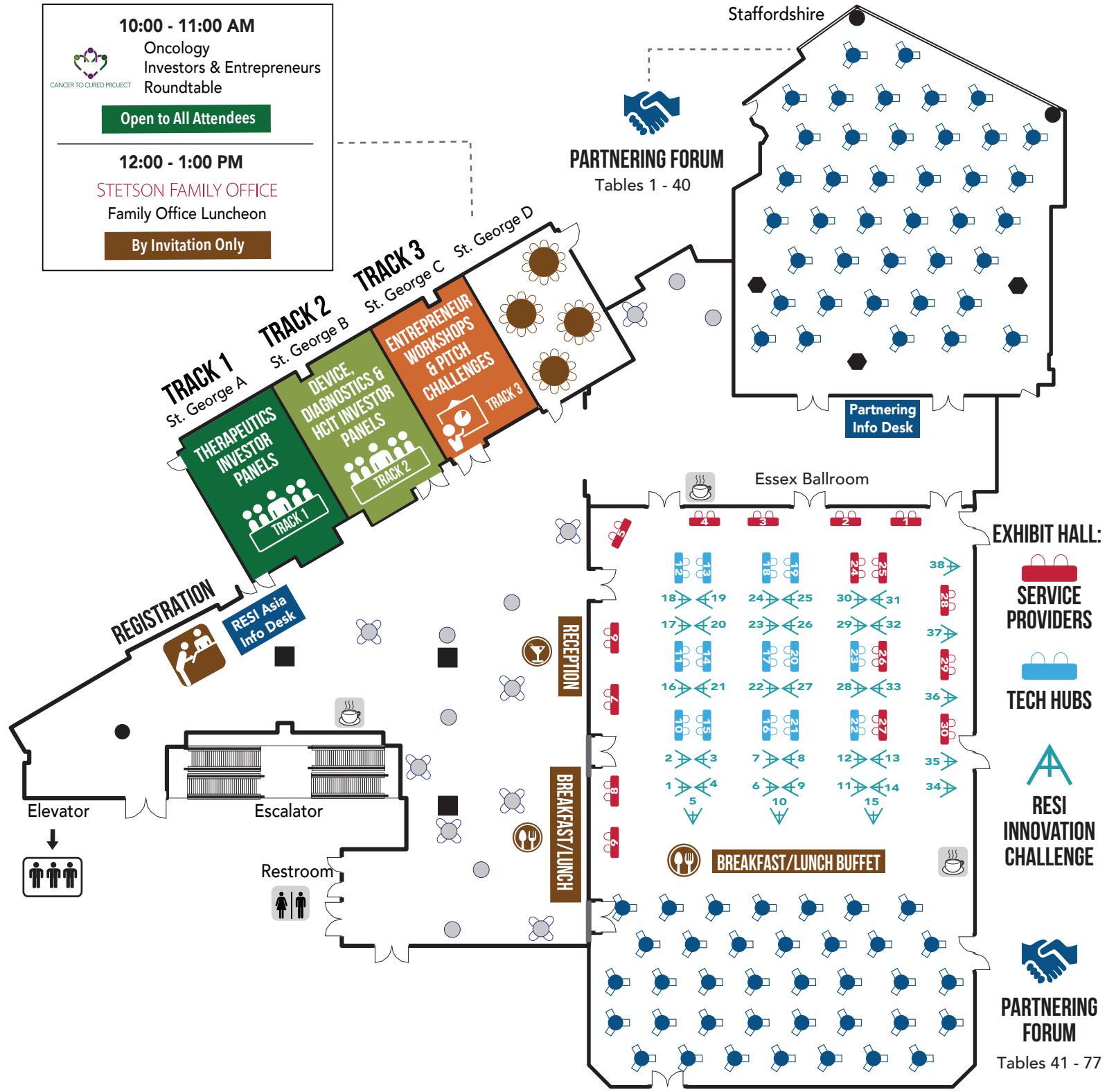
ONSITE GUIDE

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

STETSON FAMILY OFFICE

THE WESTIN COPLEY PLACE

3RD FLOOR



RESI

BOSTON

SEPT. 11, 2019

● Welcome to RESI -----	2
● RESI Agenda -----	3
● First Coast Innovator's Gathering -----	6
● Exhibiting Service Providers -----	9
● RESI Innovation Challenge -----	14
● Track 1: Therapeutics Investor Panels -----	21
● Track 2: Device, Diagnostics & HCIT Investor Panels -----	30
● Track 3: Entrepreneur Workshops & Pitch Challenges -----	39
● Track 4: Partnering Forum -----	46
● Sponsors & Media Partners -----	47



WELCOME TO RESI



Welcome to RESI Boston. Since RESI was last here in Copley Place last year, Life Science Nation has taken RESI international, with our first RESI Europe event in the spring and two RESI Asia events coming up in the fall. But it's always great to be back in our hometown of Boston for a day of one-on-one partnering and dedicated early stage life science content. LSN would like to thank our partners and sponsors, Stetson Family Office, McDermott Will & Emery, MedMarc, and Brex, for supporting RESI Boston 2019.

Following a successful launch at RESI Boston last year, this event sees the return of the First Coast Innovator's Gathering: RESI's program for Northeast tech hubs and their constituents. Today, fifteen incubators and universities are joining us at RESI, accompanied by very early stage spinouts. LSN has selected 9 of these companies to pitch to investors in our Innovator's Pitch Challenge, where investors will provide feedback and questions to the pitching CEOs. You can see all the pitches in RESI Track 3 at 1:00-2:30pm.

Meanwhile, all day in the RESI exhibit hall, you can view poster presentations by our RESI Innovation Challenge participants. These companies are developing new therapeutics, devices, diagnostics and digital health solutions. Inside your RESI badge you'll find five tokens of RESI Cash you can use to "invest" in the most promising of these technologies. The winning companies that attract the greatest amount of "investment" will be announced at the cocktail reception tonight.

LSN would like to thank the speakers and presenters taking part in the our three tracks of content. RESI's content includes panels that focus on investors in novel technology fields, such as Cell & Gene Therapy, Digital Health, and Medical Devices, and panels that focus on key investor types such as Family Offices, Medtech Strategics, and Health System Partners. RESI also includes workshop sessions where you can learn from domain experts on strategies to accelerate your company - including Negotiating Term Sheets with McDermott Will & Emery, Setting Up Finance to Scale your Life Science Company with Brex, and Sourcing, Vetting & Training the First Sales Team with Salesforce4Hire.

We are excited for you to meet each other face to face today in RESI Partnering and RESI's ad hoc networking spaces. We hope you make some meaningful connections. Want to come with RESI on our world tour? You can join us again in Shanghai on November 12th, or Taipei on November 14th. We hope you can make it.

Sincerely,

Dennis Ford

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

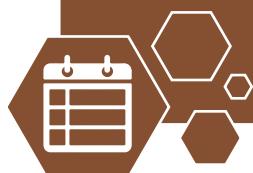


**LIFE SCIENCE
NATION**

Connecting Products, Services & Capital



RESI AGENDA



STETSON FAMILY OFFICE

Track 1:
Therapeutics
Investor Panels

Track 2:
Device, Diagnostics
& HCIT Investor Panels

Track 3:
Entrepreneur Workshops
& Pitch Challenge

Track 4:
Partnering
Forum

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

8:00 - 8:50 AM	ANGEL INVESTORS Explaining the Process of Engagement	FIRST COAST TECH HUBS New Models for Turning Life Science Innovations into Startup Success	VENTURE VALUATION GLOBAL VALUATION SERVICES COMPANY VALUATION FOR FUNDRAISING
9:00 - 9:50 AM	BIG PHARMA Pipeline Strategy for Preclinical and Early Clinical Assets	MEDTECH STRATEGICS Large Medical Device Firms Seeking External Innovation	McDermott Will & Emery NEGOTIATING TERM SHEETS
10:00 - 10:50 AM	EARLY STAGE THERAPEUTICS INVESTORS Bringing the Newest Therapies to the Clinic	DIGITAL HEALTH INVESTORS Leveraging Software to Lower Costs and Improve the Quality of Care	BREX SETTING UP FINANCE TO SCALE YOUR LIFE SCIENCES COMPANY
11:00 - 11:50 AM	INVESTING IN CELL & GENE THERAPY The Next Generation of Therapeutic Technologies	MEDICAL DEVICE INVESTORS Investing in Novel Engineering	NIH National Institutes of Health NON-DILUTIVE STARTUP FUNDING & RESOURCES FROM THE NIH

12:00 - 1:00 PM: Lunch Break

1:00 - 1:50 PM	CORPORATE VENTURE CAPITAL The Corporate Landscape Morphed and New Opportunities Abound	IMPACT INVESTORS Life Science Investors Looking for More Than Financial Returns	FIRST COAST INNOVATOR'S PITCH CHALLENGE 9 First Coast Tech Hub Constituents Pitch to a Panel of Early-Stage Investors
2:00 - 2:50 PM	FAMILY OFFICES How Do Family Offices View Seed & Series A Rounds?	HEALTH SYSTEM PARTNERS Care Providers And Payers Seek New Technologies	LIFE SCIENCE NATION Connecting Products, Services & Capital RESI ASIA: ENHANCING YOUR GLOBAL REACH
3:00 - 3:50 PM	ASIA PACIFIC INVESTORS Funding and Market Opportunities in Key Asian Economies	DIAGNOSTICS INVESTORS New Generation of Technologies Changing Treatment Paradigms	Sales Force 4 Hire SOURCING, VETTING & TRAINING THE FIRST SALES TEAM
4:00 - 4:50 PM	CHINA CROSS-BORDER PARTNERSHIPS China Firms Looking to Build Global Partnerships	TALES FROM THE ROAD Biotech & Medtech CEOs Share Their Story	

5:00 - 7:00 PM: Cocktail Reception

MORNING
EARLY STAGE
PARTNERING
FORUM

AFTERNOON
EARLY STAGE
PARTNERING
FORUM

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." Mia 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

www.globalfamilyofficebioforum.com
www.globalbetterhealth.org
chuck@stetsonfamilyoffice.com

3 GOOD HEALTH AND WELL-BEING



**GLOBAL
PARTNERSHIPS
FORUM**

Amir Dossal
President, Global Partnerships Forum
dossal@partnerships.org
www.partnerships.org



FUELING YOUR MISSION

McDermott Will & Emery's Life Sciences Entrepreneurs Acceleration

chart their course for success. We provide strategic legal advice at crucial foundational stages of a company's lifecycle using a variety of flexible and deferred fee arrangements.

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

**McDermott
Will & Emery**

mwe.com |

McDermott Will & Emery conducts its practice through separate legal entities in each of the countries where it has offices. This communication may be considered attorney advertising. Previous results are not a guarantee of future outcome.



FIRST COAST INNOVATOR'S GATHERING



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

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



FIRST COAST INNOVATOR'S GATHERING

As part of the First Coast Innovator's Gathering, the **First Coast Innovator's Pitch Challenge** invited all eligible tech hub members from DC through MA to apply for an opportunity to pitch to a panel of early stage investors. The 9 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. (**Track 3, 1 - 2:30 pm**)

First Coast Tech Hubs



Table 10



Harvard innovation lab

Table 11



Table 12



Table 13



Table 14



Yale Office of Cooperative Research

Table 15



Table 16

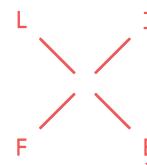


Table 17



Table 18



Table 19



Table 20



Table 21



Table 22

Tufts Technology Transfer and Industry Collaboration

Table 23



ABI-LAB is an accelerator and bio-incubator established to support startups, including life science, biotech, medical technology, and medical data companies. Our mission is to facilitate the growth and success of the next generation of entrepreneurs by fostering a vibrant collaborative environment and offering state-of-the-art lab space, best-in-class infrastructure, and the resources to help accelerate their scientific discoveries. The campus is comprised of two first-class buildings that offer best-in-class infrastructure and state-of-the-art lab space that range in size from 500 to 4,000 square feet, as well as the option to configure larger lab spaces. But it's not just about lab space; it's about being around like-minded people, ideas and talent; it's about shared amenities, which not only reduce costs but help foster collaboration; and it's about seasoned industry leaders who provide our residents with guidance to help them build strong companies.



Harvard innovation lab

The Harvard Innovation Labs are the hub for innovation and entrepreneurship at Harvard, helping students, post-docs, research fellows, and alumni at every stage of their innovation and startup journey. The Harvard Innovation Labs has a variety of resources for healthcare and life sciences ventures, including: industry-focused advising; courses & workshops; access to mentors, leading industry experts & EiRs; and programs designed for innovators and entrepreneurs at every stage. The 12-week Venture Program, which accepts applicants from all 13 Harvard schools, is a resource-rich, milestone-based incubation track for bringing ventures from ideation to realization. The Launch Lab X program, designed exclusively for Harvard alumni-led ventures, offers free co-working space and invites startups to work through three 90-day sprints, each one culminating in a pitch and feedback session with investors, potential customers, and industry insiders. The Pagliuca Harvard Life Lab offers a fully-equipped, wet laboratory and co-working space for early-stage, high-potential biotech and life sciences start-ups founded by Harvard students, alumni, faculty, and postdoctoral scholars. The culmination of these Harvard Innovation Labs offerings is a curated, supportive, dynamic community where innovators and entrepreneurs can learn, be inspired, and bridge the gap from lab to market more rapidly and effectively.



Afford Labs is largest shared research lab north of Boston, enabling biotech startups to have their own space fast and affordable. Turnkey wet lab benches leased to resident companies on day one. Fully customizable private lab suites in range of 300 to 2000 Sq. Ft. are also available, with dedicated cell-culture room, microscopes, BSL II biosafety cabinets, centrifuges, refrigerators, freezers and storage. Fully Open space design to facilitate interaction and collaboration with other residents and make it a vibrant community. Furnished kitchen, shared conference room, event space and cafe. Monthly fee includes all permits for lab operations, lab safety training and compliance, equipment maintenance and technical support, cleaning and waste management, group purchasing for lab supplies and disposables.



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 • 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



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



Yale Office of Cooperative Research

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



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



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.



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



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



The Ontario Bioscience Innovation Organization (OBIO®), founded in 2009, is a not-for-profit, membership based organization engaged in strategy, programming, policy development and advocacy to further the commercialization of Ontario's human health science companies, positioning Ontario as a leader in the international marketplace. OBIO advances this goal through collaborative partnerships with industry, the investment community, academia, patients and government.



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.



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.



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

EXHIBITING SERVICE PROVIDERS

Exhibiting Service Providers



Table 1



Table 2



Table 3



Table 4



Table 5



Table 6



McDermott
Will & Emery

Table 7



Table 8



Table 9



Table 24



Table 25



Table 26



Table 27



Table 28



Table 29



Table 30

**Interested in exhibiting at RESI?
Please contact**

resi@lifesciencenation.com



EXHIBITING SERVICE PROVIDERS



We are a nationally and internationally recognized intellectual property ("IP") law firm specializing in patents, trademarks, copyrights, and trade secrets. We provide a resource to both entrepreneurs and investors. Entrepreneurs need to know the right questions to ask, and when to ask them, to best use IP rights to protect their business and technology, and how to present the value of those rights to an investor. Similarly, investors need to consider the value and strength of a potential investment's IP. Our specialties: • Obtaining, enforcing IP rights; • IP validity, infringement opinions; • Counseling, assisting clients in licensing, other transactions, and litigations; • Advice, support in unfair competition, trade secrets, computer, internet law; • Patent and literature searches; • Top quality work, cost effectively.



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.



Eva Garland Consulting (EGC) provides deep expertise in securing and managing SBIR/STTR and other non-dilutive funding from agencies including the NIH, NSF, DOD, and Private Foundations to advance technology development. Our Scientific, Grants Management, and Accounting Professionals deliver strategic guidance and technical insight to Life Sciences Companies and Entrepreneurs throughout the US and worldwide. EGC is recognized as an INC 5000 fastest-growing company, and our clients have secured over \$250 Million in non-dilutive funding.



The O'Connor Group provides flexible outsourced Human Resource and Talent Acquisition solutions to small and mid-market; life sciences, professional services, manufacturing, and early stage organizations. Our dedicated and industry-specialized experts work as an integrated part of our client's teams to help them attract, retain, and engage the best employees while building the solid Human Capital infrastructure needed to thrive. Our goal is to provide insightful, creative and innovative Human Capital solutions that allow our clients to focus on the success of their organization. The O'Connor Group also provides short-and long-term resources that fill critical gaps on our client's teams. We are committed to providing clients with optimal solutions, a transparent and simple process and the highest caliber resources. The O'Connor Groups is based outside of Philadelphia, and serves the Mid-Atlantic/New England region.



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.



Velentium is a professional engineering firm, specializing in the design and manufacturing of therapeutic and diagnostic active medical devices. We have experience working with all sizes of clients, ranging from startups seeking seed funding to established Fortune 500 companies. We exist to transform your IP into a safe and secure product that will change lives for a better world. Our specialties include: • Systems Design • End-to-End IPG Development • Embedded Cybersecurity • Firmware & Software • Mobile & Cloud Apps • Electrical & Mechanical Development • Automated Test Systems • Prototyping & Manufacturing (FDA manufacturer of record) Why you should choose Velentium over our competitors: • One-stop for secure design, development, production, and post-market • Better questions being asked sooner to ensure ongoing success • Tailored contract terms to best serve your unique situation • Open and intentional discussion rhythm throughout your project • Productive relationships with authentic people, designing life-changing devices. Visit our booth and find out how we can help you today!



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.

EXHIBITING COMPANIES

TABLES 8-9 & 24-30



Boulder Medical Device Accelerator

B M D A



Chemglass Life Sciences LLC, was established in 2009. We are the distribution arm for Chemglass, Inc. manufactured scientific and chemistry products. Chemglass Life Sciences also carries a complete line of chromatography vials/closures and cell/ tissue culture products. Our ever-increasing product lines will keep us on the forefront of scientific innovation. Chemglass Life Sciences will continue the tradition of excellence that has made Chemglass, Inc. products an integral part of chemistry performed in laboratories throughout the world. We will continue to provide the outstanding quality and service that you have come to expect. In no way does the formation of this new company compromise the quality of the products or goodwill that Chemglass, Inc. has achieved over the past 70 years in the research community.

Brex is a B2B financial services company that built the first corporate credit card for Life Sciences. Built on the Mastercard network, Brex is the easy way to streamline your purchasing and T&E, with higher card limits, custom controls, and life science-specific rewards. The Brex card is built to accelerate your mission, save time and allow you to focus on your R&D.

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

VanceIP combines 25+ years of patent experience in the life sciences space with a commitment to affordable, personalized, and efficient IP services. Whether it be drafting that all-important patent application, creating an IP strategy, or analyzing your current portfolio, VanceIP is here for you every step of the way. Our streamlined, low-overhead firm offers a free consultation, highly-competitive hourly rate, and even capped-fee projects. Contact us and let us know how we can help.

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 business development professionals from the industry, DHR provides 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.

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.

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.lifescienation.com

Artists For Humanity's (AFH) mission is to provide under-resourced urban youth with the keys to self-sufficiency through paid employment in art and design. AFH is built on the philosophy that engagement in the creative process is a powerful force for social change, and that creative entrepreneurship is a productive and life-changing opportunity for young people. Bridging economic, racial, and social divisions, AFH enriches urban communities by introducing young people's creativity to diverse businesses.

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.



CANCER TO CURED PROJECT

Oncology Investors & Entrepreneurs Roundtable

Meet with Cancer to Cured at RESI

When: 10 - 11 AM

Where: St. George D

Presented by Richard Anders - Founder, Cancer to Cured Project

The Cancer to Cured Project (C2C) is a national group for people who want to cure cancer. At our core stands a world-class group of experts - scientists, clinicians, experienced life-science businesspeople - who are willing to lend their expertise to help us find, advance, assist and vet early-stage cancer-focused research projects and companies. Beyond that stands a national network of investors who want to be part of the cure for cancer, and understand the tremendous investment potential in the area. We are creating a virtual venture capital firm focused exclusively on cancer.



ABI LAB

25+ new construction first-class wet lab suites available in MetroWest Boston

LAB SUITES
FOR LEASE



22 STRATHMORE RD
NATICK, MASS

STATE-OF-THE-ART
LAB SPACE

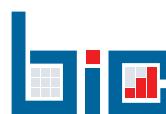


DELIVERING
Q4 2019

Gary Kaufman

617-721-0785

Gary@ABI-LAB.COM



Boston Innovation Capital

Biotech & Medtech Fundraising

Boston Innovation Capital (BIC) is an advisory firm that was spun out of Life Science Nation in 2014 to address an unmet need among early stage scientist-entrepreneurs for tactical 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 BD executive at a cost of \$150k - \$250K annually, or find a small-tier investment bank that would be willing to undertake their financing. BIC 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.

www.BostonInnovationCapital.com

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-  High credit limits that grow with you
-  Tailored points multipliers and travel rewards (like 3x points back on all lab supply purchases)
-  Automated accounting integrations to make reconciliation easy

GET STARTED

Apply Now and Get Waived Card Fees for Life



We welcome you to participate in the RESI Innovation Challenge!



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

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

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



RESI INNOVATION CHALLENGE



RESI Innovators

Easels 1-15: Innovation Challenge Finalists from NIH

 GENOMENON® Easel 1	 Easel 2	 Easel 3	 Easel 4	 Easel 5
CPSI Biotech Innovation at Work Easel 6	 Easel 7	 Easel 8	 Easel 9	 Easel 10
 Easel 11	 Easel 12	 Easel 13	 Easel 14	 Easel 15

Easels 16-38: Global Innovation Challenge Finalists

 Easel 16	 Easel 17	 Easel 18	 Easel 19	 Easel 20
 Easel 21	 Easel 22	 Easel 23	 Easel 24	 Easel 25
 Easel 26	 Easel 27	 Easel 28	 Easel 29	 Easel 30
 Easel 31	 Easel 32	 Easel 33	 Easel 34	 Easel 35
 Easel 36	 Easel 37	 Easel 38	Congratulations to all the RESI Innovation Challenge finalists across therapeutics, medical device, diagnostics and digital health	



Genomenon is one of the fastest growing bioinformatics companies in the genomics market. We connect patient's DNA with the billions of dollars of genomic research to help doctors diagnose & cure cancer patients and babies with rare diseases, and pharma researchers select genomic biomarkers for clinical trial target selection. Our flagship product, the Mastermind Genomic Search Engine (SaaS) is used by hundreds of genetic labs worldwide to accelerate turn around times, improve diagnostic yield and increase testing throughput. We license our Mastermind Pre-curated Genomic Datasets (DaaS) to pharmaceutical and bio-pharma companies to inform precision medicine development, deliver genomic biomarkers for clinical trial target selection and support CDx regulatory submissions with empirical evidence.

CorticoMetrics

CorticoMetrics is a software medical device company based in Boston. We seek to improve the state of clinical decision making in neuroradiology with software that performs automated quantitative analysis of structural MRI scan data of the brain. Our aim is to improve the accuracy and sensitivity of the information that radiologists have access to for detection or diagnosis of a number of neurological disorders and conditions, such as epilepsy, dementia, multiple sclerosis, traumatic brain injury, and hydrocephalus, affecting millions of people worldwide. The foundation of CorticoMetrics' software technology was developed at Massachusetts General Hospital (MGH). We have recently submitted our product, called THINQ, for FDA 510(k)-clearance, and expect to market it for sale through AI radiology marketplace platform providers by Q1-2020.



Carevive is an end-to-end digital oncology platform that tightly integrates into clinical and EMR workflows to increase patient and provider engagement for better health outcomes. The platform is powered by real-world evidence -- clinical data and electronic patient-reported outcomes (e-PROs). Features of the Carevive platform include personalized treatment care planning, clinical trial screening, proactive symptom monitoring/management, care coordination, survivorship care planning, and population health management to improve the quality of life and survival outcomes of cancer patients.



UrSure makes diagnostic tests that measure and improve medication adherence. Our initial focus is drugs that prevent and treat HIV and are taken by over 22 million people globally. The UrSure test looks and works just like a pregnancy test, but it measures drug levels. These tests have been associated with a 75% improvement in adherence levels.



AfaSci, Inc. a San Francisco Bay Area-based biotech discovers and develops small molecule and peptide therapies for unmet needs in the areas of chronic pain and neurological disorders. All programs were reviewed and founded by NIH SBIR/STTR grants. The company has discovered two therapeutic candidates for the treatment of neuropathic pain and neuroinflammatory pain which are ready for IND-enabling studies. These two therapeutic candidates are competitively differentiated as novel non-opioid and non-addictive analgesics. To accelerate IND-enabling studies and early clinical trials, AfaSci is now exploring opportunities in licensing, investment or joint development.



CPSI has developed the FrostBite cryoablation catheter and GastroCS cryo-console, a minimally invasive cryoablation device platform for use with endoscopic ultrasound (EUS) for the treatment of pancreatic cancer and other gastroenterological-based diseases, including esophageal, stomach and liver cancers. To advance commercialization and focus investment efforts, CPSI has exclusively licensed its cryo-console and EUS Cryocatheter IP portfolio for GI procedures in humans into a spinoff company, GI Cryo. Technology development has been supported by several NIH SBIR grants, prior technology sale and non-dilutive founder investment. This EUS-guided treatment will overcome several problems related to the surgical, laparoscopic or transcutaneous approaches used today for pancreatic cancer. Currently CPSI/GI Cryo is seeking financing to move the technology through finalization and FDA 510k approval.



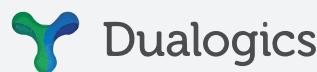
NE Scientific develops surgical guidance software for supporting physicians in oncological ablations. The goal of NE Scientific is to improve outcomes by ensuring that the tumor is completely eradicated in each intervention. The flagship product of the company is Accublate (TM), an intraoperative guidance software for RF and Microwave ablation of liver and lung cancer. The company will submit a first 510(k) in September/October 2019, and will start commercial activities in Q1 2020. NE Scientific has received SBIR Phase I and Phase II funding from the National Cancer Institute and is a recipient of the Johnson & Johnson Quick Fire Lung Cancer Innovation Award. The company is based in Boston and has a desk at JLABS in Shanghai.

shade

UV exposure from sunlight is a leading cause of skin cancer. Until now, consumer-facing methods of accurately measuring and managing exposure have been inadequate. Shade has developed and validated a breakthrough proprietary technology to improve wearable measurement and management of UV. Our goal is to become the "UV-sensing engine" in wearable products, a multi-billion dollar market segment. Our business model is to either OEM or license to multiple large players. There is a significant exit opportunity by a number of potential acquirers. We have an experienced team in place to capitalize on the opportunity.



Zetagen Therapeutics (doing business as, previously Fusologics, Inc) is an early stage therapeutic device company, which is developing products that grow bone by activating a novel molecular pathway. Discovered fortuitously, Zetagen is commercializing a proprietary, small molecule-based osteoinductive platform technology that addresses a large unmet need for several medical applications for which bone growth leads to optimal outcomes.



Dualogics is a drug development company focused on engineering innovative therapeutics to improve the life of patients in need. The company's core technology is a platform for making bispecific antibodies (OrthoMab) from any two existing antibody sequences. Their expertise is in combining computational biology and directed evolution to select leads that have novel use. Dualogics has a growing pipeline focused on harnessing T cell



Aphios International is developing a generally applicable pathogen inactivation enabling technology platform, CFI™, for the manufacturing of virus-free human plasma, plasma products such as immunoglobulins and recombinant biologics such as monoclonal antibodies. The pathogen inactivation marketplace is estimated to be ~ \$1 billion. We have recently been awarded a NHLBI SBIR grant of \$3.95M to develop CFI for units of human plasma. We have established a research collaboration with Japan Blood Products, Tokyo, for pooled human plasma, and are currently negotiating an MTA with CSL Behring, Australia on CFI for immunoglobulins. In addition, we are developing strategic relationships with Pfizer and Sanofi Pasteur. We are seeking investors for moving CFI through the FDA regulatory pathway and exiting through licensing or an M&A.



City Labs, Inc., a Florida corporation, ("City Labs" or the "Corporation") designs, develops, and manufactures proprietary long-life betavoltaic batteries used in medical device technologies, defense/homeland security, and microelectronics. Today's global battery market is estimated by industry experts to be approximately \$89.4 billion. City Labs' betavoltaic technology addresses select portions of the multi-billion dollar battery market including segments where low-power and high-energy density continuous power sources are crucial to operating needs: • \$18.6B Medical Implant/Electroceutical Market • \$11B Sensor Market (Industrial/Defense)• \$14.6B Satellite Industry (Defense/Space Exploration)



Creative LIBS Solutions is developing a game-changing technology that enables blood to be rapidly analyzed for infections by simply applying it to a filter, heating it for a few minutes, and then interrogating it with a laser. Light from laser sparks generated on a blood sample will be analyzed using pre-programmed algorithms to determine if an infection is present and the type of infection found. The instrument operator will simply push a button to start the analysis and then read the analysis results from a screen a few minutes later. The instrument will detect multiple infections simultaneously, have no hazardous bi-products, and require only power to operate.



Dyad Medical develops clinical applications using artificial intelligence aimed at enabling doctors to more efficiently and effectively interpret medical image content. Our initial core focus is in Cardiovascular because today cardiologists are treating ever-more complex intravascular lesions, blind to the presence of significant calcium and lipid deposits that could affect treatment. They have no means of seeing the extent or makeup of a lesion. This may cause: 1. Sub-optimal deployment of stents. 2. Over exposure to X-ray due to unnecessary scans. 3. Unnecessary treatments, raising risk level for complications and cost of treatment 4. Hospital re-admission rate is high. We solve the problems by building an intelligent image analysis platform that can interpret image content.



Breezing has developed a new category of wearable diagnostic device that precisely measures metabolic & pulmonary data from a patient's breath, providing critical data with which providers can personalize nutritional and weight management treatment programs to improve patient outcomes for weight management and obesity-linked chronic diseases including cardiovascular disease, COPD and type-II diabetes. Our proprietary and trade-secret chemical sensor technology was developed from almost a decade of research at The Biodesign Institute at Arizona State University, we have received 3 patents and filed a 4th provisional to protect our device technology, and we have validated equivalent precision and efficacy vs. much more complex and expensive hospital-based indirect calorimetry tools.



RESI INNOVATORS

EASELS 16 - 23



Developing sonodynamic therapy (SDT) with a first-in-class, noninvasive, drug-device combination to treat recurrent glioblastoma multiforme (rGBM) and other cancers. SDT uses MRI-guided focused ultrasound together with 5-aminolevulinic acid to selectively regress rGBM (which has no effective therapy). Compelling animal data from three independent labs. Phase 2 clinical trial to begin Q2 2020 at the Ivy Brain Tumor Center, which will provide all the (non-dilutive) funds for the trial. Seeking \$5MM in a Series A preferred financing to support operations through clinical proof of concept in rGBM. Plan to follow this round with non-dilutive financing from a pharma partnership ex-US to support operations through FDA approval. Led by an experienced team of entrepreneurs and biotech executives with multiple successful exits.



BOYDSense, Inc. is a medical technology company providing non-invasive and affordable tools for measuring critical biomarkers via exhaled breath. Breath-based metabolomics focuses on the capture, identification, and quantification of volatile organic compound (VOC) biomarker patterns in human breath and using them to diagnose and monitor chronic diseases, such as diabetes. BOYDSense's first commercial product, the g-Sense Breath Meter, is a hand-held breath meter that can accurately predict blood glucose values from breath VOCs. The g-Sense meter does not need consumables, is wirelessly enabled, has a companion mobile application and a public API. The device design is lifestyle-friendly, pocket-sized, with a seamless user experience, allowing consumers to frequently measure blood glucose without the typical barriers of cost, pain, or social stigma.



KRAS mt(+) tumors are resistant to immunotherapy due to their ability to secrete immune suppressive cytokines: IL-10, TGF-beta. We have developed a novel therapy that can change the profile of cytokines secreted from these KRAS mt(+) cells. Our drug can inhibit expression of suppressive cytokines: IL-10 and TGF-beta and induce the secretion of immune-stimulatory cytokines: IL-2 and INF-gamma. These stimulatory cytokines activate the anti-cancer immune response and increase the fragility of Treg in the tumor area. This change in the secretion of cytokines is induced by complete downregulation of KRAS protein expression in these KRAS mt(+) cells (which by its self leads to apoptosis). We successfully finished phase 1 and we aim phase 1B/2A with patients who are KRAS mt(+)



Mission Pneuma Systems Corporation is developing technologies and tools for precision fluid flow control in clinical and laboratory applications. Early successes of market leaders in IV therapy, pipetting, and laboratory pumps were based on strong recurring revenues for proprietary disposables. This financial incentive, combined with challenging regulatory environments, led to stagnation in innovation, often for decades. To properly deliver fluid, a pump must be aware of its performance using sophisticated feedback control. To complete, it must offer compelling financial advantages. PneumaDrive™ offers order of magnitude advances in size, weight, simplicity, cost, and performance. A relatively small investment will lead to rapid cash-flow positive in non-clinical applications and a clear path to regulatory approval and high valuation in medical devices.



Aevumed is a medical device start-up, founded by ambitious and energetic medical device professionals in the greater Philadelphia area. The company envisions advancing the quality of life in patients with tendon tears. Aevumed is currently on a mission to advance the treatment of patients with rotator cuff tears. The venture currently sells the PHANTOM® to treat patients with rotator cuff tears, especially with low bone quality. Today, more than 20% of patients that have gone through rotator cuff repair have retears that require further surgery. Aevumed is working on reducing the retear rate using its novel technologies, the PHANTOM-X™ and PHANTOM-L™.



We are a pre clinical cancer company about to enter Phase I trials with the next generation therapy for solid tumors. Our system comprises of two main components: A non-toxic lipid nanoparticle and a highly targeted DNA payload. DNA plasmids encode an inducible death protein under a promoter active in the target cell population. Cells are killed via apoptosis with caspase 9. We can use coded DNA payload to precisely target cell populations based on their genetic activity without harming adjacent cells. Our patented lipid nanoparticle (LNP) is the transfection agent that efficiently delivers non-integrating DNA plasmids to cancer cells. These LNPs have been shown to be non-immunogenic and non-toxic at up to 10x expected human dose.



Plakous Therapeutics is a biotherapeutic game changer. We have developed a regenerative medicine to save the lives of premature babies and create pain free lives for adults with osteoarthritis. With our patent pending platform will seek an indication to prevent Necrotizing Enterocolitis (NEC) a Rare Pediatric Disease that afflicts 11% of the 50,000 babies born annually in the U.S weighing less than 3lbs. NEC carries a 30% mortality rate and consumes \$5.0B in overall healthcare costs. The market opportunity exceeds \$500M. We are also eligible for a priority review voucher worth \$100M. Additionally, we will pursue an Osteoarthritis indication, with the potential to drastically reduce knee replacements and provide long-term pain management for millions in this \$300B market.



AEYE Health is a digital health company that aims to enable automated, AI-based diagnostic screening solutions for retinal imaging. While over 1 billion high-risk people need an annual check (70M in the USA), unfortunately, less than 25% are screened as the interpretation is expensive and impractical. Using our system, clinicians can detect a variety of medical conditions, prevent blindness and save lives. AYEYE Health is led by a seasoned team of entrepreneurs with decades of experience in machine learning and aims to become the first company with an FDA-approved broad screening solution. AYEYE Health is collaborating with large advanced academic medical centers in the US and primary care clinics are already using the solution to improve patient outcomes.



Biop Medical has developed an advanced digital colposcopy system which combines an external digital colposcope unit, with a unique internal micro-colposcope unit, guidance system integrating superior optics, macro and micro imaging, sensors, and advanced algorithms for lesion depiction and registration. Optical signatures are combined and analyzed via Biop's proprietary algorithm integrating Big Data analytics and AI capabilities, for precancerous lesion and invasive cancer detection. The system creates a high-definition image, and a color imaging map of the cervix, highlighting suspect lesions, serving as a guide for precise tissue biopsies. Biop's system will support telehealth enabling use by nurse practitioners, and gynecologists who are not trained colposcopists, even in remote locations. Biop's digital colposcope unit has received FDA clearance.



Xact's Fast Intelligent Needle Delivery (FIND) brings the robot to the patient, automating precision needle placement (PNP) under ultrasound guidance. FIND enables clinicians to perform at the top of their license, democratizing PNP. PNP is needed for vascular access, biopsy, ablation, therapy delivery, regenerative medicine, orthopedics, anesthesia, and more, but it's difficult/unpredictable for non-specialists, taking 20-120 minutes, and resulting in misses, complications, and delays. FIND's AI makes every clinician an expert, taking just 5 minutes. FIND's central vascular access beachhead nets hospitals ≈\$114 per procedure outside interventional suites (\$100k+/year). FIND also reduces specialist needs, patient movement, and procedural delays/facility underutilization.



iLyA Pharma develops next-generation biologics for treatment of wounds and skin and mucosa. The first indication targeted is treatment of difficult to heal skin wounds in specific populations for accelerated healing, reduced infection rates and minimal scarring. The lead drug candidate, ILP100, being tested in a first in human study, has potential to change the field of wound care and be a significant part in development of next-generation biologics. The second indication targeted is inflammatory bowel disease, this project is currently in research stage. More specifically human therapeutic well-known proteins are delivered on site by living lactic acid bacteria acting like small bioreactors. The company has own drug candidates and a highly skilled international team.



Flightpath Biosciences, Inc. is a biotechnology company located in Oakland, CA, focused on the development of novel therapeutics for the treatment of tick-borne diseases. Based on the results of a comprehensive high-throughput screen of 8,000+ compounds to identify a maximally-effective antibiotic agent against *Borrelia burgdorferi*, the company is developing an oral, semisynthetic, broad-spectrum, bactericidal antibiotic (FP-101). The drug will initially be developed for the treatment of Acute and Post Treatment Lyme Disease (PTLD). Importantly, the active molecule within FP-101 was previously approved by the FDA for use in treating bacterial infections of the lung and has an excellent safety profile.



Evren is on the forefront of the two fastest growing spaces in the medical device industry: Vagal Nerve Stimulation (VNS) and wearable tech. Our Flagship device, the Phoenix™, delivers VNS in a discreet earbud design. We aim to be the first medical device for the treatment of PTSD and the first wearable tVNS device for the treatment of psychological disorders in the US. The Phoenix™ has multiple treatment modes, including an adaptive-response algorithm that adjusts stimulation based on user's stress levels. The device will also allow for use during telemedicine therapy sessions and remote monitoring of adherence and monitoring stress levels throughout the week. Our device requires a De Novo FDA submission.



Eikonizo's mission is to expedite development of a daily, preventive, oral small molecule that will slow or stop the progression of neurodegenerative diseases such as Alzheimer's disease (AD) and amyotrophic lateral sclerosis (ALS). Our unique approach prioritizes establishing *in vivo* target engagement – in humans – early in the R&D process. We are applying this approach to our initial focus in developing small molecule therapeutic inhibitors of an emerging novel target – histone deacetylase 6 (HDAC6) – involved in the pathology of neurodegenerative diseases, especially tauopathies such as AD as well as ALS.



We are a venture-backed, San Francisco-based life sciences company developing a novel platform for cell therapy development and production. Demand for new immune cell therapies, such as CAR-T, has far outpaced the tools to develop, validate, and produce them at patient scale. Current methods of evaluating therapeutic potential lack physiologically relevant readouts. This has resulted in a large predictive gap between preclinical insights and actual clinical results. Furthermore, there are challenges in taking *in vitro* insights into a manufacturing context where performance gains may be lost to cell exhaustion or loss of phenotype. Our approach enables more predictive functional screening within an array of immunosuppressive tumor microenvironments, and employs strategies to reduce cellular exhaustion during manufacturing and within the patient.



renovas®

Octagon is a drug discovery company targeting metabolic adaptations in disease-causing cells. Altered metabolic activity drives rapid cell proliferation involved in autoimmune disease, bacterial infection, and cancer. Octagon has developed a discovery approach that highlights these altered metabolic pathways, and uses computational methods to further refine and prioritize potential drug targets. The company has two programs in development. The most advanced OTG-W91 program targets B-cells involved in Rheumatoid Arthritis, pemphigus vulgaris, and other serious autoimmune diseases. OTG-W91 is the result of significant chemical optimization, resulting in a nanomolar inhibitor. A second program, targeting metabolic activity in multidrug-resistant bacteria, has shown a high level of efficacy in animal infection models. Octagon is raising new financing to advance OTG-W91 through IND submission and clinical proof-of-concept.

Renovos is pioneering the use of synthetic nanoclay gels to deliver, retain and safely release biologics for tissue regeneration. Our proprietary formulations are easy to handle, form a biodegradable gel after injection, and can deliver 100X lower doses of biologics, which are retained and released only to target cells interacting with the nanoclay. Our motivation is to unlock the full potential of regenerative medicine with our innovative nanoclay gel technology platform, and help clinicians deliver safe and more efficacious treatments for tissue repair, with a first target market of \$1bn. We have a granted patent and a strong scientific and commercial team. We are now raising £5m to complete pre-clinical development and enable clinical trials to start in 2022.



Vascor has developed an innovative ventricular assist device (VAD) that treats advanced heart failure more safely and overcomes existing device shortcomings. Current VAD devices on the market, while extending life, have severe complications, including infection, bleeding, device malfunction, stroke and death. At least one of these complications occurs in 72% of IV AD patients during their first year of VAD use. Vascor's patented failsafe non-rotary implantable counter pulsation heart assist device is powered by a transcutaneous energy transmission system and addresses the root causes of these serious adverse events. The global VAD market is expected to grow from \$1 Billion to \$2 Billion in 2024. Our team includes a successful serial inventor with a winning track record and a seasoned CEO.



SCIDEC Therapeutics

Zepto, an in-vitro diagnostics company, features uniquely-accurate and multiplex-ready "lab-on-a-chip" technology – co-developed with the Mayo Clinic – to improve patient outcomes through superior assay performance at patients' exact points of need (a \$12B market). Zepto's fully-automated lab-on-a-chip Immunoassay Platform can conveniently deliver "central lab-quality" performance almost anywhere. Initially, Zepto is working to equip ERs and ambulances with highly-sensitive Troponin assays, accelerating myocardial injury detection. Meanwhile, Zepto's portable Liquid Biopsy Platform can detect 1% cancer gene mutation (eg. PIK3CA, EGFR, KRAS) and achieve unparalleled specificity of 99.9%+ in less than 2 hours. This can revolutionize the \$6B tissue-based biopsy market. Zepto seeks \$30M, primarily to launch the Immunoassay Platform with D-Dimer assays and complete PIK3CA-focused product development on the Liquid Biopsy Platform.

Developing human recombinant decorin (hrDecorin) as a first-in-class anti-fibrotic drug to treat communicating hydrocephalus (HC) due to brain hemorrhages. Hemorrhages lead to scar tissue that results in cerebrospinal fluid (CSF) buildup in the brain ventricles, leading to their enlargement, and significant developmental and cognitive morbidity. Compelling data from two labs in a HC rat model showing that hrDecorin reduced scarring in the brain, decreased ventricle size, protected against brain injury, and improved cognition. Manufactured cGMP drug and ready to begin IND-enabling toxicology studies. Seeking \$12MM in a Series A preferred financing to support operations through clinical proof of concept in HC. Led by an experienced team of entrepreneurs and biotech executives with multiple successful exits.



MTP Molecular Targeted Radiopharmaceuticals GmbH Fluorescent- and radiolabeled PARP Inhibitors for topical Dx applications, molecular imaging on PET/CT and tumor-cell specific internal radiation therapy. Exit-driven development of labeled diagnostic and therapeutic PARP inhibitors allowing diagnostic, localization, staging and therapeutic intervention to the DNA of cancer cells while sparing healthy tissues. Our pipeline is based on patented proprietary PARP inhibitors incl. FTO and inlicensed key technology and procedures. Published information on commercial FDA-/EMA-approved unlabeled PARP inhibitors with therapeutic indication (i.e. Lynparza®, Rubraca® etc.) and academic work (i.e. MSKCC, Stanford, Oxford etc.) on the use of radioactively labeled PARPi for molecular imaging on PET/CT, radiotherapy & for fluorescent-labeled PARPi as diagnostic tool for topical applications supported our concept and shape our development platform.



Respiratory diseases are leading causes of death and disability in the world. More than 250 million people suffer from Chronic Obstructive Pulmonary disease (COPD) and 300 million from Asthma worldwide. Currently, respiratory deterioration is often detected too late, leading to severe exacerbation and complications, hospitalization and huge costs. Resmetrix is developing a wearable system (based on unique proprietary sensor built into a chest strap wirelessly connected to a smartphone app), that monitors at-risk respiratory patients in real-time, 24/7, anywhere, in any setting. Resmetrix system is the only system that detects small changes in a patient's breathing pattern and provides immediate, early warning signs of deterioration in COPD patients at home, enable early window of intervention, early treatment and avoiding hospitalization.



Off-the-shelf biologically-derived acellular nipple-areolar complex graft (NAC) that acts as a scaffold to support the structural regeneration of a patient's NAC. The patient's own cells migrate into the acellular scaffold along with blood vessels within 6-8 weeks, thus regenerating a permanent, living NAC.



TRACK 1

TRACK 1: THERAPEUTICS INVESTOR PANELS

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Track 1

Moderator & Panelists

<p>8:00 - 8:50 AM</p> <h3>ANGEL INVESTORS</h3> <p>Explaining the Process of Engagement</p>	<ul style="list-style-type: none"> • David Fogel, Angel Investor, <i>TiE Boston Angels</i>  • David Abraham, Member, <i>Sky Ventures</i> • Lynn-Ann Gries, Managing Partner, <i>First Check Fund (AVG Funds)</i> • Richard Anders, Founder, Executive Director, <i>Mass Medical Angels</i> • Stephen Goodman, Founding Member, <i>Mid Atlantic Bio Angels</i>
<p>9:00 - 9:50 AM</p> <h3>BIG PHARMA</h3> <p>Pipeline Strategy for Preclinical and Early Clinical Assets</p>	<ul style="list-style-type: none"> • Guillermo Yudowski, Principal Investigator, External Portfolio Innovation Unit, <i>Biogen</i>  • Greg Fralish, Director, Oncology Business Development, <i>Takeda</i> • Javier Cote-Sierra, Head of External Innovation Inflammation & Immunology, <i>Sanofi</i> • Jennifer Ma, Executive Director, Business Development & Licensing, <i>Novartis</i> • Mark Stencik, Executive Director, BD & Licensing, <i>Boston Innovation Hub, Merck</i>
<p>10:00 - 10:50 AM</p> <h3>EARLY STAGE THERAPEUTICS INVESTORS</h3> <p>Bringing the Newest Therapies to the Clinic</p>	<ul style="list-style-type: none"> • João Ribas, Associate, <i>Novo Holdings A/S - Novo Seeds</i>  • Nandita Shangari, Principal, <i>Novartis Venture Fund</i> • Fiona De Hemptinne, Partner, <i>UCB Ventures</i> • Paulina Hill, Principal, <i>Omega Funds</i> • Usman Iqbal, Scientific Advisor, <i>Julz Co LLC</i>
<p>11:00 - 11:50 AM</p> <h3>INVESTING IN CELL & GENE THERAPY</h3> <p>The Next Generation of Therapeutic Technologies</p>	<ul style="list-style-type: none"> • Kevin Scanlon, Investor, <i>Sky Ventures</i>  • Elona Baum, Managing Director, <i>DEFTA Partners</i> • Stefan Vitorovic, Managing Director, <i>Vida Ventures</i> • Vivian Choi, Head of Gene Therapy Research, <i>Takeda</i> • Yury Kukushkin, Investment Director, <i>JDRF T1D fund</i>
<p>1:00 - 1:50 PM</p> <h3>CORPORATE VENTURE CAPITAL</h3> <p>The Corporate Landscape Morphed and New Opportunities Abound</p>	<ul style="list-style-type: none"> • Michael Baran, Executive Director, <i>WRD & Principal, Pfizer Ventures</i>  • Claire Leurent, Managing Director, <i>Samsung Ventures</i> • Dave Neustaedter, Vice President, <i>Medtronic Ventures</i> • Jeffrey Moore, President, <i>MP Healthcare Venture Management</i> • Sean Cheng, Senior Investment Manager, <i>Philips Health Technology Ventures</i>
<p>2:00 - 2:50 PM</p> <h3>FAMILY OFFICES</h3> <p>How Do Family Offices View Seed & Series A Rounds?</p>	<ul style="list-style-type: none"> • Ron Paliwoda, Founder & President, <i>Paliwoda Group</i>  • Kevin Schimelfenig, Managing Partner, <i>McGeever Family Office</i> • Mike Ryan, Co-Founder & CEO, <i>Bullet Point Network</i> • Jayson Rieger, Managing Partner, <i>PBM Capital Group</i> • Steven Kim, Partner, <i>Investment, Verdis Investment Management</i>
<p>3:00 - 3:50 PM</p> <h3>ASIA PACIFIC INVESTORS</h3> <p>Funding and Market Opportunities in Key Asian Economies</p>	<ul style="list-style-type: none"> • Bruce Cohen, Advisor, <i>Xeraya Capital</i>  • Haruhiko Sugino, Director, <i>Global Business Development, Otsuka Pharmaceuticals</i> • Haolin Sung, Managing Partner, <i>Chaperone Investment</i> • Shaoyu Chang, Vice President, <i>FC Capital</i> • Tianle Redanz, Associate Director of Business Development, <i>Mitsubishi Tanabe Pharma</i>
<p>4:00 - 4:50 PM</p> <h3>CHINA CROSS-BORDER PARTNERSHIPS</h3> <p>China Firms Looking to Build Global Partnerships</p>	<ul style="list-style-type: none"> • Larry Cai, Executive Director, <i>Business Development, Fosun Pharma</i>  • Catherine Zhang, Attorney, <i>MT Law LLC</i> • David Xu, Chief Business Officer, <i>Viva Biotech</i> • Don Lin, Founding Partner, <i>Guoqian Investment Venture Capital</i> • Grace Fu Palma, CEO, <i>China Med Device</i>



8:00 - 8:50 AM
ANGEL INVESTORS

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

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

Angel investors have been one of the first go-to investors as an incredibly important source of capital for fundraising entrepreneurs. Panelists will highlight the perspective of an angel when approaching a deal in the space. Angels will explain their investment preferences and their evaluation criteria, and provide overall advice in how to approach and build relationships with them. The panel will serve as an educational opportunity for scientist-entrepreneurs to better understand the trends in angel investment.



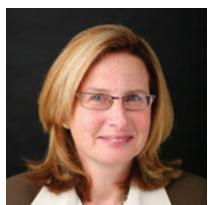
• **David Fogel**, Angel Investor, *TiE Boston Angels* 

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



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

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



• **Lynn-Ann Gries**, Managing Partner, *First Check Fund (AVG Funds)*

Lynn-Ann Gries has spent her career in the financial arena. From investment banking to venture capital she has experience working with a wide range of companies, from start-ups to those in the Fortune 1000. In 2001 she began working in venture capital, managing a small venture development fund with a mission to invest in tech-based start-ups. Over the course of 12 years she and her team invested \$30M in 80 companies, including CoverMyMeds (sold to McKesson for \$1.1 billion), Cardiologics (sold to Medtronic for \$90 million), Wireless Environment (recently sold to Ring for an undisclosed amount) and OnShift. At present, she is the Managing Partner of the First Check Fund, a focused pre-seed/seed fund that is part of the Alumni Ventures Group fund family. She received her MBA from New York University (Stern School of Business) and holds a Bachelor of Arts from Smith College where she majored in Economics.



• **Richard Anders**, Founder, Executive 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.



• **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.



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

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

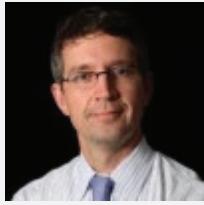
These panelists will shed light on the process that big pharma goes through when sourcing early-stage assets and advise startups on how they can best make a case for themselves. Panelists will also explore various trends within the therapeutics marketplace, what assets are of interest to their company,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

• **Guillermo Yudowski**, Principal Investigator, External Portfolio Innovation Unit (EPIU), Biogen 



Guillermo Yudowski serves as Principal Investigator at the Laboratory of Neuronal Cell Biology (LNCB) and the External Portfolio Innovation Unit (EPIU) in Biogen. As member of the EPIU, Guillermo represents Biogen externally to establish a global network with industry and academia fostering partnerships and collaborations focused on developing innovative therapies for people living with serious neurological and neurodegenerative diseases. Prior to joining Biogen, Guillermo held various academic appointments at The University of Puerto Rico and the University of California San Francisco where his research focused on understanding fundamental aspects of neuronal function. He was a visiting scientist at Pfizer, the Weizmann Institute and is recipient of several honors including been selected as Pew Latin American fellow.

• **Greg Fralish**, Director, Oncology Business Development, Takeda



Greg Fralish, PhD has over 15 years of professional experience in the life sciences. Greg is currently Director of Business Development at Takeda Pharmaceutical Company Ltd and has been responsible for a number of key transactions over the past four and a half years establishing the company's immune oncology strategy. Prior to Takeda, Greg was Founder and CEO of iTi Health, Inc., a Virginia-based biotechnology company developing novel antigens in cancer. Greg also led translational research programs at University of Virginia School of Medicine and before that he was a program leader for client drug development programs at the CRO Cato Research in Research Triangle Park, NC. Greg has a PhD in Biochemistry from the University of Georgia and performed postdoctoral studies in cell biology at Duke University.

• **Javier Cote-Sierra**, Head of External Innovation Inflammation & Immunology, Sanofi



Javier is the Head of External Innovation Inflammation & Immunology. Before joining Sanofi, Javier was Senior Director External Science & Innovation Inflammation & Immunology Research Unit at Pfizer. Prior to joining Pfizer, Javier was the Director of Immunology at the GSK Center for Skin Biology. Javier joined GSK from Hoffmann-La Roche where he was Senior Scientific Investigator, in the Respiratory, Inflammation & Autoimmunity department. Javier started his career in the Immuno-Inflammation TA at Millennium Pharmaceuticals. Javier has a BSc in Microbiology from Universidad Industrial de Santander, Colombia, a MSc in Molecular Biology and a PhD in Immunology from the Free University of Brussels, Belgium. He completed his postdoctoral studies in Immunology at NIAID, NIH in Bethesda, MD.

• **Jennifer Ma**, Executive Director, Business Development & Licensing, Novartis



Jennifer joined the Novartis Institutes for BioMedical Research (NIBR) in 2015 focusing on licensing and transactions. NIBR is the early R&D unit of Novartis, responsible for programs from drug discovery stage through early clinical development, covering all the therapeutic interest areas for Novartis. The licensing team establishes diverse kinds of collaborations with biotech companies and academics. Prior to joining NIBR, Jennifer held progressively more senior business and licensing roles at AstraZeneca/MedImmune and 5AM Ventures, and started her career setting up a Novartis-academic spin-out. She received a B.A. in Chemistry from Harvard University, a Ph.D. in organic chemistry from the California Institute of Technology, and an M.B.A. from Harvard Business School.

• **Mark Stencik**, Executive Director, BD & Licensing, Boston Innovation Hub, Merck



Mark has more than 17 years of industry experience mainly focused in business development and licensing. Mark currently leads transactions at the Merck Boston Innovation Hub, which is a Business Development and Licensing team focused on early-stage therapeutics (pre-clinical proof-of-concept) as well as accessing innovative research and technologies through collaboration, licensing, or mergers and acquisitions in the academic, pharma and biotech communities. Mark has led the negotiation of various complex transactions, including Merck's acquisition of Tilos Therapeutics and licensing deals with Skyhawk, Dragonfly, Moderna, among others. Prior to Merck, Mark spent over five years at Vertex Pharmaceuticals in Business Development and Strategic Operations roles. Prior to that he spent time at Amgen in various finance roles including Treasury and Business Development & Strategy. Mark holds a B.S. in Accounting from the Pennsylvania State University and an MBA in Finance from New York University.



TRACK 1

10:00 - 10:50 AM

EARLY STAGE THERAPEUTICS INVESTORS

TRACK 1 PANELISTS

SPONSORED BY



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.

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



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

• **Nandita Shangari**, Principal, Novartis Venture Fund



Dr. Nandita Shangari is a Principal at NVF in Cambridge, MA USA. Prior to joining NVF, she was part of the Novartis Oncology Business Development and Licensing team where she managed key alliances for the Oncology Portfolio. Before that, Nandita, held the Global Program Team Director position as part of the Kymriah® Global Program Team and helped bring this novel cell therapy to market, for two indications, in the US and EU. Nandita has also held strategic and group head roles in the Novartis Preclinical Investigative Toxicology organization. Nandita received her B.Sc. in Biochemistry and Ph.D. in Pharmaceutical Sciences from the University of Toronto, Canada.

• **Fiona De Hemptinne**, Partner, UCB Ventures



Fiona de Hemptinne joined UCB Ventures in March 2018. Her UCB career began in 2014 when she was appointed as Head of the Bone Patient Value Unit for Europe. Fiona has previously worked in BD for GlaxoSmithKline Biologicals in Belgium. In 2002, she moved to the US and worked at McKinsey & Company, covering healthcare clients in the US and Europe. She held several leadership roles at Lilly UK, Northern Hub and Europe. Fiona graduated with a MSc in Management from the Solvay Business School and an MBA from Harvard Business School. She is a Fulbright Scholar and a Recipient of a Belgian American Education Foundation scholarship. She has been a board director at Medifin, and at the financiere de Tubize. She is on the governors' body at the London Business School and a member of their audit and risk committee.

• **Paulina Hill**, Principal, Omega Funds



Paulina is a Principal at Omega Funds. Prior to joining Omega, Paulina was on the healthcare team at Polaris Partners. Paulina is a board observer for Arrakis Therapeutics, and previously served on the boards of Kala Pharmaceuticals, Neuronetics, Lyra Pharmaceuticals, Faraday Pharmaceuticals, Arsenal Medical and CAMP4 Therapeutics, where she was the founding CEO. Paulina serves on the board of The Capital Network and is a founding mentor of the Canadian Technology Accelerator. Paulina completed her postdoctoral fellowship in Robert Langer's lab at MIT, where she also founded the MIT Postdoctoral Association and served as its president. Paulina completed her PhD at Wake Forest University School of Medicine. Her graduate and postdoctoral work contributed to over 50 published manuscripts, abstracts and filed patents. Paulina graduated magna cum laude from East Carolina University, where she attended on an athletic scholarship. Paulina was born in Poland and grew up in Toronto.

• **Usman Iqbal**, Scientific Advisor, Julz Co LLC



Dr. Iqbal is a medical executive with 15 years of experience spanning R&D, Medical Affairs and End-to-End evidence and value development. His experience includes serving as the Senior Medical Affairs Leader at AstraZeneca Innovative Medicines Group, and as former Head of Sanofi Oncology, Global Evidence & Value Development. Dr. Iqbal's areas of expertise include harnessing big data science, real world evidence, advanced analytics and digital medicine to optimize R&D portfolios, Trial designs, Medical Affairs delivery, and patient outcomes. Prior to working in industry, including at Amgen, Trevena, and Acer Therapeutics, Dr. Iqbal was at the Boston University Health Outcomes Technology Group where he served as a senior research fellow. Dr. Iqbal serves as advisor to several academic and health care think tanks. He received his MD from Allama Iqbal Medical College, Lahore, Pakistan and MPH and MBA degrees from BU.

INVESTING IN CELL & GENE THERAPY

SPONSORED BY

BREX

TRACK 1

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.

• **Kevin Scanlon**, Investor, Sky Ventures 



Dr. Kevin Scanlon's career spans roles in academic medicine, senior management in the pharmaceutical industry and biotech companies, as well as an individual investor. Currently, he is an investment advisor to Sky Ventures and a Professor of Practice at Northeastern University. He was the Chairman of Pasadena Angels Investment Group, with ~100 investors that funded over 50 companies in two years. He has been CEO of four biotechnology companies, including Melanoma Diagnostics, which was sold to Myriad Genetics. At Schering AG/Berlex, now Bayer, he was responsible for the genomic and cancer programs. Dr. Scanlon's academic achievements include: Leukemia Society Scholar, Paul Martini Medical Research Prize, Co-Founder of the Nature Journal "Cancer Gene Therapy", President of the International Society of Cell and Gene Therapy, co-authored 135 peer-reviewed scientific articles and nine medical books. Dr. Scanlon also holds seven issued US Patents.

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



Elona Baum is Managing Director of DEFTA. Prior to joining DEFTA Partners, Ms. Baum served as General Counsel & VP Business Development for five years at 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 for over 13 years. 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.

• **Stefan Vitorovic**, Managing Director, Vida Ventures



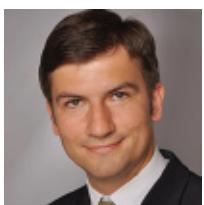
Stefan Vitorovic is Co-Founder and Managing Director of Vida Ventures, a life sciences focused company-building and investment firm. Prior to founding Vida Ventures, Stefan was an investment professional at Third Rock Ventures, where he focused on new company formation, due diligence, portfolio company financings, and partner development. He was part of the founding team of Decibel Therapeutics. Before Third Rock, Stefan was an investor at TPG Capital and an investment banker at Credit Suisse's healthcare banking group. Stefan received his B.S. with Honors in Biological Sciences and his M.S. in Biology at Stanford, where he conducted biomedical research in the lab of Dr. Helen Blau. Stefan later received his MBA from Harvard Business School. Stefan currently serves on the Board of Directors for Praxis Precision Medicines and BAIT Cellular Therapeutics and as a Board Observer for Oyster Point Therapeutics.

• **Vivian Choi**, Head of Gene Therapy Research, Takeda



Vivian has spent nearly two decades in gene therapy research at both academic and industrial drug development settings. Vivian joined Shire in 2015 as the Head of Gene Therapy Research US and integrated into Takeda after the acquisition in 2019. Vivian's main roles include driving the Gene Therapy Research Strategy, leading and advising gene therapy research programs involved in multiple therapeutic areas utilizing gene transfer, gene regulation and gene editing, and establishing an internal platform for developing rAAV vector as a modality. She was previously an investigator and global project team lead at Novartis (NIBR) where she led multiple gene therapy projects. She received her Ph.D. from UNC-Chapel Hill studying recombinant AAV vector biology and its application in gene therapy and postdoctoral training at Harvard Medical School investigating natural and artificial nuclease-induced genomic DNA double strand breaks and the intra/inter chromosomal DNA repair mechanisms in editing the immunoglobulin genes.

• **Yury Kukushkin**, Investment Director, JDRF T1D fund



Yury Kukushkin joined 4BIO Capital in 2014 to lead the U.S. investments and scouting efforts. Yury is active in both public and private investment companies developing advanced therapies, and he led a dozen investments in various biotech companies, including investment in RetroSense Therapeutics (sold to Allergan for \$550m), TiGenix (acquired by Takeda for \$608M) and Orchard Therapeutics (IPO at NASDAQ in 2018). Prior to joining 4BIO, Yury was an associate at RBV Capital. As part of a team, he developed the strategy for the fund and managed several investments in private US and UK companies. Yury received a Ph.D. in Biochemistry from Max Planck Institute of Biochemistry, Martinsried, Germany, and MS in Biochemistry from the Moscow State University, Russia.



1:00 - 1:50 PM

CORPORATE VENTURE CAPITAL

TRACK 1 PANELISTS

SPONSORED BY



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.

• **Michael Baran**, Executive Director, WRD & Principal, *Pfizer Ventures* 



Michael Baran, MBA, PHD, is Executive Director, WRD and Principal at Pfizer Ventures. Mike is responsible for identifying, evaluating, making and managing equity investments aligned with the future directions of Pfizer. He currently has responsibility for Pfizer's investments in Accelerator NYC, AnTolRx, Biodesy, eFFECTOR, and MISSION Therapeutics. Prior to his current role, Mike held responsibilities in R&D portfolio strategy as well as managing scientific affairs for the R&D President's office at Pfizer. Mike joined Pfizer from Nexamics Biosciences, a company which he co-founded in 2006. Prior to Nexamics he worked within the NIH Protein Structure Initiative's Northeast Structural Genomics Consortium coordinating protein structure production efforts. Mike received his BA in Biochemistry from Syracuse University, holds a MBA from Rutgers Business School, and a PhD in Biochemistry from Robert Wood Johnson Medical School / Rutgers, the State University of New Jersey.

• **Claire Leurent**, Managing Director, *Samsung Ventures*



Claire is a biologist by training, and earned her PhD in molecular and cellular biology at the Institute of Genetics, Molecular and Cellular Biology in Strasbourg, France. Claire then joined the pharmaceutical industry to work on drug development in several capacities for about 13 years. She joined Wyeth Pharmaceutical as a Senior Clinical Scientist contributing to global phase 3 registration trials, NDA dossier submission and new product launch. With Pfizer Neuroscience, she led teams in designing and conducting clinical plans from FIH to POC studies for small molecules, biologics and biomarker technologies. Claire developed a passion for the business aspects of innovation. She became a standing member on the Portfolio Enhancement team responsible for screening external opportunities for BD and did an internship with Pfizer's Strategic Investment team in 2015. Claire obtained her MBA from MIT Sloan in June 2016.

• **Dave Neustaedter**, Vice President, *Medtronic Ventures*



As Vice President of Venture Capital at Covidien and now Medtronic, Dave has led 10 minority investments to-date, resulting in multiple acquisitions by Covidien and Medtronic. Dave works closely with Medtronic's leadership and BD teams regarding new investments and was also a primary architect of Covidien's white space growth strategy. He currently serves as a Director for SetPoint Medical, PQ Bypass and MD Revolution and is a Board Observer for several other companies. Prior to Medtronic, Dave was responsible for BD, strategy and finance for a small division of Stryker. Earlier in his career, he was a healthcare-focused strategy consultant, supporting numerous clients regarding internal product development and acquisition opportunities. Dave received an MBA from Yale and a Ph.D. in molecular biology from the University of British Columbia and completed his post-doctoral fellowship at the Mount Sinai School of Medicine.



• **Jeffrey Moore**, President, *MP Healthcare Venture Management*

Jeff Moore joined MPH in 2008. Previously, Dr. Moore was a Kauffman Fellow with the early stage healthcare venture capital firm Research Corporation Technologies (RCT). He has held various business and scientific roles at Millennium Pharmaceuticals and Scriptgen. He received his DPhil from Oxford and postdoctoral training at Harvard Medical School, studying biochemistry, infectious disease and immunology. He received his MBA as a Sloan Fellow at MIT.



• **Sean Cheng**, Senior Investment Manager, *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.



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

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

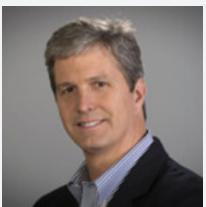
The primary goal of this panel is to help entrepreneurs understand how family offices view early-stage investments in the healthcare space and best practices for approaching, pitching and working with these groups as well as debunking some common misconceptions about family offices.

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



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

• **Mike Ryan**, Co-Founder & CEO, *Bullet Point Network*



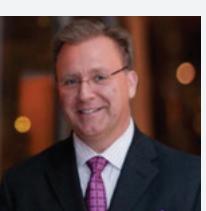
Mike Ryan is the Co-Founder and CEO of Bullet Point Network (BPN). He is an active private investor, entrepreneur, board member via his own family office. Mike began his career as an analyst with Goldman Sachs in New York, and was a partner at the time of the firm's IPO and for 8 years afterward. Mike was also Global Head of Securities and a member of the Management Committee for Credit Suisse. Mike served as a member of Harvard's Investment Committee. After leaving Harvard, Mike founded BPN to focus on his passion for making direct investments and supporting portfolio companies. Mike has served as a director, committee chair or board chair on numerous corporate and non-profit boards. He graduated summa cum laude from Yale University with a B.A. in Economics, and was an Academic All-American in basketball.

• **Jayson Rieger**, Managing Partner, *PBM Capital Group*



Jayson Rieger is currently a Managing Partner for PBM Capital Group. Dr. Rieger has 15 years experience in cross-functional scientific and business leadership roles. During his tenure at PBM Capital Group he has served as: scientific advisor to Avaxis, CSO for Dova Pharmaceuticals, COO for Verrica Pharmaceuticals, as well as COO for Xalud Therapeutics. Prior to his work at PBM Capital Group, he served as Corporate Senior Vice President and President of the Human Therapeutics Division at Intrexon Corporation. Dr. Rieger has also served as the Vice President of Research and Virginia Operations for Clinical Data, Inc. Jayson has also held the role of Vice President of Lead Development at Adenosine Therapeutics, LLC. Dr. Rieger obtained his Ph.D. from the University of Virginia in Chemistry, has an MBA from the Darden Business School and earned his B.A. from Rollins College.

• **Kevin Schimelfenig**, Managing Partner, *McGeever Family Office*



Kevin is the Founder and Managing Partner of the McGeever family office, which focuses on achieving the financial and philanthropic goals of the family. McGeever's investment portfolio places an emphasis on healthcare, but also includes technology, energy and real estate. To support the success of McGeever's investments, Kevin founded SalesForce4Hire, a company that provides strategic commercialization solutions for medical device, diagnostics, biopharma and information technology companies and their investors. SalesForce4Hire has played an instrumental role in the successful implementation of customized sales solutions with Fortune 500 and startup companies. Kevin is also an active angel investor who enjoys working closely with CEOs and leadership teams on strategic partnering and commercialization activities. He serves on several boards and is the Executive Chairman for Physcient, a North Carolina based medical device company developing a blunt dissection tool for surgery.

• **Steven Kim**, Partner, *Investment, Verdis Investment Management*



Steve Kim is a partner at Verdis Investment Management, directing investment strategy and risk management for the family office. He is an active member of the Investment Committee and has been with the firm since inception. Beyond his investment background, he brings 30 years of experience building and implementing operating infrastructures for venture capital and PE firms, as well as public and private companies. Before becoming a family office investor, he helped build and lead the technology development and service delivery organizations at Orcom Solutions/Alliance Data Systems, Peopleclick, Clear Communications, Alcatel, Fujitsu and Daleen Technologies. Steve began his career at the Walt Disney Company, serving on the IT team that helped open what is now Disneyland Paris. He earned his bachelor's degree from the University of Central Florida and serves on the Board of Governors for the The International Baccalaureate.



3:00 - 3:50 PM

ASIA PACIFIC INVESTORS

TRACK 1 PANELISTS

SPONSORED BY



This panel focuses on investments, licensing, and other strategic partnering opportunities from the perspective of Asia Pacific region-based firms, or those with strong expertise in Asian markets. Topics may include the following:

- Current areas of interest
- Similarities and differences of the market landscape in various countries within the Asia Pacific
- Challenges associated with market penetration and regulatory hurdles, and how these can be overcome
- Evaluation and investment process; how can companies successfully seek to work with these groups?
- Examples of successful cross-border investments and partnerships

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

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



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

• **Haruhiko Sugino**, Director, Global Business Development, Otsuka Pharmaceuticals



Currently on an expatriate assignment from Japan, Haru Sugino is leading the global scouting activities for Otsuka Pharmaceutical Co., Ltd working closely with Otsuka's US and EU BD affiliates. Haru is a part of Otsuka's evaluation and negotiation team, charged with identifying, evaluating, and negotiating transactions to in-license new innovative compounds that address unmet medical needs in CNS/neuro and renal diseases for both global development or for regional development in Japan and Asia. Haru has been with Otsuka for 22 years in various roles, including sales, pre-clinical drug discovery, clinical R&D, commercial, and business development. Haru has a PhD for neuropharmacology, and moved to business development in 2016 after successfully launching a drug in US on which he worked for 10 years from pre-clinical discovery through to commercialization.

• **Haolin Sung**, Managing Partner, Chaperone Investment



Haolin Sung is the founder and the managing partner at Chaperone Investment, a Taiwan based VC fund focusing on angel and early stage investment in healthcare and biotech sector. He has 10+ years of experience in this field and serves as a board director for several companies including Panlabs, MountainVet, and was the board director at Pharmigene. Mr. Sung also serves in critical roles at several of the Chaperone portfolio companies including Celtech and Caliway to assist these companies in funding and business development/ licensing activities. Prior to Chaperone Investment, Mr. Sung was the director of the direct investment department for Diamond Biofund, the largest Biotech VC in Taiwan and the deputy director of Microbio Biotech Shanghai. He also worked for First Capital Management as a healthcare/biotech industry analyst. Mr. Sung earned his EMBA at Columbia University and London business school and has a B.S. in Biochemistry from Dong Hwa University.

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



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.

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



Dr. Tianle Redanz is the Associate Director of Business Development in Mitsubishi Tanabe Pharma Holdings America, Inc. She is responsible for the strategy and operational activities of global BD in Mitsubishi Tanabe. She is majorly involved in the project selection and evaluation activities, assisting expert consultation activities, and establishing the company's global BD process. Tianle received her Ph.D. in Medicinal Chemistry from University of Rhode Island and received her MBA degree from Yale University. Tianle completed her post-doctor training in Cornell Medical School. She is the patent owner of synthesizing Nicotinamide Riboside (NR), a newly developed vitamin, which is known to be the aging modulator. In 2015, the first commercial product of NR came to the US market. In 2012, Tianle co-founded Garbo Biotech in order to bring NR products to China. Tianle has coauthored 20+ publications and 10+ patents pertaining to the design and synthesis of lead candidate compounds for genetic disorders, oncology and infectious diseases. Recently Tianle was invited as the grant reviewer, consultant and panel speaker for multiple organizations, including National Cancer Institution, GLG and Guidepoint etc.

CHINA CROSS-BORDER PARTNERSHIPS

SPONSORED BY

BREX

TRACK 1

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

- Navigating the bilateral ecosystem, given the current trade tensions between USA and China
- Key difference between the China and US Markets
- What are they looking for as cross-border investors?
- How can companies make themselves appealing to initiate a China cross-border partnership?
- What does the investment process look like in China?

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

• **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.

• **Catherine Zhang, Attorney, MT Law LLC**



Attorney Zhang's practice focuses on corporate law and intellectual property law. She advises small and large companies with business formation, the establishment of capital structure and obtaining financing, and helps with business and IP related contracts. She also advises clients with charitable organization's formation, obtaining and maintaining exempt status. Attorney Zhang obtained J.D. degree from Boston University School of Law, B.A. in chemistry from Peking University, and M.S. in chemistry from Michigan State University. Before joining MT Law, she worked at a prestigious international law firm in its China headquarters. Attorney Zhang devotes her time to civic activities and community volunteering. She serves on the boards of directors of several nonprofit organizations in the Greater Boston area. Attorney Zhang is fluent in both English and Chinese.

• **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 Jizhou 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.

• **Don Lin, Founding Partner, Guoqian Investment Venture Capital**



Dr. Lin has more than 30 years of experience in biotech industry and in innovation. Before co-founding US Innovation Center, he co-founded Guoqian VC; serviced as Vice President of Mindray Bio-Medical Electronics, Co., Ltd., the largest medical company in China; and Chief Technical Officer of Cardiac Science, Inc , which he helped to build from his garage to NASDAQ national market. He helped many startups to become public companies and/or be acquired. He led the development of many award winning products. Dr. Lin received his Ph.D. and Master degree from the University of Michigan and Bachelor degree from Beijing Normal University.

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



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



TRACK 2:

DEVICE, DIAGNOSTICS & HCIT INVESTOR PANELS



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Track 2

Moderator & Panelists

8:00 - 8:50 AM

FIRST COAST TECH HUBS

New Models for Turning Life Science Innovations into Startup Success

- **Stephanie Marrus**, Director, *Entrepreneurship Center at UCSF* 

- **Gary Kaufman**, Chief Operating Officer, *ABI-LAB*

- **Gyan Kapur**, Managing Director, *Digital Health CT*

- **Jorge Aquino**, Director, Ventures, *Johns Hopkins Technology Ventures*

- **Michael Fenn**, Director of Healthcare & Life Sciences, *Digital Health CT*

9:00 - 9:50 AM

MEDTECH STRATEGICS

Large Medical Device Firms Seeking External Innovation

- **Geoff Dacosta**, Director, BD & Licensing, *Medtronic* 

- **James Kaiser**, Director of Venture Capital, *HOYA Corporation*

- **Nick Morwood**, Director of Business Development, *Philips Health*

- **George Russo**, VP, Strategic & Business Development - GYN Surgical Division, *Hologic*

10:00 - 10:50 AM

DIGITAL HEALTH INVESTORS

Leveraging Software to Lower Costs and Improve the Quality of Care

- **Ramin Rafiei**, Director of Digital Healthcare, *SHL Group* 

- **Elaine Mo**, Vice President, *Ascend Capital Partners*

- **Sarah Sossong**, Principal, *Flare Capital Partners*

- **Sohaib Siddiqui**, Managing Partner, *Kettlebeck Ventures*

- **Wasim Malik**, Managing Partner, *Iaso Ventures*

11:00 - 11:50 AM

MEDICAL DEVICE INVESTORS

Investing in Novel Engineering

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

- **Aaron Sandoski**, Co-Founder & Managing Director, *Norwich Ventures*

- **Darshana Zaveri**, Partner, *Catalyst Health Ventures*

- **Lu Zhang**, Managing Partner, *Fusion Fund*

- **Shahram Hejazi**, Partner, *BioAdvance*

1:00 - 1:50 PM

IMPACT INVESTORS

Life Science Investors Looking for More Than Financial Returns

- **John Parker**, Founder & Managing Director, *Springhood Ventures* 

- **Christopher de Souza**, Director, *Broadview Ventures*

- **Isabella Zhang**, Senior Associate, *JDRF T1D Fund*

- **Jonathan Behr**, Partner, *Dementia Discovery Fund*

- **Michael Cole**, Founder & General Partner, *Global Neurohealth Ventures*

2:00 - 2:50 PM

HEALTH SYSTEM PARTNERS

Care Providers And Payers Seek New Technologies

- **Erik Liem**, Executive Vice President, *Mount Sinai Innovation Partners* 

- **Cyril Philip**, Principal, *Providence Ventures*

- **Mayank Taneja**, Director of Venture Investments, *OSF Healthcare Ventures*

- **Richard Mulry**, Managing Director & COO, *Northwell Holdings*

3:00 - 3:50 PM

DIAGNOSTICS INVESTORS

New Generation of Technologies Changing Treatment Paradigms

- **Tom Miller**, Managing Partner, *GreyBird Ventures* 

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

- **Michele Colucci**, Managing Partner, *DigitalDx Ventures*

- **Nat Brinn**, Partner, *VC23*

- **Wouter Meuleman**, Principal, *Illumina Ventures*

4:00 - 4:50 PM

TALES FROM THE ROAD

Biotech & Medtech CEOs Share Their Story

- **Greg Mannix**, VP of International BD, *Life Science Nation* 

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

- **Hank Wu**, CDO, *Luminopia*

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

- **Kasper Roet**, CEO, *QurAlis*

 Moderator



8:00 - 8:50 AM

FIRST COAST TECH HUBS

TRACK 2 PANELISTS

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

In this RESI panel, the audience can learn about new initiatives that are creating opportunities for life science startups to thrive in the 'First Coast,' the Northeast corridor from DC to Boston.

- 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?

• **Stephanie Marrus**, Director, *Entrepreneurship Center at UCSF* 



Stephanie Marrus is Director of the Entrepreneurship Center at UCSF. Her mission is to start companies from UCSF inventions and to build the entrepreneurial ecosystem at the University. During a 30-year plus business career she has worked with over 1000 companies in science- and technology-based industries. In addition to her business career, she served as Deputy Secretary of Economic Affairs for a Massachusetts governor where she led economic development, business policy and chaired an environmental fund board. She has lectured about entrepreneurship on five continents, and enjoys giving workshops in diverse geographies. She is a frequent speaker and moderator at entrepreneurship conferences in Silicon Valley and globally and is a member of the US State Department International Speaker Program. She holds an MBA from the Wharton School, University of Pennsylvania, MA from Columbia University and AB from Cornell University.

• **Gary Kaufman**, Chief Operating Officer, *ABI-LAB*



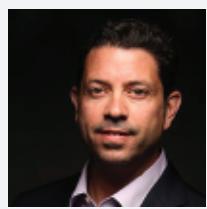
Mr. Kaufman is the Chief Operating Officer at ABI-LAB, a campus of 85,000 sq. feet in 2 buildings hosting 65 biotech companies. He is an angel investor in a multitude of biotech ventures, and he is currently in the process of creating an investment vehicle to fund an additional two to four companies a year. In addition, he played a significant role in the startup community as co-founder & vice chairman of the Metrowest Life Sciences Network, an organization whose mission is promote growth among the regions scientific and entrepreneurial ecosystem. He has a BS in Management Science from Bridgewater State College with advanced studies at Tel Aviv University and Harvard University.

• **Gyan Kapur**, Managing Director, *Digital Health CT*



Gyan Kapur is the Managing Director of Bayes Ventures, a seed and pre-seed venture fund focused on digital health nationally and B2B software in the northeast United States, as well as Digital Health CT, a no equity accelerator focused on digital health. Prior to Bayes Ventures, Gyan was a Vice President at Activate Venture Partners (first investor in Medidata, a \$6bb exit) and an active angel investor. 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).

• **Jorge Aquino**, Director, *Ventures, Johns Hopkins Technology Ventures*



Jorge Aquino is Director, Ventures for Johns Hopkins Technology Ventures. He is an experienced Business Development professional providing leadership and guidance to Johns Hopkins University's high value start-up companies. During his tenure Mr. Aquino has raised the profile of Johns Hopkins University and as a result FastForward companies have raised more than \$1.8B. Prior to joining Johns Hopkins University Mr. Aquino led M&A and strategic partnering activities for Canon Biomedical, Inc. Previously, Mr. Aquino was Senior Manager of Business Development for Emergent BioSolutions Inc. Prior to Emergent Mr. Aquino managed the biotech portfolio of Maryland Venture Fund. Mr. Aquino holds a B.S. in Biological Sciences from the University of Maryland, M.S. in Biotechnology from the Johns Hopkins University and MBA from Loyola University of Maryland.

• **Michael Fenn**, Director of Healthcare & Life Sciences, *Digital Health CT*



Dr. Michael Fenn is the Director of Healthcare and Life Sciences at Harvard Innovation Labs. He has served as cofounder, advisor, and board member for over two dozen startups, as well as several incubators & investment firms. Dr. Fenn was previously an NIH-funded Assistant Professor of Biomedical Engineering and Director of the Center for Medical Materials & Biophotonics at Florida Institute of Technology. He has a diverse research background, with expertise in biomaterials, tissue engineering, medical devices, diagnostics, and drug delivery. Dr. Fenn launched several startups from his lab, which have gone on to raise significant venture funding, participate in Y-Combinator, and achieve regulatory clearance. He received his Ph.D. in Biomedical Engineering, M.S. in Materials Science and Engineering, and B.S. in Chemistry/Biochemistry, all from the University of Florida.



9:00 - 9:50 AM

MEDTECH STRATEGICS



TRACK 2 PANELISTS

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In the medical technology sector, major corporations are increasingly looking to external startups and inventors for innovative new technologies. In addition to traditional M&A, these major strategic players in the medtech world are exploring innovative strategies to partner with early stage startups, and our speakers will explore topics such as:

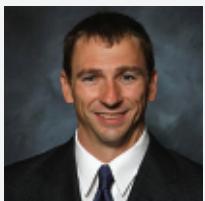
- How do major corporations find new device technologies that are a fit for their pipelines?
- What can an early stage startup do to find the right partner?
- How do partnerships work, and what conditions might a major partner have?
- What kind of technical and commercial validation will be required to secure a partnership?

The panelists will explore these topics with reference to the technology areas that they are looking at for their future pipelines.



• **Geoff DaCosta**, Director, Business Development and Licensing, *Medtronic* 

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



• **James Kaiser**, Director of Venture Capital, *HOYA Corporation*

James Kaiser is the Strategist for HOYA's Corporate VC Group and the only member to be based outside Japan. His responsibilities include investing in startup companies to expand HOYA's areas of interest within the Life Care segment. Prior to this role at HOYA, he has over 15 years' experience working in the R&D labs of academia, startups, and Fortune 500 companies that he leverages to evaluate the potential and maturity of an investment target's technology. HOYA Corporation is a diversified, multinational company and leading supplier of innovative and indispensable high-tech and healthcare products. HOYA is active in two main business segments: The Life Care segment encompasses health care areas such as eyeglass lenses and the operation of contact lens retail stores, as well as medical related areas such as intraocular lenses for cataract surgery, medical endoscopes, surgical equipment and artificial bones and implants. HOYA's Information Technology OUR JUDGES AWARDS Judges segment focuses on electronics products for the semiconductor industry and LCD panels, glass disks for HDDs and optical lenses for digital cameras and smartphones. The HOYA Group comprises over 100 subsidiaries and affiliates and over 34,000 people worldwide.



• **Nick Morwood**, Director of Business Development, *Philips Health*

Nick currently leads business development for Philips Healthcare's Connected Care businesses, focused on building connected solutions to empower the next generation of patient care in both in-hospital and out-of-hospital settings. Nick is responsible for identifying and driving strategic investments, partnerships, and alliances, and leading the efforts to bring these technologies to market through innovative business models. Much of this activity has involved interacting with and supporting the healthcare startup ecosystem, including serving as a Healthcare Mentor for several leading accelerator programs. Nick was previously Head of Strategy and Business Development for Philips' Connected Sensing business (focused on wearables and related digital health solutions), and joined Philips after more than a decade in strategy consulting. Nick holds an MBA from F.W. Olin School of Business at Babson College.



• **George Russo**, VP, Strategic & Business Development - GYN Surgical Division, *Hologic*

George is the Vice President, Business Development for Hologic. He is responsible for leading the development of business development strategy, identifying and cultivating targets and executing transactions all in support of driving sustainable growth across the business. George was formerly the Vice President, Corporate Strategy and Global Product Management at Haemonetics. In this role he was responsible for recommending corporate objectives and long-range plans to achieve growth and financial profitability. Previously, George was a member of the founding management team responsible for operationalizing and integrating HealthMedia and the Human Performance Institute into a single corporate wellness business for Johnson & Johnson's consumer sector. Prior responsibilities at J&J included the management of all licensing, acquisition and divestiture activities in support of the Corporate Office of Strategy & Growth, Cordis and DePuy franchises. George holds a BS in finance from Bentley University and an MBA from the Boston University Graduate School of Management.

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

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

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



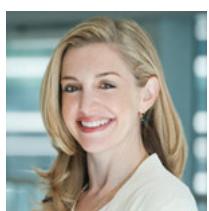
• **Ramin Rafiei**, Director of Digital Healthcare, *SHL Group* 

Dr. Ramin Rafiei leads Digital Healthcare for SHL Group. As Director of Digital Healthcare, his focus is on improving the real-world efficacy of therapies, by transforming the patient experience outside a clinical setting and personalizing care delivery through a combination of connected drug delivery devices, real-time analytics and remote interventions. Over the past two decades, Dr Rafiei has been leading high-stake multidisciplinary scientific and business initiatives across aerospace and nuclear industries, as well as new generation industries in photonics, autonomous mobility and digital healthcare. Ramin is a healthcare investor, healthtech advisor, a published author, and holds a PhD in experimental nuclear physics from The Australian National University (Canberra, Australia).



• **Elaine Mo**, Vice President, *Ascend Capital Partners*

Elaine is an experienced management consultant with over 6 years of consulting experience. Many of her projects have involved strategic planning and change management. Elaine is specialized in business operations effectiveness and process optimization. Her clients include the US Federal Government and utility companies. Elaine has also been trained in change management and data analysis. She also serves as an advisor for start-up companies and accelerator programs in the San Francisco, California area. She has worked part-time for Ascend in previous years as an analyst in Beijing, most notably during its NVC deal. Now, she manages their healthcare investments in business development, sales, and operations.



• **Sarah Sossong**, Principal, *Flare Capital Partners*

Highlighted as one of the "influential women reshaping health IT" in March 2018 by FierceHealth, Sarah Sossong an expert in digital health, an experienced healthcare operator, a venture capital investor, and an active participant in national efforts to advance the adoption of healthcare technology. Through roles in the US Navy, Kaiser Permanente, and Massachusetts General Hospital, Sarah established a successful track record of pioneering health-system digital health innovations from concept to national recognition. Sarah brings her flair for cross-sector collaboration and her passion for transforming the business of healthcare to her new role on the investment team of Flare Capital Partners, a leading venture capital firm dedicated to investing in early stage startups in healthcare technology and services, with offices in Boston, Massachusetts.



• **Sohaib Siddiqui**, Managing Partner, *Kettlebeck Ventures*

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.



• **Wasim Malik**, Managing Partner, *Iaso Ventures*

Wasim Q. Malik, PhD, is Managing Partner at Iaso Ventures. He is also a professor at Massachusetts General Hospital, Harvard Medical School. In his entrepreneurial roles, he has served as Chief Executive Officer at Eyologics and Chief of Technology at Myolex. Earlier he served as the Chief Digital Strategist at Roivant Sciences, where he oversaw strategic partnerships and investments in digital health. He sits on the board of Arete Innovations and Saphetor, serves as a startup mentor at Creative Destruction Lab NYC and Dreamit Ventures, and is an angel investor at Sky Ventures. He is a Steering Committee Member of the IEEE Brain Initiative. He received his education in engineering, neuroscience and venture investing at Oxford, MIT and Harvard Business School.



11:00 - 11:50 AM

MEDICAL DEVICE INVESTORS

TRACK 2 PANELISTS



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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.

• **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, NuSonea, 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 Circadian, a specialty CPAP mask manufacturer. Thomas graduated from Cornell University with a degree in Microbiology.

• **Aaron Sandoski**, Co-Founder & Managing Director, *Norwich Ventures*



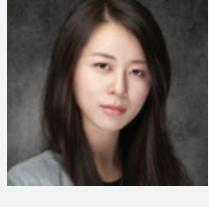
Aaron Sandoski is Co-founder & Managing Director of Norwich Ventures, a specialized venture capital firm focused on early-stage MedTech. Aaron's current investments include Affera, Arterys, Lexington Medical, Pelvalon, Podimetrics, ReThink Medical and Vaxess Technologies. Previous investments include Rhythmia Medical (acquired by Boston Scientific) and Intelligent Bio-systems (acquired by Qiagen). Prior to founding Norwich Ventures, Aaron worked for DEKA R&D. He has also worked in start-up operations where he helped launch a subsidiary of Express Scripts and helped launch a venture-backed payments company. Aaron began his career as a consultant at McKinsey & Company, where he advised healthcare clients. Aaron is co-author of *How the Wise Decide* (Crown Business). Aaron earned an MBA from Harvard Business School and graduated summa cum laude from Dartmouth College with a double A.B. in Chemistry and Economics.

• **Darshana Zaveri**, Partner, *Catalyst Health Ventures*



Darshana Zaveri is a Managing Partner of Catalyst Health Ventures (CHV). Darshana joined CHV in 2006 and has 13 years of experience in the life science and pharmaceutical industries. She led investments in nVision Medical (acquired by Boston Scientific), Augmenix, Inc., (acquired by Boston Scientific), Lantos Technologies, Inc., Maxwell Health Inc. (acquired by Sun Life Financial), and Aria CV Inc. She previously represented CHV on the Boards of nVision, Augmenix, and Maxwell Health, and is currently a Director of Lantos Technologies and Aria CV. Prior to CHV, Darshana was an investigator within the cell biology department at Vertex Pharmaceuticals, Inc., where she led drug development programs in oncology, metabolic disease, and immunology. Darshana received an MPA from Harvard University, a Master in Cell and Molecular Biology from Boston University, and a BS in Biochemistry from Bombay University in Bombay, India.

• **Lu Zhang**, Managing Partner, *Fusion Fund*



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

• **Shahram Hejazi**, 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.



1:00 - 1:50 PM

IMPACT INVESTORS



TRACK 2 PANELISTS

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

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

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

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



John founded Springhood Ventures to provide critical early support to companies developing important healthcare solutions for children. In this role, he also established and manages the program-related investment (PRI) initiative of the Charles H. Hood Foundation, a Boston-based private foundation that supports pediatric research, where he also serves as a trustee. Springhood invests on a mission-first basis in seed-stage companies developing important pediatric medical solutions. He is also an observer on the boards of Prapela, Inc., Aldatu Biosciences, Breegi Scientific, and Noninvasix, Inc. Previously, John spent 25 years in the alternative investment industry, including senior roles in venture capital, private equity, and hedge funds. John has a BA from Dartmouth College and an MBA from Dartmouth's Tuck School of Business.

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

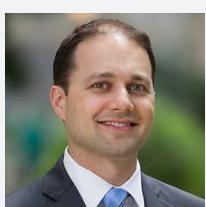


Chris de Souza, PhD, MBA, is a Director at Broadview Ventures. He started his career at Novartis as a scientist in the Metabolic and Cardiovascular Diseases group and then as Director of Strategic Alliances. After Novartis, Christopher was Vice President of Business Development at SkyePharma US Inc.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



• **Isabella Zhang**, Senior Associate, *JDRF T1D Fund*

Isabella Zhang, Ph.D., M.B.A., has more than 10 years of scientific research, business and investment experience. She is working at the JDRF T1D Fund evaluating, investing and supporting companies with potential to cure, treat, and prevent type 1 diabetes (T1D). Isabella has previously worked at Lightstone Ventures in Boston, Delos Capital in Hong Kong, and Primavera Capital in Beijing on healthcare PE/VC investments. Her transactions span a broad spectrum of deal structures and therapeutic areas. Prior to that, she was a Scientist in the biopharmaceutical industry at Covance and Genentech on both early and late stage drug development. Isabella has an M.B.A. from the Tuck School of Business at Dartmouth, and a Ph.D. in Analytical Chemistry from Purdue University.



• **Jonathan Behr**, Partner, *Dementia Discovery Fund*

Jon joins the DDF from the JDRF T1D Fund, a \$75 million mission-driven fund focused on venture investments in companies developing solutions for type 1 diabetes, where he joined at inception as the fund's first managing director. He led the development of the fund's investment strategy with the board of directors, built an investment team, and led 14 of the fund's first investments. Previously, Jon was a Market Sector Leader and Executive in Residence at Partners Healthcare Innovation. He has held senior venture creation roles, including Principal at PureTech Ventures (PRTC) and Vice President of New Ventures for Enlight Biosciences. Jon has a Ph.D. in Biological Engineering from Massachusetts Institute of Technology as a Howard Hughes Medical Institute fellow, and received his B.S. in Bioengineering summa cum laude as phi-beta-kappa co-valedictorian from Rice University.



• **Michael Cole**, Founder & General Partner, *Global Neurohealth Ventures*

Dr. Cole is a Managing Partner at Global Neurohealth Ventures and an Assistant Clinical Professor at UC Berkeley. He provides strategic and scientific consultation for healthcare companies as well as investment diligence consultation for VC firms and family offices. Dr. Cole published 20+ peer-reviewed journal articles and continues to also provide direct patient care. Previous positions include Associate Clinical Professor at UC Davis, Director of Medical Affairs at Pacira Pharmaceuticals, and Head of Strategy and Business Development at OccamzRazor. He received his PhD in neuropsychology from the University of Florida, completed his internship and residency in clinical neuropsychology at the UCLA School of Medicine, and obtained an MBA from UC Berkeley.



2:00 - 2:50 PM

HEALTH SYSTEM PARTNERS

TRACK 2 PANELISTS



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

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

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

• **Erik Lium**, Executive Vice President, *Mount Sinai Innovation Partners* 



Dr. Lium joined the Mount Sinai Health System as Vice President of Mount Sinai Innovation Partners (MSIP) in 2014 and was named Executive Vice President in 2018. Earlier in his career, Dr. Lium held positions at the University of California, San Francisco (UCSF), including Assistant Vice Chancellor of Innovation, Technology and Alliances; Principal Investigator for the Bay Area National Science Foundation I-Corps node; and Assistant Vice Chancellor of Research. He also served as Founder and President of LabVelocity Inc., an information services company focused on accelerating research and development in the life sciences. He routinely advises venture boards, and serves on the board of several startups launched from Mount Sinai technology. Dr. Lium earned his PhD in Cellular, Molecular and Biophysical Studies at Columbia University and pursued post-doctoral training at UCSF.

• **Cyril Philip**, Principal, *Providence Ventures*



Cyril is a Principal at Providence Ventures. He is responsible for deal sourcing, deal execution, portfolio company management, and fund management. Cyril currently serves as a Board Observer at Binary Fountain. Cyril previously served on the Board of Directors of precision medicine company N-of-One prior to its exit. Cyril joined Providence in 2015 as a senior associate and was one of the first hires of the Providence Ventures team. Prior to joining Providence, Cyril was at Halyard Capital, where he focused on private equity investments in mid-stage companies in the technology, business services and healthcare sectors. Prior to Halyard, Cyril spent five years at UBS Investment Bank in the Global Healthcare group, where he worked on over 30 transactions across healthcare services/technology, life sciences and medical technology. Cyril graduated from Carnegie Mellon University with a bachelor's of science in business administration.

• **Mayank Taneja**, Director of Venture Investments, *OSF Healthcare Ventures*



Mayank is a versatile physician investor, bringing experience from practicing medicine, conducting clinical and translational research and working on healthcare venture and innovation projects. At OSF Ventures, Mayank's primary role is to source new opportunities in the medtech and digital health space and to help lead due diligence on the clinical and business aspects. Mayank represents OSF Ventures as a Board Observer for InsightRx, Epharmix and Paradigm Diagnostics. Before joining the OSF Ventures team, Mayank worked with the OSF's usability studies team and helped new device startups in piloting their technologies and performing human factor studies for FDA submission. Prior to joining OSF, he worked at Zimmer Inc. in its post market risk surveillance division as part of the Zimmer Leadership Program. He received his medical degree from Maulana Azad Medical College in India and his MBA from The Ohio State University (Fisher College).

• **Richard Mulry**, Managing Director & COO, *Northwell Holdings*



As Chief Operating Officer for Northwell Holdings – the for-profit arm of Northwell Health dedicated to innovation and commercialization of services – Richard helps build new relationships with private organizations and curates innovative ideas within the health system. He oversees all operations and delivers new investments into the marketplace to drive improvements in patient care and create diversified revenue streams for the health system. Mr. Mulry has more than 25 years of health care administration and operations experience. Previously, he served as the senior vice president for operations within Northwell Ventures, and worked with the system's service lines to manage operations, finance, growth and quality management, among other areas. Mr. Mulry holds a Bachelor of Arts in English from Saint Michael's College and a Master of Public Health in health policy management from Columbia University, School of Public Health.



3:00 - 3:50 PM

DIAGNOSTICS INVESTORS



TRACK 2 PANELISTS

SPONSORED BY



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

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

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

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



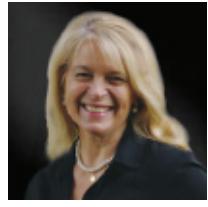
After receiving a degree in Nuclear Engineering from the University of Massachusetts at Lowell, Tom earned his Masters degree in Medical Physics at the Harvard/MIT Health Sciences and Technology joint program. He worked at Los Alamos, the Swiss Institute for Nuclear Research, Brookhaven National Laboratory, and MGH. Tom then joined Siemens where he became the first non-German CEO of a German factory and business unit. He left Siemens to become CEO of the global medical operations of Carl Zeiss. He then joined Analogic Corporation as CEO. After three years, Tom left to become CEO of LightLab Imaging. Completing a sale of LightLab, Tom re-joined Siemens as a member of the operating board of Siemens Healthcare and the CEO of Customer Solutions Division. Tom co-founded GreyBird in mid-2013 with an investment focus on technologies enabling precision medicine diagnosis.

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



Mr. Cruikshank focuses on instrumentation/electronics, biotechnology, medical diagnostics & devices, semiconductors, nanotechnology, advanced materials, and IT. Since joining the company, 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, previously, Twist Bioscience. Mr. Cruikshank has participated and provided operating assistance to other companies. Mr. Cruikshank was formerly with Toshiba America as an engineer and manager in BD. 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 UC Berkeley, and a B.S. in Mechanical Engineering from UCLA, where he graduated Summa Cum Laude and was elected to Phi Beta Kappa.

• **Michele Colucci**, Managing Partner, *DigitalDx Ventures*



Michele Colucci is a lawyer, serial entrepreneur and Managing Partner of DigitalDx Ventures. Michele is also the West Coast Ambassador to the Nobel Laureate Foundation. She is also on the Board of Nephrosant and Quantellia. Prior to DigitalDx, Michele was Founder and CEO of MyLawSuit.com. She also worked as an Attorney for various media companies and at Hughes Hubbard & Reed. Michele has been a regular Guest Lecture and Mentor at Stanford University's School of Engineering in Entrepreneurship and Global Marketing and has lectured at other venues. She has served on many charitable boards and has also founded her own non-profit. Michele has a Bachelor's degree from Georgetown University, a law degree from Georgetown Law, and a Masters in Fine Arts from the American Film Institute.

• **Nat Brinn**, Partner, *VC23*



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

• **Wouter Meuleman**, Principal, *Illumina Ventures*



Wouter is Principal at Illumina Ventures, a life sciences VC firm in the San Francisco Bay Area investing in tools, diagnostics and therapeutics companies with a particular emphasis on genomics. Prior to Illumina Ventures, Wouter worked at Illumina, Inc. in various roles throughout the organization including R&D, Product Development, and Corporate Development. A physical chemist by training, he began his career in life sciences as a founding team member at Oxford University spin-out Oxamer, co-founded in 2003 by Prof. Sir Edwin Southern. There he led the development a benchtop DNA microarray fabrication platform. Following the company's acquisition by Oxford Gene Technology, he continued working alongside Prof. Southern leading R&D programs in areas such as single cell gene expression analysis and novel applications for DNA microarrays. He obtained his undergraduate and Master's degree in Chemistry from the University of Ghent, Belgium; a PhD in Chemical Engineering from the University of Newcastle, U.K; and an MBA from the University of Cambridge, U.K.



4:00 - 4:50 PM

TALES FROM THE ROAD

TRACK 2 PANELISTS



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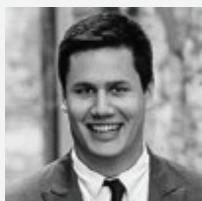
This panel brings together biotech and medtech entrepreneurs to tell their stories of raising capital. You'll hear their firsthand accounts of navigating the fundraising process and raising capital. Topics may include:

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



• **Greg Mannix**, VP of International BD, *Life Science Nation*

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



• **Alejandro Zamorano**, VP Business Development, *PainQx*

Handles all strategic and partnering opportunities for PainQx. Alejandro has 10 years of experience in BD finance, marketing, and fundraising in the life sciences. PainQx is an AI-powered medical device company that has developed a method to objectively measure chronic pain. Previously Alejandro was Co-Founder & VP of Business Development at Life Science Nation. During Alejandro's tenure at LSN, the business grew from 1 to 22 employees, opened a broker-dealer (BIC), created a quarterly conference (RESI), and launched the LSN Company and Investor Platform. Previous to LSN, Alejandro was BD Executive at Abpro. Alejandro joined Abpro as a financial analyst responsible for securing funding. He was then promoted to a role in Business Development. In this role, Alejandro formed discovery and development-stage collaborations with the industry's largest pharmaceutical companies such as Novartis, Astellas, Boehringer Ingelheim, and Abbott (Now AbbVie).



• **Hank Wu**, CDO, *Luminopia*

Hank Wu serves as serial entrepreneur and advisory board member in the Boston, Taipei and Jerusalem digital health communities. His startup highlights include advanced analytics for electronic health records, Flagship / Google-backed biotech, digital therapeutics for neuro-visual disorders and multi-sided healthcare platforms. Previously, Hank led digital strategy and innovation at Biogen, where he worked on digital biomarkers using computer vision, machine learning and wearables; created the talent development program for digital health; and put the company on the map as thought leader at Bio-IT World and AWS:reInvent. Hank received his left brain from the University of California, Berkeley (electrical engineering and computer science), his right brain from Johns Hopkins University (biotech) and his hindbrain from MIT Sloan. He is a co-author of peer-reviewed scientific publications and patents through his early work at the University of California, Berkeley, the J. Craig Venter Institute and the National Lab for Cancer Research.



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

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



• **Kasper Roet**, CEO, *QurAlis*

Kasper Roet is CEO and co-founder of QurAlis Corporation, is an experienced entrepreneur and worked both in industry and academia. Kasper has relevant expertise in ALS and other neuro indications. He received his PhD at the Netherlands Institute for Neuroscience working on gene therapies for paralysis. He co-founded Netfase, was BD and alliance manager at the Harvard Stem Cell Institute and fellow at the Boston Children's Hospital. He worked at Janssen Vaccines as adjunct technical integrator and assay development lead.



TRACK 3: ENTREPRENEUR WORKSHOPS & PITCH CHALLENGE



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Track 3

Panelists & Presenters

<p>8:00 - 8:50 AM</p> <p>VENTURE VALUATION GLOBAL VALUATION SERVICES</p> <p>COMPANY VALUATION FOR FUNDRAISING</p>	<ul style="list-style-type: none"> Patrik Frei, Founder & CEO, Venture Valuation AG, Switzerland
<p>9:00 - 9:50 AM</p> <p>McDermott Will & Emery</p> <p>NEGOTIATING TERM SHEETS</p>	<ul style="list-style-type: none"> Richard Simth, Counsel, McDermott Will & Emery Sam Davis, Associate, McDermott Will & Emery Nancy Briefs, Co-Founder, President & CEO, AltrixBio
<p>10:00 - 10:50 AM</p> <p>BREX</p> <p>SETTING UP FINANCE TO SCALE YOUR LIFE SCIENCES COMPANY</p>	<ul style="list-style-type: none"> Michael Tannenbaum, CFO, Brex
<p>11:00 - 11:50 AM</p> <p>NIH National Institutes of Health</p> <p>NON-DILUTIVE STARTUP FUNDING & RESOURCES FROM THE NIH</p>	<ul style="list-style-type: none"> Ashim Subedee, Program Director, NCI Stephanie Fertig, Director, Small Business Programs, NINDS Mike Pieck, Coordinator, Small Business Programs, NHLBI
<p>1:00 - 2:30 PM</p> <p>FIRST COAST INNOVATOR'S PITCH CHALLENGE</p> <p>9 First Coast Tech Hub Constituents Pitch to a Panel of Early-Stage Investors</p> <p>Moderated by Greg Mannix</p>	<p>Investors:</p> <ul style="list-style-type: none"> Cain McClary, Managing Partner & Founder, KdT Ventures Debbie Lin, Executive Director - Digital Health, Boehringer Ingelheim Venture Fund Rob Manning, Chairman, Cherrystone Angel Group Ronald Dorenbos, Head, Innovation Management & Scouting, Takeda William Kuziel, Angel Investor, MedPro Investors <p>Finalists:</p> <div style="display: flex; justify-content: space-around;">          </div>
<p>3:00 - 3:50 PM</p> <p>LIFE SCIENCE NATION Connecting Products, Services & Capital</p> <p>RESI ASIA: ENHANCING YOUR GLOBAL REACH</p>	<ul style="list-style-type: none"> Dennis Ford, Founder & CEO, Creator of RESI Conference Series, Life Science Nation Jessica Yang, Senior Investor Research Analyst & Asia BD, Life Science Nation Candice He, Global Investment Strategist, Life Science Nation
<p>4:00 - 4:50 PM</p> <p>Sales Force4Hire</p> <p>SOURCING, VETTING & TRAINING THE FIRST SALES TEAM</p>	<ul style="list-style-type: none"> Kevin Schimelfenig, Managing Partner, McGeever Family Office



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8:00 - 8:50 AM

COMPANY VALUATION FOR FUNDRAISING

V 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 questions for most life sciences companies. However, valuation is more than just numbers – it's about the assumptions and about understanding the business, so it comes down to the potential of a product or company and the associated risk.

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



Patrik Frei is founder and CEO of Venture Valuation AG, Switzerland. He started the company in 1999 during a collaboration with Novartis Venture Fund, which became his first client. Since then he has been involved in over 600 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 one of the original founders of Ineo. He was also the Chairman of Ophthalmopharma and a member of the board of Aventron. Patrik's articles have been published in a number of scientific journals and business publications. He has also lectured at Seoul National University, EPFL Lausanne, University of St. Gallen, provided a webinar to the Harvard Business School Healthcare Alumni Association and gives regular workshops on valuation globally. Patrik is also a reviewer for the Nature journals.

9:00 - 9:50 AM

NEGOTIATING TERM SHEETS

M McDermott
Will & Emery

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

- **Richard Simth**, Counsel, McDermott Will & Emery



Richard B. Smith focuses his practice on representation of life sciences companies and related transactions. He has served as counsel to public, private and emerging life sciences companies, advising those companies on strategic business transactions such as licensing, joint ventures, and collaborations involving research, development, marketing, supply, clinical development and co-promotion of pharmaceutical, diagnostic and medical device products. Richard also advises companies on other corporate issues common to life sciences companies, including corporate formation of new ventures, venture capital, private equity, venture philanthropy and other forms of financing, mergers and acquisitions, as well as university and institutional licensing and intellectual property strategies.

- **Sam Davis**, Associate, McDermott Will & Emery



Sam Davis represents public and private life sciences companies, venture capital firms and their portfolio companies, and early stage companies focused on the life sciences sector, in matters involving biotechnology, medical devices, diagnostics and health care information technology. Sam has extensive experience with startup and formation matters, venture capital financings, initial public offerings and capital market transactions, mergers & acquisitions and purchase option agreements, strategic collaborations, cross-border transactions particularly in China, and other complex matters. Prior to joining McDermott, Sam spent several years at an international firm headquartered in Boston, as well as major international firms in Shanghai and Hong Kong.

- **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.



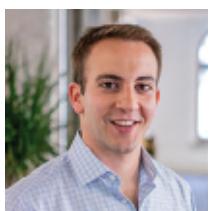
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10:00 - 10:50 AM SETTING UP FINANCE TO SCALE YOUR LIFE SCIENCES COMPANY



Building a business with the infrastructure to scale is critical, especially when it comes to financial process. Founders, researchers and business owners want to focus on product development, customers and research, not on back office processes. You can avoid spending lots of time on financial operations by learning best practices from a current CFO who has built scaling processes and procedures at two 0 --> \$1B+ companies. The focus of the discussion will be on establishing critical functions including financial planning and analysis, fundraising, accounting, audit and compensation / benefits.



- **Michael Tannenbaum, CFO, Brex**

Michael Tannenbaum is the Chief Financial Officer of Brex. He was the Company's first employee and oversees Finance, Credit, Marketing, Business Development, Marketing and Capital Markets. Tannenbaum joined Brex from online lender SoFi where he was promoted six times in three years, ultimately to Chief Revenue Officer. During his time at SoFi, Tannenbaum was VP of Finance where he negotiated Softbank's record-breaking \$1 billion Series E investment and also ran the mortgage business. Tannenbaum began his career in the investment banking division of J.P. Morgan and graduated summa cum laude from Columbia University. He was featured in Forbes 30 Under 30 Finance in 2016 and the SF Business Times 40 Under 40 in 2017.

11:00 - 11:50 AM NON-DILUTIVE STARTUP FUNDING & RESOURCES FROM THE NIH

National Institutes
of Health

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



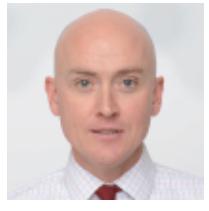
- **Ashim Subedee, Program Director, NCI**

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



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

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



- **Mike Pieck, Coordinator, Small Business Programs, NHLBI**

Mike Pieck is the Small Business Coordinator at the National Heart Lung and Blood Institute where he serves as the primary contact for the small business program (SBIR/STTR) and provides oversight and management of the \$100M/year portfolio. He is also involved in developing a suite of support activities for early translational research across NHLBI. Prior to joining the NIH, Mike worked as a consultant for the Center for Advancing Innovation where he designed and implemented business start-up challenges featuring federally funded and commercially viable inventions.



FIRST COAST INNOVATOR'S PITCH CHALLENGE



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As part of the First Coast Innovator's Gathering, the First Coast Innovator's Pitch Challenge invited all eligible tech hub members from DC through MA to apply for an opportunity to pitch to a panel of early stage investors. The 9 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.



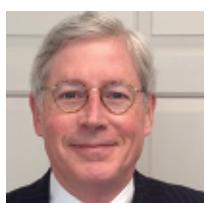
- **Cain McClary**, Managing Partner & Founder, KdT Ventures

Cain McClary, MD is the founder and Managing Partner of KdT Ventures- a seed stage venture firm focused on computational biology and chemistry. Over the past 10 years, Cain has been at the forefront of the intersection between technology and science/medicine. Select past investments include Zymergen, PathAI, Dyno Therapeutics, Azitra, and Terray Therapeutics. Additionally, Cain is involved in entrepreneurship and finance advisory at both the local and national levels as well as on the faculty at the Tulane University School of Medicine.



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

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



- **Rob Manning**, Chairman, Cherrystone Angel Group

Robert Manning is President and Owner of Gray's Point Investments LLC, a private family investment company. Mr. Manning is also the Chairman of the Cherrystone Angel group, a 65 member angel investing consortium based in Providence, R.I. He is or has been on the boards of Windgap Medical Inc, Avaxia Inc., Respiratory Motion Inc., Smartcells Inc., Cartcraft Corp, Narragansett Brewing Corp, and the advisory board of Ximedica Inc. Prior to establishing Gray's Point, Mr. Manning retired after 25 years with Citibank and Citigroup, where he was most recently Managing Director and Head of Corporate Finance for Citigroup in Japan. He was a Citigroup Senior Credit Officer, and one of five global co-heads of Citigroup's Structured Products business. He has an MA from the Fletcher School of Law and Diplomacy and a BA from Brown University in International Relations.



- **Ronald Dorenbos**, Head, Innovation Management & Scouting, Takeda

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.



- **William Kuziel**, Angel Investor, MedPro Investors

Dr. Kuziel joined the Daiichi Sankyo Research Institute in 2008 and retired in 2019. Currently he is affiliated with MedPro Investors. Dr. Kuziel received a B.S. in Biology from the Pennsylvania State University and a Ph.D. in Immunology from the University of Texas Southwestern Medical Center where his thesis work on gamma/delta T cells involved a collaboration with the laboratory of Jim Allison. He did post-doctoral training in Immunology at HHMI at Duke University Medical Center. After two years as a visiting scientist in the lab group of Oliver Smithies and Nobuyo Maeda at the UNC Chapel Hill Medical Center, Dr. Kuziel joined the Department of Molecular Genetics and Microbiology at the UT Austin as an Assistant Professor. He has co-authored 120 peer-reviewed publications. Dr. Kuziel began his career in drug discovery and development in 2004 at Protein Design Labs.

FIRST COAST INNOVATOR'S PITCH CHALLENGE

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Enrich Bioscience ("Enrich") is a Canadian biotech company, has a technology capable of analyzing thousands of genetic biomarkers simultaneously. The technology has an AI-powered engine for distinguishing epi (genetics) cancer signatures from the blood bio-specimen. The current state of cancer detection relies on indicators before recommending- specific test for cancer, which often results in late diagnosis. Enrich unique approach is independent of signs, and it will detect cancer at early stages when the treatment is more effective. Enrich with strategic hospital partnerships has positioned itself with the first-to-move advantage to service a pan-cancer liquid biopsy testing in India.



Fairbanks Pharmaceuticals is developing a novel therapy that repairs and regenerates beta cells to restore natural insulin secretion that will reduce or eliminate diabetes.



Visionairy Health helps hospitals, clinics, and medical centers to decrease costs and increase quality of care. We do this by empowering physicians with AI powered software tools that help them make more accurate and quicker decisions.



SignaBlok, Inc. is a preclinical-stage biotech based in Massachusetts. We are developing a novel mechanism-based therapy for pancreatic cancer (PC) and a rare and destructive joint tumor - pigmented villonodular synovitis (PVNS). With 500,000 patients annually worldwide, PC is a life-threatening disease with a survival rate of less than 10% and with no improvements in the last 40 years. With no drugs currently approved to treat PVNS, patients with advanced PVNS have few treatment options, among them amputation. This highly unmet need is of \$2B+ per year combined. With substantial validation results in animal models in standalone- and combination-therapy treatment regimen and strongly supported by world-renowned clinicians, our well-tolerable and non-cytotoxic drug candidate, GF9, creates hope in PC and PVNS.



Kinnos is an NYC-based company that's creating a new standard of infection prevention to improve patient safety. More than 50% of healthcare surfaces are improperly cleaned due to human error, leading to over 99,000 patient deaths and \$45bn lost every single year. Our solution is Highlight, a patented additive for existing disinfectants that colorizes them to ensure complete coverage on surfaces and which then fades to colorless to indicate in real-time when decontamination is done. Timing is key: 1) studies have demonstrated that thorough cleaning can reduce infections by 40-80%, and 2) the Affordable Care Act + the adoption of value-based purchasing means that hospitals are financially incentivized to reduce infections as they can be penalized Medicare/Medicaid reimbursements.



PhagePro is an early-stage biotechnology therapeutics company that develops bacteriophage-based products to help the world's most vulnerable communities. We are a discovery-driven venture spun out of the Camilli Lab at Tufts University School of Medicine in Boston. PhagePro aims to use bacteriophages, which are viruses that specifically target and kill bacteria, to prevent bacterial infections, particularly in context of antibiotic resistance in global health. Health is a human right, and our team is dedicated to this mission with our innovative, phage-based products.



Nuclease Probe Technologies, or NPT, solves critical problems in healthcare, like sepsis which causes over 8 million deaths each year, by providing actionable information to physicians 10X faster than traditional laboratory methods. NPT harnesses the power of bacterial enzymes to determine the optimal antibiotic therapy to treat patients with suspected bacterial blood stream infections, which if left untreated, can lead to sepsis and even death. NPT's tests are rapid, sensitive, and inherently low-cost. These features position NPT as one of the few companies that can effectively impact the course of this deadly disease.



Manifold Bio is a startup from George Church's lab addressing the measurement bottleneck that has stifled existing pharma and biotech approaches. We build novel experiment platforms that generate pharmacological measurements on millions of therapeutic protein variants in parallel. We do this by leveraging the massively parallel economics of next-generation DNA sequencing, synthesis, and machine learning. This allows us to design novel proteins with better targeting and developability. We use array-based DNA oligo synthesis to test our designs, continuously growing our proprietary data. Our approach is differentiated by the central role of experimental assay design to test machine-predicted designs. We are a rare team that has deep expertise integrating DNA technologies and computation to extract design principles for engineering biological systems.



Spindle Biotech offers a unique solution by providing synthetic RNA at a low cost. We enable laboratories to use arrayed RNA to perform reliable high throughput gene-editing research inexpensively and quickly. Spindle's core technology synthesizes modified and unmodified RNA using non-chemical cell-free process.



3:00 - 3:50 PM

RESI ASIA: ENHANCING YOUR GLOBAL REACH

Investors and Fundraising CEOs: Please Join LSN & RESI in Shanghai and Taipei November 12th and 14th

LSN is holding a workshop for our partners who want to support the growth of RESI to Asia and become part of LSN's strategic initiative to broaden the RESI ecosystem. This will be a great opportunity for fundraising CEOs, scientists-entrepreneurs, early-stage investors and channel partners who want get a chance to see firsthand what the Asia marketplace can bring to the table in terms of alliances and partnerships. RESI Asia will be an annual meeting and we are creating compelling partnerships with Asia life science players who want to be an integral part of the LSN early stage global ecosystem. The Asia marketplace can be helpful in two fundamental aspects. First is the trend to do one-stop-shop development and certification using Asia's third party service capabilities and second is understanding the process of finding regional partners that can help with distribution across the different regional geographies.

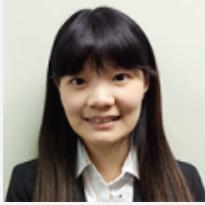
- Update on RESI Asia plan for November
- LSN is seeking top investors and channel partners in the Asia arena to be an integral part of the RESI Asia event
- Alliance partners can have early access to attendee signups, partnering, special discounts, panel and workshop slots and much more

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



Dennis Ford is an entrepreneur, author, and frontier technologist with deep expertise in sales, marketing, and business development. He has spent most of his career involved in launching new technology-based companies. He has wide-ranging experience in hardware and software computing, middleware, data storage, networking, SaaS, data mining, data profiling, expert systems, and scaling/funding companies. Most recently, Dennis has spent the last 7 years in the early-stage life science arena creating an ecosystem to streamline fundraising for next-generation drugs, devices, diagnostics, and digital health products. Currently, Life Science Nation has the most comprehensive life science investor database in the world. Dennis has also pioneered a unique global partnering event model that matches buyers and sellers based on their specifically stated needs and declared partnering mandate initiatives garnered from one-on-one interviews and curating buyer/seller databases in a selected industry. Ford is the author of *The Peddler's Prerogative* and *The Fund Manager's Marketing Manifesto*, two well-received sales and marketing books. His latest book is *The Life Science Executive's Fundraising Manifesto*, which he turned into a two-week immersion class for scientist-entrepreneurs and fundraising CEO's which is now offered to international government agencies to move their funded startups into the global funding arena.

• **Jessica Yang**, Senior Investor Research Analyst & Asia BD, Life Science Nation



Jessica Yang is Senior Research Analyst and Asia Business Development at Life Science Nation. Jessica is specialized in managing investor relationships, building collaborations for LSN and the Asia Pacific region, as well as conducting market research with a focus on Asia-US cross-border transactions. At LSN, Jessica is also in the Innovation Challenge scientific review team which she evaluates and conducts in-depth scientific analysis for latest and innovative life sciences companies across Therapeutics, Medical Devices, Diagnostics, and Digital Health. Jessica has robust experience in helping startups with fundraising, she has raised millions in early financing rounds for her clients. Prior to Life Science Nation, Jessica has worked in GENEWIZ and Roche Diagnostics dedicating in product marketing. Jessica received a Master of Science Degree from New York University in Biotechnology and Entrepreneurship and a Bachelor of Science Degree from Chang Gung University in Medical Biotechnology.



• **Candice He**, Global Investment Strategist, Life Science Nation

Candice He is the Global Investment Strategist of China market in Life Science Nation (LSN). She is in charge of sourcing Chinese strategic partners for RESI Conference, FOC accelerator and LSN as a whole, also, matching Chinese investors for the broker-dealer business clients of Boston Innovation Capital. Before joining LSN, Candice worked for BAC Investments, Everbright Securities, and Bank of China. Candice has many experiences in Both the US and China of Life Science and technology industry. She went to college at Southwestern University of Finance and Economics in Chengdu and got the master's degree in finance from Brandeis University in Boston.



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4:00 - 4:50 PM

SOURCING, VETTING & TRAINING THE FIRST SALES TEAM

You have successfully gotten a product developed and cleared through the FDA. Now comes the hard part: moving a company from development centric to commercial (Customer) centric. This is the step where most companies will fizzle out. The cause can be simple; they decline to develop a commercial plan with the same intensity they did to develop their product. The reality all starts with what to consider when hiring the first salesperson or understanding the type of sales process for the product. Capital sale? Consumable sale? Service sales? Compound the decision if you are targeting both domestic and international markets. Another key consideration is if you have critical infrastructure to support the sales team.

**Sales
Force4Hire**

This workshop will take a deep dive into what exactly a startup CEO should be thinking about when it comes to taking the first steps in commercializing a company's product and give an overview of how successful companies use sales prototyping techniques. The workshop will also discuss how to choose the best option for developing a capital-efficient commercial plan, make sure the plan is aligned with a potential acquirer's requirements, define actionable execution plans, and institute metrics that matter for scaling a sales organization. The metrics will provide the ultimate value creation for the company at an acquisition.

- **Kevin Schimelfenig**, Managing Partner, McGeever Family Office



Kevin is the Founder and Managing Partner of the McGeever family office, which focuses on achieving the financial and philanthropic goals of the family. McGeever's investment portfolio places an emphasis on healthcare, but also includes technology, energy and real estate. To support the success of McGeever's investments, Kevin founded SalesForce4Hire, a company that provides strategic commercialization solutions for medical device, diagnostics, biopharma and information technology companies and their investors. SalesForce4Hire has played an instrumental role in the successful implementation of customized sales solutions with Fortune 500 and startup companies. Kevin is also an active angel investor who enjoys working closely with CEOs and leadership teams on strategic partnering and commercialization activities. He serves on several boards and is the Executive Chairman for Physcient, a North Carolina based medical device company developing a blunt dissection tool for surgery.





800+ ATTENDEES



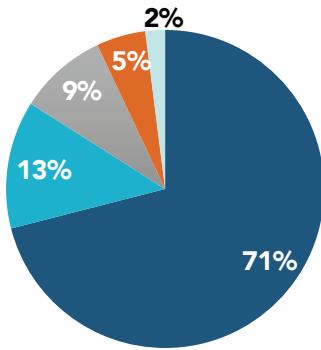
38 US States | 25 Countries

1,200+ Meeting Slots

82% C-Level Executives



Who Meets with Whom at RESI Conferences

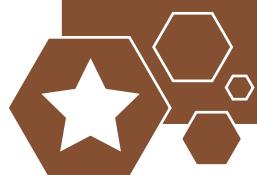


- Investor & Startup
- Startup & Service Provider
- Investor & Investor
- Investor & Service Provider
- Startup & Startup

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

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





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Big4Bio



GEORGIA BIO
The Life Sciences Partnership

China:SF
旧金山市对华办公室
an initiative of GlobalSF

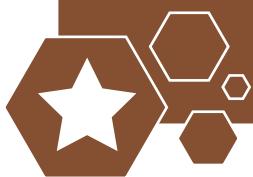


UCSF Innovation Ventures

DOB 財團法生物技術開發中心
Development Center for Biotechnology

Global Bio & Investment 環球生技月刊
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SPONSORS



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

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



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.



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.



Brex is a B2B financial services company that built the first corporate credit card for Life Sciences. Built on the Mastercard network, Brex is the easy way to streamline your purchasing and T&E, with higher card limits, custom controls, and life science-specific rewards. The Brex card is built to accelerate your mission, save time and allow you to focus on your R&D.



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.



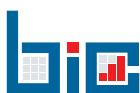
ABI-LAB is an accelerator and bio-incubator established to support startups, including life science, biotech, medical technology, and medical data companies. Our mission is to facilitate the growth and success of the next generation of entrepreneurs by fostering a vibrant collaborative environment and offering state-of-the-art lab space, best-in-class infrastructure, and the resources to help accelerate their scientific discoveries. The campus is comprised of two first-class buildings that offer best-in-class infrastructure and state-of-the-art lab space that range in size from 500 to 4,000 square feet, as well as the option to configure larger lab spaces. But it's not just about lab space; it's about being around like-minded people, ideas and talent; it's about shared amenities, which not only reduce costs but help foster collaboration; and it's about seasoned industry leaders who provide our residents with guidance to help them build strong companies.

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



LIFE SCIENCE NATION

Connecting Products, Services & Capital



Boston Innovation Capital

Biotech & Medtech Fundraising

INVESTOR PLATFORM

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



5 Annual Conferences

FUNDRAISING ADVISORY FIRM

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

COMPANY PLATFORM

55,000 emerging biotech, medtech, diagnostic and healthcare IT companies

SAN FRANCISCO JANUARY



VIENNA, AUSTRIA MARCH



PHILADELPHIA JUNE



BOSTON SEPTEMBER



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

FOCUS ON CURES ACCELERATOR

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

ASIA NOVEMBER





RESI

REDEFINING
EARLY STAGE
INVESTMENTS



CONFERENCE SERIES

BOSTON

SEPTEMBER 11, 2019

NEW



SHANGHAI

NOVEMBER 12, 2019

NEW



TAIPEI

NOVEMBER 14, 2019



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JANUARY 14, 2020