



RESI REDEFINING
EARLY STAGE
INVESTMENTS

NOVEMBER 12, 2019
SHANGHAI, CHINA



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

ONSITE GUIDE



STETSON FAMILY
OFFICE

THE RITZ-CARLTON SHANGHAI, PUDONG

3RD FLOOR



RESI

Shanghai

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WELCOME TO RESI



Life Science Nation (LSN) would like to welcome you to our inaugural RESI Asia Week. With the support of our sponsors McDermott Will & Emery, Enmore Healthcare, Stetson Family Office, Viva Biotech, MedMarc, and Boston Innovation Capital, we have brought our early stage global ecosystem for life science innovators and investors to Shanghai for a day of networking, new technologies and expert investor panels.

For years, LSN has helped early stage companies in the biotech, medtech, diagnostic and digital health realms connect with investors. RESI Partnering is our most powerful tool with which to build these connections. RESI Partnering's online platform allows you to send messages to other attendees prior to the event, read the profiles of other attendees, and book 30 minute face to face meetings. RESI's unique investor profiles allow startups to focus on meeting with investors that are a fit for their sector, products, and stage of development. We have held RESI life science partnering events across North America since 2013 and we are excited to bring this model to Asia, because we believe that meeting one on one is key to making the connections that will move new technologies toward commercialization. Every RESI event has created hundreds of entrepreneur-investor meetings, which in turn have led to countless investments and deals.

As we took RESI international, we came to learn a lot about how the life science innovation landscape in Asia works and what makes investors in the region tick. In response, we have added a new element to RESI: an all-day Entrepreneur Pitch Sessions track, in which the our RESI Innovation Challenge participants will give short presentations of their technologies all day, and will receive feedback from panels of investors and experts. This is the first time RESI has featured an all-day pitch track, and we're excited to hear from all the innovative participants throughout the day.

Additionally, in RESI's exhibit hall you can view poster presentations from the RESI Innovators and from participants in our partnership program with Offshore Base. You can vote throughout the day on the Innovation Challenge competitors: Inside your RESI badge you'll find five tokens of RESI Cash you can use to "invest" in the most promising of these technologies. The winning companies that attract the greatest amount of "investment" will be announced at the cocktail reception tonight.

We are delighted to present RESI's investor panels and entrepreneur workshops alongside McDermott, Will & Emery's 3rd Annual Shanghai Life Sciences Symposium. RESI attendees have the opportunity to hear from MWE's legal experts on challenging issues in China's life science market in Track 3 today.

Meanwhile, we have investor panels and workshops focused on the early stage investment landscape, including Global Health Enterprises in China, sessions on key verticals such as Early Stage Therapeutic Investors and Medical Device & Diagnostic Investors, and a Fireside Chat with Global Family Office BioForum. We would like to thank all our speakers and presenters for taking part in RESI Shanghai today.

We hope you make some great connections in Shanghai today. We look forward to seeing you again in 2020 - you can join us on January 14th for our annual San Francisco event.

Sincerely,

Dennis Ford

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



**LIFE SCIENCE
NATION**

Connecting Products, Services & Capital



RESI AGENDA



Track 1: 易贸
Global
Investor Panels
& Workshop



Track 2: IVA Biotech
Entrepreneur
Pitch
Sessions

Track 3:
MWE
2019
Symposium



McDermott
Will & Emery



MWE
China Law Offices
律师事务所

Track 4:
Partnering
Forum

8:00 - 9:00 AM: Registration

9:00
-
9:50
AM



**GLOBAL
HEALTHCARE
ENTERPRISES IN CHINA**

Major Corporations Explore
International Collaboration Strategies

**PITCH SESSION 1
THERAPEUTICS**

**KEYNOTE: CHALLENGES
AND OPPORTUNITIES
— IP DEVELOPMENTS
IN LIFE SCIENCES**

10:00
-
10:50
AM

**DIFFERENT PARTNERSHIP
MODELS WITH CHINA**

JV, China Branches, Chinese
Partners, etc.

**PITCH SESSION 2
THERAPEUTICS
& DIAGNOSTICS**

**LEGAL UPDATE ON
US/EUROPEAN
HEALTH MARKETS**

**MORNING
EARLY STAGE
PARTNERING
FORUM**

11:00
-
11:50
AM

STETSON FAMILY OFFICE
**FIRESIDE CHAT WITH
GLOBAL FAMILY
OFFICE BIOFORUM**

**PITCH SESSION 3
MEDICAL DEVICE**

**HOT LEGAL TOPICS IN
LIFE SCIENCE/HEALTH
INDUSTRIES**

12:00 - 1:00 PM: Lunch Break

1:00
-
1:50
PM

**EARLY STAGE
THERAPEUTICS INVESTORS**

Bringing the Newest Therapies
to the Clinic

**PITCH SESSION 4
MEDICAL DEVICE**

**OVERVIEW OF THE
REGULATORY PRIORITIES
& CHALLENGES FROM
US/EUROPEAN REGULATIONS**

2:00
-
2:50
PM

**MEDICAL DEVICE
& DIAGNOSTICS**

Investing in Novel Engineering &
New Generation of Technologies
Changing Treatment Paradigms

**PITCH SESSION 5
THERAPEUTICS**

**KEY LEGAL ISSUES ON
CROSS-BORDER INVESTMENT
AND M&A TRANSACTIONS**

**AFTERNOON
EARLY STAGE
PARTNERING
FORUM**

3:00
-
3:50
PM

**AI
IN HEALTHCARE**

Cutting Edge Computing
Creates New Opportunities for
Healthcare Investors

**PITCH SESSION 6
THERAPEUTICS**

**FUND RAISING
FROM PE/VC &
CORPORATE GOVERNANCE**

4:00
-
4:50
PM



LIFE SCIENCE NATION
Connecting Products, Services & Capital

**FUNDRAISING
BOOTCAMP**

**TALES FROM
THE ROAD**
Outside China Entrepreneurs Talking
about Successful Partnerships with China

**FREE CONSULTATION AND
DISCUSSIONS
WITH MWE PARTNERS**

5:00 - 7:00 PM: Cocktail Reception

Better Health at Lower Cost Coalition

To Advance Sustainable
Development Goal #3

SUSTAINABLE
DEVELOPMENT GOALS

3 GOOD HEALTH
AND WELL-BEING



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

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

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

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

Inviting Others to Join

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

STETSON FAMILY OFFICE
Global Family Office BioForum

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www.globalbetterhealth.org
chuck@stetsonfamilyoffice.com



GLOBAL
PARTNERSHIPS
FORUM

Amir Dossal
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www.partnerships.org

Viva Biotech

The Place for Structure-Based Drug Discovery

ASMS Screening Platform

Affinity Selection Mass Spectrometry Screening-Label-free
Unbiased, HTS

Medicinal Chemistry

Structure-Based and
Fragmentbased Drug Discovery

Antibody Discovery

Hybridoma and Phage Display
approach, Antibody engineering,
Fab-antigen complex crystal structure
determination



Protein Production & Crystallization

World-class CRO in Structural
Biology and Protein Chemistry

Membrane Protein

GPCR/Ion Channel/Transporter
preparation & crystallization

Bioassay Platform

Biochemical, biophysical and cell
based assays with
advanced technologies
(SPR, FLIPR, TR-FRET, FACS,
LC/MS...)

Viva BioInnovator

Committed to being a Collaborative Platform for
Innovative Biotech Companies form around the World



CRO Service

Our leading CRO platform is productive and efficient
Enables both quick and quality drug candidate discovery



Capital

Average time to invest: 2 months
Introductions for later-stage funding and financial advice



Expertise

Business Partners (experts in business operation and compliance)
Venture Advisors (experts in science and drug development)



Industry Network

Assistance in procuring internal or external resources
(MNC R&D, B&D)
Will alert founders to changes in market dynamics



Operations

Lab and office locations in Shanghai, Jiaxing, Chengdu, Hangzhou, and more
Can provide "back-office" support (HR, Accounting, Procurement, BD, Financing, etc)

Viva Biotech Holdings

Headquarter: 334 Aidisheng Rd.,Zhangjiang High-Tech Park, Shanghai 201203 China.

www.vivabiotech.com www.vivabioinnovator.com



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



SPONSORED BY



RESI Innovators



Easel 1



Easel 2



Easel 3



Easel 4



Easel 5



Easel 6



Easel 7



Easel 8



Easel 9



Easel 10



Easel 11



Easel 12



Easel 13



Easel 14



Easel 15



Easel 16



Easel 17



Easel 18



Easel 19



Easel 20



Easel 21



Easel 22



Easel 23



Easel 24



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



Dover Lifesciences is exploiting a novel, genetically defined enzyme target to develop new treatments for NASH and obesity. The complete loss-of-function of the target protein in humans leads to unusual slimness with relatively mild metabolic disturbances. Fifty percent loss-of-function (carrier status) yields resistance to obesity. Metabolic profiling of carrier individuals reveals that these subjects generate a modestly elevated level of ketones with the typical overnight fast whereas most individuals do not generate appreciable amounts of ketones. Simply put, these individuals burn fat while they sleep. Dover is creating orally-available, tissue-targeted small molecules to inhibit the function of the target protein in overweight individuals with NASH.



Saverna significantly shortens time and cost for customers in the development of small molecule drugs for non-coding RNA-targets in inflammation, autoimmune diseases, cancer and infection via our proprietary drug discovery platform applying Nuclear Magnetic Resonance, fragment screening and machine learning technologies and processes. Its strategic and operational set up is guided by the principles of lean organization, efficiency, highest professional standards, competences, experiences, targeted and selected outsourcing and collaboration networks with key universities, research & development institutions, production/marketing/sales and support organizations at global level.



ABM Therapeutics is a leading innovative drug discovery company focusing on small molecule targeted therapy for the possible treatments of brain disease including cancers such as GBM, as well as brain metastasis from primary tumors. Founded by an experienced group of scientists and entrepreneurs with successful track record in 2016, we are committed to diligently search and deliver best-in-class and first-in-class medicines for the needed patients. Our team's unique expertise in discovery of small molecules for cell/brain penetration enables us efficiently to tackle drug targets inside the cell with biological relevance.



AceLink Therapeutics is a newly established biotech company located in the San Francisco Bay Area. Our mission is to develop first-in-class and best-in-class drugs for genetically associated human diseases. We have established a lean and laser-focused management team with extensive hands-on experience of working with CROs. We also heavily engage expert consultants and disease KOLs. Our lead development program is a GCS inhibitor program for polycystic kidney disease (PKD). This program is licensed from a major US pharmaceutical company with global IP protection and exclusive world-wide rights. Our goal is to take this program to IND stage by the second half of year 2020. Our second program is targeting Fabry disease and the 3rd project is also under development.



Shanghai Rixin Biotechnology Co., LTD. (hereinafter referred to as Rixin Biotech) focuses on the research and development in pharmaceuticals for neurodegenerative diseases, especially AD. The chief scientist Prof. Chunjiu Zhong proposed the globally pioneering "brain energy metabolism disturbance" hypothesis regarding the pathological mechanisms behind AD. Rixin Biotech focuses on the early processes of the AD pathophysiological mechanism and designs treatment strategies accordingly. BT-1, the first new drug candidate, is now going through the phase II trials in China as well as the United States. The invention of the second-generation anti-AD pharmaceuticals is in progress as well. Our hope is to delay and reverse the AD's progression so that the elderly with AD and their families live better lives during the twilight years of their lives.



Access Vascular is reinventing intravascular therapy. Our novel biomaterial technology has the potential to minimize infection, thrombosis, and phlebitis, the three most common and costly complications associated with intravascular devices. Our first application, FDA-cleared HydroPICC™, has achieved a 97% reduction in thrombosis accumulation in benchtop studies, and our pipeline of products could save \$15 billion in healthcare costs in the US intravenous catheter market alone. We began the first commercial use of HydroPICC in 2019 and recently secured a lucrative breakthrough technology contract with Premier, a top four US Group Purchasing Organization.



GRI Bio is a clinical stage company focused on treating fibrosis and autoimmunity including Fatty Liver (e.g. NASH and alcoholic hepatitis), IPF and MS. GRI's technology platform has been proven in disease models, scientific journals and has been shown to improve liver function in human patients. Our GRI-0621 program (Phase 2) treats fibrotic disease by inhibiting NKT I cells which leads to suppression of multiple fibrotic pathways, including TGF- β 1 HSC and M2 macrophages. Our GRI-0124 program (Phase 2) targets NKT II cells as a potential therapy for progressive MS. Our program has been shown to impact both adaptive and innate components of MS, including inhibition of microglial cells. GRI is seeking licensing partners and investors for our Phase 2 programs.



The PleuraFlow® Active Clearance Technology® System offers a safe way to proactively maintain chest tube patency, minimizing complications from retained blood due to ineffective evacuation of blood and fluids after cardiothoracic surgery. Results from a recent prospective clinical trial showed a 42% decrease in reinterventions and a 30% decrease in postoperative AFib (POAF) with the PleuraFlow ACT. Other recent published studies link retained blood with longer Length of Stay (LOS), higher hospital readmissions, as well as increased infection rates, acute kidney injury, and mortality.



Arthrosi is developing its own drug to cure gout. Their new generation of URAT1 inhibitor and PF10881 is in the IND stage. PF10881 is expected to become the most effective agent which could lower blood uric acid. Their purpose is to reduce the frequency of gout attacks and dissolve tophus, so as to make their drugs to replace the current ones on the market.



Forkhead Bio is a regenerative medicine company developing transformative therapies by harnessing the body's power to renew itself. Our first target is insulin-dependent diabetes. Our Foxin™ pill exploits natural gut cell plasticity to mimic pancreatic islet function. This oral agent is expected to replace insulin injections and restore blood glucose control for >50 million patients globally. We have raised seed funding and were recently awarded an NIH SBIR grant. We are now raising Series A financing to accelerate our progress into the clinic by the end of 2021, with an opportunity for POC in patients in Phase 1 trials.



Qiyu is committed to R&D of macromolecular innovative drugs. They have established a leading biological drug R&D platform and focus on the areas of tumor immunity, gastric cancer, asthma and other huge unmet needs.



Reglagene is a preclinical stage therapeutics development company focused on the creation of new cancer treatments. Drug resistance is driven by genetic changes and is the greatest challenge facing cancer medicine today. Reglagene creates medicines that regain control of many of cancer's most notorious genes. Our lead program is a drug therapy that acts on the TERT gene, overexpressed in up to 90% of all tumor types, frequently in direct response to therapeutic intervention. Our first clinical objective is the development of a once daily oral agent to be administered adjunctively to counter resistance to androgen deprivation therapy in advanced prostate cancer. In vivo proof of concept has been achieved for the monotherapy.



WinSanTor is developing what is proving to be the "only disease modifying" treatment for a significant "unmet need", peripheral neuropathy, which affects nearly 1 in 15 people globally. Today, there is no treatment outside of pain drugs, many that are harmful. To address this, the leading KOLs were gathered, and they appear to have identified a novel mechanism for nerve regrowth, recovery of function, reduction of pain and return of normal quality of life. WinSanTor is the incorporation of this work and is now accelerating these developments through clinical studies, now in Phase 2, to ensure its drugs impact patients lives.



BalinBac Therapeutics is focused on rapidly developing its proven and highly de-risked key antimicrobial, BB-100, for curing constipation predominant irritable bowel syndrome and several deadly human infections affecting China and the U.S. For veterinary health and nutrition, subsidiary, BalinPamp, will use its unique microbiome platform to develop a vaccine against African Swine Fever Virus impacting China and the world.



Sisu Global is the future of medical devices in the rapidly expanding market of emerging economies. With five technologies in its portfolio, Sisu is proving its model with Hemafuse: a handheld device that enables clinicians to salvage, filter, and recycle blood from patients with internal bleeding, reducing the need for donor blood. This year Sisu began selling Hemafuse in Africa through Surgipharm, Kenya's largest medical distributor, and in partnership with Amref, the largest Africa-based international NGO. Sisu has raised \$2.9M to-date from investors like Camden Partners and Revolution's Rise of the Rest Seed Fund (led by Steve Case) and has received global awards and recognition. Sisu has proven our ability to execute, taking our first product to market on less than 10% of the average cost to take a medical device through regulatory in the US. Sisu is raising a Series A and is seeking distributors and partners to expand Hemafuse into new markets.



BELKIN Laser is a clinical-stage medical device company, developing an intuitive, automated, one-second glaucoma laser treatment, aimed at revolutionizing accessibility to first-line glaucoma care. More than 20M glaucoma patients reside in China, 20% of the global glaucoma population, but there are less than 500 glaucoma specialists to treat them. High-end technology is crucial to bridge this gap. BELKIN's automated, non-contact, painless treatment is activated by a touchscreen, controlled by a high-resolution image acquisition algorithm and a proprietary eye tracker. It can be easily used by all 36,000 ophthalmologists in China, dramatically increasing the number of treated patients, both in central and rural areas. Glaucoma is the leading cause of irreversible blindness in China. BELKIN's technology is applicable for all glaucoma types, and is especially designed for Angle Closure Glaucoma, most common among Chinese populations.



Coastar Therapeutics is a San Diego based startup focusing on virus delivery platform. We have a novel virus coating platform that can coat human cell membrane on each individual virus to evade immune system recognition and clearance. The company is currently focusing on oncolytic virus coating for cancer immunotherapy, but is also interested in AAV for gene therapy in the future



GEcoll Biomedical is the first gene editing application company in Taiwan with the frontier technology "Large-Segment gene editing". Combining LS-gene editing with synthetic bio-platform and block-chain application, GEcoll aims to produce safer, highly functional and traceable humanized biomaterials suitable for tissue repairing and regeneration. We are currently developing rice system for humanized elastin, poultry system for humanized growth factor and specific-pathogen-free (SPF) laboratory rat for humanized collagen. Our anti-counterfeiting and traceable humanized materials can be applied to thousand products including in vitro diagnosis (IVD), medical devices and R&D of pharmaceutical. GEcoll follows the 3R: Revolution, Respect and Responsibility to meet everyone's needs of health and beauty.



Kupando, newly founded company, develops two program. A small molecule TRL 4/7 immunostimulatory molecule in oncology and infectious diseases with a license from UCSD. TLR 7 is a validated target in oncology. This novel compound will allow for systemic administration. Synergies with check point inhibitors has been demonstrated in vivo. A MAAC1 down regulating small molecule as a preventive treatment for metastasis based on an invention of Ulrike Stein. Metastasis remain one of the major issues in oncology. The license is from Charite and MDC in Berlin. Both compounds are in preclinical stage.



Terran Biosciences is developing a portfolio of transformative therapeutics and technologies to change the lives of patients with neurological and psychiatric diseases. Our therapeutics include a phase 3 ready asset for schizophrenia, and a deep preclinical pipeline. With our patented organoid platform we are able to grow personalized patient "minibrains" to enhance drug discovery, screening, and enable precision medicine. Our neuroimaging software measures a validated biomarker to aid in the diagnosis and monitoring of patients with Parkinson's disease, schizophrenia, and various dementias, and is positioned for approval and launch next year. Our management team has over 20 FDA approvals in the CNS space and our unique company structure facilitates early revenue generation by 2020 and rapid organic company growth.



NZ Technologies Inc. (NZTech) is a technology company specializing in the design and manufacture of advanced Human Machine Interaction (HMI) products with applications in minimally invasive surgeries. TIPSO is the company's flagship family of products - it has enabled surgeons to interact with operating room equipment and radiology imaging by utilizing unique and practical touchless interfaces. The products have emerged through years of innovation and collaboration with clinical thought leaders specialized in the field of minimally invasive surgery. Commercially available and deployed in various world-leading clinical institutions, TIPSO has delivered outstanding safety and economic benefits for the healthcare system. Increasing procedural efficiency, reducing operative time, and maintaining the surgeon's cognitive focus are among the proven value propositions for the TIPSO product line.



Cancelex® is a novel peer reviewed immuno-oncology anti-cancer therapeutic seeking strategic partnerships. We have already received comprehensive global patents and are nominated by the National Foundation for Cancer Research (US) for accelerated development support. Our ongoing in-vivo POC studies address combination therapies with checkpoint inhibitors (PD1, PLD-1, CTLA-4 etc.) in post tumor burden reduction, supporting our application for accelerated IND approval in prophylactic use with existing therapies, or as a potential new stand alone drug.



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



PhysioCue is a medical device and health IoT solution development company that developed a non-invasive hypertension therapy device and a mobile health system. PhysioCue's therapy devices are efficient, safe, easy to use, and has none of the side effects associated with anti-hypertensive drugs.



20/20 GeneSystems is now selling in the US and worldwide (including Beijing and Taipei) OneTest™: A new AI powered Multi-Cancer Blood Test & Machine Learning Algorithm for Broad Spectrum Early Cancer Detection (www.OneTest.AI). We are seeing revenue growth in the U.S. with licenses and distribution agreements entered in 2019 in China, Japan, the Middle East, and Europe. This product is believed to be the world's first cancer screening blood test powered by a machine learning algorithm built from data from tens of thousands of individuals screened yearly in a real-world clinical setting. (Tests built with data from individuals tested before developing symptoms of cancer tend to be more reliable.) Ping An, one of the largest health insurance and digital health companies in China, is already a large investor in 20/20 and is helping to contribute to the success of our China strategy. Our Series C Round (\$7-10 million) will be lead by a respected Silicon Valley VC with a proven track record of successful exits in diagnostics.



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



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.



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医疗
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Gold Sponsors



IVA Biotech



Boston Innovation Capital
Biotech & Medtech Fundraising

Bronze Sponsor



MEDMARC.
Treated Fairly



Exhibitor





SPONSORS & EXHIBITORS



EXHIBIT TABLE 1

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



EXHIBIT TABLE 2

For life sciences leaders in the Asia/Pacific region seeking to clear their path to success, McDermott Will & Emery is a global, industry-leading law firm offering mission-first business solutions that are equally informed by market intelligence and proven experience. With our strategic alliance with MWE China Law Offices in Shanghai and an office in Seoul, our team on the ground in the Asia/Pacific region is composed of top lawyers with demonstrated strength across intellectual property, transactional, litigation and regulatory law. That teams partners with our more than twenty offices in the US and Europe to support cross-border market entry, expansion and investment. At McDermott, we harness the power of collaboration to bring the right combination of people, skills and knowledge to bear at the right time. 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.



EXHIBIT TABLE 3

MWE China Law Offices offers clients the full range of support and services they require as they progress through the various stages of the health care and life sciences continuum. We have counselled some of the world's largest pharmaceutical and medical device companies, academic medical research centers, universities, investment banks, venture capital firms, and start-ups on matters critical to their continued growth and success. Our team, whether working alone or as a globally integrated team with our counterparts at McDermott Will & Emery, regularly serve a broad range of clients in the areas of: corporate & transactional, regulatory compliance, product liability, anti-trust and competition, anti-corruption and FCPA; tax; labor; international trade and dispute resolution issues.

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



SPONSORS & EXHIBITORS



EXHIBIT TABLE 4

Enmore Healthcare is affiliated to Shanghai Enmore Commercial Development Co., Ltd., a part of Enmore Group. It has hosted industry conferences in the medicine and healthcare fields on a regular basis since 2009, forming service models such as conference, media outreach and expert network. We are committed to building a service platform focusing on life sciences and healthcare, enhancing understanding between international and local peers, promoting cooperation between companies, research and medical institutions and investors and enhancing communication between governments, associations and businesses.



EXHIBIT TABLE 5

Viva Biotech's mission is to become a cradle for innovative biotechnology companies around the world. Viva Biotech has developed a scalable business model combining the conventional cash-for-service (CFS) model and its unique equity-for-service (EFS) model. Under the CFS model, the Group provides structure-based drug discovery services to its biotechnology and pharmaceutical customers worldwide for their pre-clinical stage innovative drug development, covering the full spectrum of the customers' needs for early stage drug discovery, including target protein expression and structure research, hit screening, lead optimization and drug candidate determination. Viva Biotech also provides drug discovery and incubation services to biotechnology start-up companies with high potential under its EFS model. As of June 30, 2019, Viva Biotech had provided drug discovery services to 388 biotechnology and pharmaceutical customers worldwide, worked on over 1,000 independent drug targets, delivered over 11,000 independent protein structures, and incubated a total of 37 early stage R&D projects.



EXHIBIT TABLE 1

Boston Innovation Capital (BIC) is an advisory firm that was spun out of Life Science Nation (LSN) in 2014 to address an unmet need among early stage scientist-entrepreneurs for tactical, hands-on assistance in packaging management teams and technologies, and executing fundraising campaigns. Traditionally, there are two alternative paths that can be used to address early-stage fundraising needs for life science companies; hire an internal business development executive at a cost of \$150k-\$250K annually, or find a small-tier investment bank that would be willing to undertake their financing. Boston Innovation Capital was created as a new, more effective and flexible solution to provide this global outreach service, and help new life science technologies take the next step towards the market by augmenting management teams' outbound campaign initiatives.



Medmarc 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.



EXHIBIT TABLE 6

China Medical City (Taizhou Medical High-tech Zone) is located in Taizhou, an important city in the Yangtze River Delta. China Medical City (CMC) covers 30km² according to its plan, consisting of functional zones of Scientific Research and Development, Manufacturing, Exhibition and Trade, healthcare, Education and Teaching, and Comprehensive Supporting. As the first national level life science hi-tech park, CMC is jointly built by Ministry of Science and Technology, National Health and Family Planning Commission, China Food and Drug Administration, China Administration of Chinese Medicine and Jiangsu Provincial Government.



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Japan Bioindustry Association

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Enmore Healthcare is affiliated to Shanghai Enmore Commercial Development Co., Ltd., a part of Enmore Group.

It has hosted industry conferences in the medicine and healthcare fields on a regular basis since 2009, forming service models such as conference, media outreach and expert network. We are committed to building a service platform focusing on life sciences and healthcare, enhancing understanding between international and local peers, promoting cooperation between companies, research and medical institutions and investors and enhancing communication between governments, associations and businesses.



上届
大会

Review
of the
latest event

2208 位
参会人数

2,208 attendees

183 位
发言嘉宾

183 speakers

130 家
展台数量

130 booths

5000 余次
系统约见

more than 5,000
system appointments

关于EBC

易贸生物产业大会（EBC）是由易贸医疗主办，诸多行业协会、机构、企业支持协办，与医疗健康领域大规模展览同时进行的生物产业高端峰会，每年春节后在江苏召开。大会聚焦精准医疗、覆盖诊断、治疗、用药全产业链，融合政策导向、市场投资、技术研发、临床应用等话题，已成为国内外生物产业高层交流与合作的标杆平台。

About EBC

Enmore Bio Conference (EBC) is organized by Enmore Healthcare, with thousands of participants each year after the Spring Festival in Jiangsu province. EBC will focus on precision medicine, covering diagnosis, cure and pharmacy industry, meanwhile, integrating the relevant policy direction, market investment, development of techniques and clinical application into those topics. EBC will serve as an international exchange platform for decision makers of related enterprises and promote the innovation cooperation of the healthcare industry.



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TRACK 1

GLOBAL INVESTOR PANELS & WORKSHOP

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Track 1 Moderators, Panelists & Presenters	
9:00 - 9:50 AM GLOBAL HEALTHCARE ENTERPRISES IN CHINA Major Corporations Explore International Collaboration Strategies	• Wei Zhang, Senior Vice President, Chief Strategy Officer, WuXi AppTec • Howard Hou, Head of Clinical Research & Development (China), Fosun Pharma • Shelly Su, Senior Manager, Merck China Innovation Center • Sharon Chan, Head JLABS @ Shanghai, Johnson & Johnson
10:00 - 10:50 AM DIFFERENT PARTNERSHIP MODELS WITH CHINA JV, China Branches, Chinese Partners, etc.	• Leanne Lee Wang, Deputy Director, China: SF • Chang Liu, Regional Director for Singapore and Greater China, ACCESS Health International • John (Zhongyuan) Zhu, Partner, 6 Dimensions Capital • Zihan Zeng, Partner, Laguna Ventures
11:00 - 11:50 AM STETSON FAMILY OFFICE FIRESIDE CHAT WITH GLOBAL FAMILY OFFICE BIOFORUM	• Chuck Stetson, CEO, Stetson Family Office • Dennis Ford, Founder & CEO, Creator of RESI Conference Series, Life Science Nation
1:00 - 1:50 PM EARLY STAGE THERAPEUTICS INVESTORS Bringing the Newest Therapies to the Clinic	• Rosanna Zhang, Partner, Waveray Capital • David Xu, Chief Business Officer, Viva Biotech • Yuwen Liu, Founding Partner, BOHE Angel Fund • Weiyi Zhang, Head of Research Beyond Borders China, Boehringer Ingelheim • Zishan Haroon, Chairman & General Partner, Julz Co LLC
2:00 - 2:50 PM MEDICAL DEVICE & DIAGNOSTICS Investing in Novel Engineering & New Generation of Technologies Changing Treatment Paradigms	• Don Lin, Co-Founder, Managing Director, Guoqian Venture Capital Investment • Jay Yin, Partner, Yuanbio Venture Capital • Peter Pan, Director, Strategic Alliances & New Business Development, Medtronic • Rohit Pratap Singh, Vice President, Investments, Xeraya Capital • Yang-Huan Bao, Partner, Investment, BOHE Angel Fund
3:00 - 3:50 PM AI IN HEALTHCARE Cutting Edge Computing Creates New Opportunities for Healthcare Investors	• Lucy Parkinson, CEO, Boston Innovation Capital; VP, Investor Research, Life Science Nation • Adam (Chunlin) Zhao, Partner, Anlong Medical Fund • Justin Li, Managing Partner, Laguna Ventures • Dale Van Demark, Partner, McDermott Will & Emery, Washington DC
4:00 - 4:50 PM LIFE SCIENCE NATION Connecting Products, Services & Capital FUNDRAISING BOOTCAMP	• Dennis Ford, Founder & CEO, Creator of RESI Conference Series, Life Science Nation • Candice He, Global Investment Strategist, Life Science Nation



9:00 - 9:50 AM

GLOBAL HEALTHCARE ENTERPRISES IN CHINA

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The establishment of pilot free trade zones in Shanghai and several other cities in China has created a pathway for cross-border opportunities for international startups and corporations to make connections with the China market. This has allowed international collaborations both for large corporations and for emerging technologies. In this panel, speakers from large Chinese life science corporations as well as international companies with China operations will discuss the collaborations that are possible in this new landscape, including:

- What fields of innovation are of key interest for new collaborations?
- How can startups benefit from collaborating with a major enterprise?
- How does your firm partner with startups?



• **Wei Zhang**, Senior Vice President, Chief Strategy Officer, WuXi AppTec

Formerly faculty of Peking University and China Europe International Business School (CEIBS), and founding director of Health Care Management and Policy Center at CEIBS. Co-founded multiple start-ups across different sectors. Responsible for company strategy management. M.D. from Peking Union Medical College, and Ph.D. in Health Policy from Harvard University.



• **Howard Hou**, Head of Clinical Research & Development (China), Fosun Pharma

Graduated in China Medical University, holding a PhD in Molecular Biology from Gunma University, Japan, two post doctorate trainings in Oncology in USA. Prior to Fosun Pharma, Dr. Hou has more than ten years industry medical experience in several MNC, local innovative company and 4 years clinical experience as a cardiologist. Dr. Hou has worked in several therapeutic areas in academy and industry, such as Diabetes, CV, Respiratory, Gynecology, analgesia, etc., lead and participated in more than 40 clinical projects. Also published a few papers, including high IF journals such as "Lancet" series and "Nature" series.



• **Shelly Su**, Senior Manager, Merck China Innovation Center

Dr. Su currently serves as senior manager of Merck China Innovation Center, is responsible for innovation and eco-partner development and establishing local collaborations. She focused on scouting innovation projects between and outside Merck's business. Dr. Su was a Senior Scientist and R&D Project Leader at Philips, and obtained bachelor degree in Wuhan University and a Ph.D. degree in Chemistry from the Hong Kong University of Science and Technology.



• **Sharon Chan**, Head JLABS @ Shanghai, Johnson & Johnson

Sharon is a passionate, respected and experienced global health leader in business and product development across pharmaceuticals, medical devices, vaccines and technology platforms. As Head of JLABS @ Shanghai, Sharon is responsible for setting the strategic direction and overseeing all operational activities for JLABS @ Shanghai, including managing the portfolio of JLABS @ Shanghai and implementing appropriate educational programming and driving high quality company sourcing from innovation markets across the Asia Pacific region. Previously, Sharon was Head of China to establish and open Aeras' office in Beijing for the Bill & Melinda Gates Foundation, prior to promotion to Head of Asia. Prior to Aeras, she was a member of the Senior Leadership and Management Team for Baxter in Shanghai. She began her career working in Business Development for Sosei in London. Sharon received a Master Degree in Public Health (MPH), Johns Hopkins Bloomberg School of Public Health, Baltimore, USA; a Master Degree in Business Administration (Executive MBA), IE Business School, Madrid, Spain; a Doctorate Degree in Biochemistry and Cardiovascular Medicine (DPhil), University of Oxford, UK; and a Master Degree in Molecular Biology and Cellular Biochemistry (MBioChem), University of Oxford, UK.

This panel will discuss the full variety of different ways in which companies can work with China-based entities and enter the China healthcare market. Topics may include:

- How to determine which partnership model works best for you
- What types of China-based groups can you work with
- What strategic support can China-based entities provide

China has developed many different partnership models to attract and work with life science companies from all over the world. The speakers on this panel are experienced in early-stage life science cross-border deals, such as Joint Ventures, Entity registration in China, and how government (science parks) and investors can support start-ups beyond pure investments, such as assisting with CRO/CMO services as well as legal registrations.



• **Leanne Lee Wang**, Deputy Director, China: SF

Leanne Lee Wang is Deputy Director at ChinaSF and supports both inbound and outbound investment in San Francisco. She develops and maintains programs to foster relationships between government agencies and private organizations in both the US and China. Prior to joining the ChinaSF team, Leanne managed global real estate and land acquisition projects in mainland China and Hong Kong and served as a consultant to the administration of the Guangzhou New High-Tech Industrial Development Zone to attract foreign direct investment.



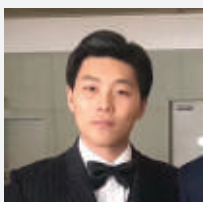
• **Chang Liu**, Regional Director for Singapore and Greater China, *ACCESS Health International*

Chang Liu, PhD, is responsible for the health and aging innovation platforms and leads the research and consulting work for the region. Chang Liu has authored a number of publications, including the Singapore overview for the International Profiles of Health Care Systems from 2017 and the epilogue to Affordable Excellence. He is currently working with Dr William Haseltine on another book about how the city-state is managing a rapidly aging population. In addition to his work with ACCESS Health, Chang Liu is also an adjunct professor at the Chinese University of Hong Kong and Duke Kunshan University. Previously, he was an assistant professor at Duke-NUS Graduate Medical School and the Center for Ageing and Education at Duke-NUS. He also worked at the Center for Gerontology and Healthcare Research at Brown University. He earned his PhD in Health Services Research from Brown University.



• **John (Zhongyuan) Zhu**, Partner, *6 Dimensions Capital*

Dr. Zhu is a partner of 6 Dimensions Capital. Prior to that, he worked for greenwoods asset, Mingly capital, Shanghai genomics, Applied biosystems, etc. He has over 15 years of experience in health care industry. Dr. Zhu has led numerous private equity investments, including Cstone, Phoenix Healthcare group, BGI, Gan&Lee, etc. He earned his MBA from university of California at Berkeley and PhD from University of Massachusetts Medical Center.



• **Zihan Zeng**, Partner, *Laguna Ventures*

Graduated from the University of California, San Diego, majoring in art history. Zihan was a member of the Gingko society expert group and member of the Boston Museum of Fine Arts, and a US partner of Shangxiang Group. He founded oncotroy and served as CFO with Dr. Yu Hao in Hopkins, New York. In addition, Zeng Zihan was an angel investor for several years in China, has extensive investment experience in local projects in China, and has unique insights into innovative projects.

STETSON FAMILY
OFFICE

This Fireside Chat provides a great opportunity to network with other family offices that focus on life sciences or healthcare investment and hear firsthand the global early stage funding initiatives that the Stetson Family Office is involved with. Those include the Healthcare Impact Foundation established in 2017, The Global Family Office BioForum (GFOB) - the leading alliance of international Family Offices focused on healthcare/life science which meets quarterly in 18 cities in the US, Europe and Asia, and the joint partnership with Life Science Nation and the RESI Conference Series. These initiatives aim to assist the earliest stage life sciences companies by sourcing seed capital and management talent.

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



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

• **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.



1:00 - 1:50 PM

EARLY STAGE THERAPEUTICS INVESTORS

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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.



• **Rosanna Zhang**, Partner, Waveray Capital

Rosanna Zhang is the founding partner of Waveray Capital, an early to growth stage healthcare-focused fund investing in North America and Asia. Ms. Zhang has a background in healthcare research, entrepreneurship and investment. Prior to Waveray, she was building ventures in healthcare IT and was involved in top healthcare deals at both VCPE and LP sides. Ms. Zhang received her bachelors degree from MIT and biological research training at MIT, MGH, and Harvard.



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

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



• **Yuwen Liu**, Founding Partner, BOHE Angel Fund

Founding Partner of BOHE Angel Fund, a 200M RMB fund jointly invested by Wuxi Apptec, Hengrui, Simcere, TigerMed and BGI, etc. This is the first angel fund focusing on healthcare technology-driven start-ups in China. Before BOHE, she was Chairwoman & CEO then executive director of BioBAY for 9 years. She joined the company as EVP in 2005, was instrumental in building BioBAY to be one of the fastest growing biotech clusters serving ~400 biotech startup companies. She started her career as QA Engineer for Capsugel in 1997, then moved up to QC manager, QA/QC manager and BD manager. In 2003, she joined Perrigo as first Chief Representative to set up its China operation. She graduated from China Pharmaceutical University with master degree in Pharmaceutics and Master of Management at Fudan University and Norwegian Management School BI. She is a licensed pharmacist.



• **Weiyi Zhang**, Head of Research Beyond Borders China, Boehringer Ingelheim

Weiyi Zhang is currently the Sr. Director and head of external innovation China at Boehringer Ingelheim, and she is responsible for setting up collaborations in China for research functions at BI. Weiyi gained her bachelor degree in Biology at Xiamen University in 2001. She joined international Max-Planck research school in chemical biology in 2003 and studied function of olfactory G-protein coupled receptor in non-olfactory tissues. She obtained her Ph.D in cell biology from Ruhr-University Bochum in 2007. Since 2008, Weiyi started postdoc training in functional study of orphan GPCRs in central neural system at both National Institute of Biological Sciences and the University of Hong Kong. Before joining Boehringer Ingelheim, Weiyi has led a cell biology group at BioDuro-PPD in Beijing since 2009, focusing on cell-based assays and integrated early drug discovery programs for various pharmaceutical companies. Then she has led the monoclonal antibody research group at Bio-Rad Laboratory in Shanghai from 2012 to 2013. From 2013 to 2016, Weiyi was the associate director at Innovation Center China of Global Drug Discovery at Bayer Healthcare.



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

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



2:00 - 2:50 PM

MEDICAL DEVICE & DIAGNOSTICS

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This panel focuses on investments in innovative diagnostics and medical devices, ranging from IVD, imaging technologies, surgical tools, connected devices and more. Topics may include:

- What are investors looking for? - Areas of interest - Overcrowded areas
- Current challenges in this ecosystem
- Navigating the competitive landscape
- Commonly observed red flags
- How to approach an investor

Panelists will discuss how companies can successfully fundraise for their budding 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.



• **Don Lin**, Co-Founder, Managing Director, *Guoqian Venture Capital Investment*

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.



• **Jay Yin**, Partner, *Yuanbio Venture Capital*

Jay Yin is a seasoned healthcare venture capitalist and a veteran in medical device innovation. Jay is a partner in YuanBio Venture, a leading VC focused in early stage healthcare investment in China. Previously, Jay was with Qiming Venture Partners, one of the most recognized venture capital firm in China with US\$ 4Bn asset under management. Prior to Qiming, Jay was Business Development Director in MicroPort Medical, where he helped MicroPort to accomplish multiple international and domestic acquisition and joint venture investment projects. Before joining MicroPort in 2012, Jay also worked at GE healthcare and Johnson & Johnson in various business development & marketing positions, launched multiple cardiovascular medical device products in the US and China markets. Jay holds an MBA degree from IMD, Lausanne, Switzerland and a Bachelor of Economics degree from Shanghai University of Finance and Economics.

Medtronic

• **Peter Pan**, Director, Strategic Alliances & New Business Development, *Medtronic*

Peter Pan Binfan is the Director, Strategic Alliances & New Business Development - Minimally Invasive Therapies Group at Medtronic. Medtronic is a medical technology and services company. The Company develops, manufactures and markets its medical devices and technologies to hospitals, physicians, clinicians and patients in approximately 160 countries. The Company operates in four segments: Cardiac and Vascular Group, Minimally Invasive Technologies Group, Restorative Therapies Group and Diabetes Group. Its Minimally Invasive Technologies Group segment includes Surgical Solutions and Patient Monitoring and Recovery.



• **Yang-Huan Bao**, Partner, Investment, *BOHE Angel Fund*

Mr. Bao is a venture capitalist and an entrepreneur in biotech and life-science industries. He currently works as Partner at BOHE Angle Fund. Before returning to China, Mr. Bao worked as a research scientist at the Cold Spring Harbor Lab (CSHL) in New York. He participated in the founding and early operation of a CSHL and MIT spin-off company providing mouse brain mapping services for drug discovery in neuroscience. Mr. Bao started his career as a venture capitalist at Legned Capital and Sungen Bioventure in China. Since then he has participated in over 20 deals of venture investment and venture creation in biotech and life-science industries. Mr. Bao received a M.B.A degree from Cheung Kong Graduate School of Business, and a M.S. degree in Molecular Genetics from Oregon State University.



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

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

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

• **Lucy Parkinson**, CEO, *Boston Innovation Capital*; VP, Investor Research, *Life Science Nation*



Lucy Parkinson is CEO of Boston Innovation Capital and VP of Investor Research, leading LSN's investor outreach and analysis team. In over five years as an employee of both Life Science Nation and Boston Innovation Capital, she has analyzed global investors and channel partners in depth and determined which have vetted mandates and are a fit for her clients. She leads a team of global investor research analysts that curate the LSN Investor Platform, which tracks 10 categories of early-stage life science investors across the silos of drugs, devices, diagnostics and digital health. Lucy also runs the programming of LSN's Redefining Early Stage Investments (RESI) Conference Series, which hosts about 2000 investors annually. She was a contributing writer for The Life Science Executive's Fundraising Manifesto and to two articles published in Nature Bioentrepreneur, as well as being a frequent contributor to LSN's Next Phase weekly newsletter. Prior to joining LSN, Lucy spent several years working at CPA firms, gaining experience working with small corporations, partnerships and non-profit organizations. Lucy graduated from the University of Leeds with a degree in the History and Philosophy of Science. She is a FINRA-registered securities representative and principal, holding Series 7, 24, and 63 registrations.

• **Adam (Chunlin) Zhao**, Partner, *Anlong Medical Fund*



The founder and managing partner of the Anlong fund. Dr. Zhao graduated from biological science and technology department at Tsinghua University. Then, he received his Ph. D of molecular biology at University of Pittsburgh school of medicine and MBA at University of Chicago. Dr. Zhao served as medical investment adviser at Office of Technology Transfer at University of Pittsburgh and Senior Manager at Pfizer. After returning to China, he founded Beijing longmed biological technology co., ltd and then became partner of cash capital and c-bridge capital. Dr. Zhao has over 30 years of industry experience and excellent investment achievements. Dr. Zhao is chairman of Tsinghua alumni association of school of life sciences, school of medicine and school of pharmaceutical sciences, the standing vice-chairman of Tsinghua alumni association for life science & healthcare.

• **Justin Li**, Managing Partner, *Laguna Ventures*



Justin holds a bachelor's degree in politics and chemistry from the University of Illinois at Urbana-Champaign. He's a seasoned biotech investor and has many years of experience and leadership in operations and management. Prior to joining Laguna, he also worked for Shanghai Green Pine Capital, San Francisco based WI Harper Group, and Palo Alto based Hemi Ventures. He invested in companies including Nebula Genomics, Persephone Biome, Epinomics, Velocity Pharmaceutical Development, Phenomic AI, Navan Technologies, Bioaesthetics...

• **Dale Van Demark**, Partner, *McDermott Will & Emery*, Washington DC



Dale C. Van Demark advises clients in the health industry on strategic transactions and the evolution of health care delivery models. He has extensive experience in health system affiliations and joint venture transactions. Dale also provides counseling on the development of technology in health care delivery, with a particular emphasis on telemedicine. Dale has been at the forefront of advising clients with respect to the globalization of the US health care industry. He advises US and non-US enterprises with respect to the formation of cross-border affiliations and international patient programs. In addition to writing regularly on matters related to his practice, Dale has spoken at numerous conferences around the world on the globalization of health care. He is also a member of our legal cannabis industry group. Our Cannabis Industry group is a multidisciplinary team of lawyers providing clients with regulatory, litigation, intellectual property, trade and tax services with respect to their investments and participation in the cannabis industry, all subject to the Firm's obligations under federal and state laws and bar licensure rules.



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

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



Dennis Ford is an entrepreneur, 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.



• **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 and Bank of New York Mellon. Candice has many experiences in Both the US and China of Life Science and technology industry. She got the master's degree in finance from Brandeis University in Boston, and went to college at Southwestern University of Finance and Economics in Chengdu.





TRACK 2 ENTREPRENEUR PITCH SESSIONS

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The company description of the finalists are on pages 8-11

Track 2 Judges, Finalists & Panelists	
9:00 - 9:50 AM PITCH SESSION 1 THERAPEUTICS	Judges: Kan Chen, Vice President, Qiming Venture Partners Sean (Zhixiong) Ye, Chief Scientific Officer, Viva Biotech Tianhong (Forest) Xu, Founding Partner, VI Ventures Yang-Huan Bao, Partner, Investment, BOHE Angel Fund Finalists:     
10:00 - 10:50 AM PITCH SESSION 2 THERAPEUTICS & DIAGNOSTICS	Judges: Hao Cheng, Investment Manager, Ph.D., WisdoMont Asset Management Hao Wu, Associate Strategy & BD Director, Roche Diagnostics Feng Bian, Senior Director, Asia Emerging Science Lead, Pfizer, Inc. Tianhong (Forest) Xu, Founding Partner, VI Ventures Finalists:    
11:00 - 11:50 AM PITCH SESSION 3 MEDICAL DEVICE	Judges: Don Lin, Co-Founder, Managing Director, Guoqian Venture Capital Investment Hui Liu, Vice President, Sinopharm Group Medical Device Institute Tianhong (Forest) Xu, Founding Partner, VI Ventures Jeffry Wu, Managing Director, Milestone Capital Finalists:     
1:00 - 1:50 PM PITCH SESSION 4 MEDICAL DEVICE	Judges: Calvin Chen, Partner, Cove Fund David Uffer, Senior Partner, Alira Health Yibo Zhang, Investment Manager, M.D., WisdoMont Asset Management James Tong, Venture Partner, Delta Capital Finalists:    
2:00 - 2:50 PM PITCH SESSION 5 THERAPEUTICS	Judges: Cindy Liu, Associate, Qiming Venture Partners Haifeng Cui, Senior Director, Scientific Innovation, J&J Asia Pacific Innovation Center Ran Geng, Senior Analyst, Matrix Partners China Steven Kim, Partner, Investment, Verdis Investment Management Toru Seo, APAC Head and Sr Director, S&E, Worldwide BD, Chief Business Office, Pfizer, Inc. Finalists:     
3:00 - 3:50 PM PITCH SESSION 6 THERAPEUTICS	Judges: Feng Bian, Senior Director, Asia Emerging Science Lead, Pfizer, Inc. Tim Xiao, Principal, Delos Capital Toru Seo, APAC Head & Sr Director, S&E, Worldwide BD, Chief Business Office, Pfizer Yichao Fan, Investment Director, Ph.D., WisdoMont Asset Management Zheng Yin, Founder & Partner, Trinity Innovation Fund Finalists:    
4:00 - 4:50 PM TALES FROM THE ROAD	Panelists: Greg Mannix, VP of International Business Development, Life Science Nation  Bill Kohlbrenner, CEO, NeuroLucent Carolyn Yarina, CEO, Sisu Global Health James Biggins, CEO, Access Vascular Simon Yi, Founder and CTO, PhysioCue



9:00 - 9:50 AM

PITCH SESSION 1 - THERAPEUTICS

JUDGES

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The RESI Shanghai Pitch Sessions gives all RESI Innovation Challenge Finalists an opportunity to pitch to a panel of early stage investors. The finalists were selected by LSN's Expert System and scientific review team to present their technology through a 4-minute pitch. Investors will provide feedback and questions to the pitching CEOs.

• **Lily Li**, Senior Director, Strategic Collaboration, *Betta Pharmaceuticals. Co., Ltd*



Dr. Lily Li is Senior Director of Strategic Collaboration at Betta Pharmaceutical. In this role, she leads the effort of expanding the company's innovative pipeline through in-licensing, co-development and strategic investment. Lily has 15 years of experience in drug development, business development and alliance management. Prior to joining Betta, Lily worked at the world's top pharma, Merck and AstraZeneca. She was appointed as Director of Strategic Collaboration at Betta in 2017. Since joining Betta, Lily has led the BD team establishing strategic partnerships with over 10 global and domestic companies, 3 of these programs are currently under registration studies and expected to be launched before 2022. Lily received her Bachelor of Science degree from Peking University, China and her PhD in Chemistry from Washington University in St. Louis, US. She was elected in Zhejiang Recruitment Program of Global Expert in 2018.

• **Kan Chen**, Vice President, *Qiming Venture Partners*



Mr. Kan Chen is a Principal of Qiming Venture Partners, focusing on healthcare investment. Before joining Qiming Venture Partners, Kan was a senior scientist at Johnson&Johnson discovering innovative cancer medicine. Prior to that, Kan was a group leader at Jiangsu Hengrui Medicine, developing new cancer immunotherapies. Kan earned his PhD degree in Cell Biology from Case Western Reserve University in the U.S. and finished his postdoctoral training in Immunology at Harvard Medical School. He got his bachelor's degree in biological sciences from Fudan University.

• **Sean (Zhixiong) Ye**, Chief Scientific Officer, *Viva Biotech*



Dr. Ye graduated with his Ph.D. in Organic Chemistry from the University of Minnesota and is a recipient of the Shanghai "Thousand Talents" Award. Prior to working at Viva Biotech, Dr. Ye was a Senior Research Fellow at Merck. While at Merck, he was twice awarded the Merck Research Recognition Award (2006 and 2005) and the Award of Excellence, Merck & Co., Inc. (2004). He has over 14 years of drug discovery experience with 26 published papers and 20 patents. He is the inventor of the cancer drug Ivosidenib which is now in clinical phase III. He is also one of the inventors of the leukemia drug Idhifa. He guided and participated in nine cancer, diabetes, obesity, cardiovascular, and endocrine clinical drug candidates. Two are currently in the IND stage and one has been approved for the US market.

• **Tianhong (Forest) Xu**, Founding Partner, *VI Ventures*



Dr. Tianhong Xu is the founding partner of Virtus Inspire Ventures. Dr. Xu's life science experience spanned over 15 years as venture capitalist, UN officer, entrepreneur, research scientist and clinical doctor. He focuses on investments in the medical device, medtech and pharma. He was a Partner at WI Group and Vangoo Capital, responsible for medtech and healthcare investment. Previously, he was a Medical Industry Expert for United Nations-Industrial Development Organization (UNIDO), where he directed the upgradation of medical industrial clusters in China through investment promotion, technology transfer, and management consulting. He was also co-founders of two gene diagnosis and personalized medicine companies. Prior to that, he was a clinical doctor at Renji Hospital in China. He earned his PhD in Molecular and Human Genetics from Baylor College of Medicine in Houston, Texas, and MD from Fudan University, Shanghai, China.

• **Yang-Huan Bao**, Partner, Investment, *BOHE Angel Fund*



Mr. Bao is a venture capitalist and an entrepreneur in biotech and life-science industries. He currently works as Partner at BOHE Angle Fund. Before returning to China, Mr. Bao worked as a research scientist at the Cold Spring Harbor Lab (CSHL) in New York. He participated in the founding and early operation of a CSHL and MIT spin-off company providing mouse brain mapping services for drug discovery in neuroscience. Mr. Bao started his career as a venture capitalist at Legned Capital and Sungen Bioventure in China. Since then he has participated in over 20 deals of venture investment and venture creation in biotech and life-science industries. Mr. Bao received a M.B.A degree from Cheung Kong Graduate School of Business, and a M.S. degree in Molecular Genetics from Oregon State University.



10:00 - 10:50 AM

PITCH SESSION 2 - THERAPEUTICS & DIAGNOSTICS

JUDGES

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• **Hao Cheng**, Investment Manager, Ph.D., *Wisdomont Asset Management*

Dr. Hao Cheng earned his PhD in Bioinformatics and has more than 10 years of high throughput genetic sequencing research and industry experience. He served previously as senior bioinformatics researcher and clinical bioinformatics director of Hangzhou Yizhen, and Hao has led and participated in the development and promotion of a variety of clinical gene detection products. Hao earned his Ph. D. in Bioinformatics from Partner Institute for Computational Biology (PICB) and his B.S. in Biology from the University of Science and Technology of China.



• **Hao Wu**, Associate Strategy & BD Director, *Roche Diagnostics*

Dr. Hao Wu is the Associate Strategy & Business Development Director, APAC from Roche Diagnostics, in charge of scouting and evaluating partnership opportunities in the IVD and digital healthcare sector for APAC region. Prior to that, Dr. Wu worked for WuXi AppTec as the Senior Director, Clinical Diagnostics, Becton Dickinson and Company as Strategic Marketing Manager and IMS Healthcare as Consultant, Pharma Insights. Dr. Wu received his Ph.D. in Developmental Biology from King's College London, University of London in the UK.



• **Feng Bian**, Senior Director, Asia Emerging Science Lead, *Pfizer, Inc.*

Dr. Feng Bian is a Senior Director and Asia Emerging Science Lead in Pfizer Asia Discovery Labs (ADL) of Pfizer's Worldwide Research and Development. She is responsible for cultivating strong and in-depth scientific relationships with Asia Academic and Life Science Communities with a primary focus on southern China regions to access emerging sciences, promising compounds, and breakthrough technologies. Prior to ADL, Dr. Bian was a senior investigator in China Novartis Institutes for Biomedical Research and group head of liver pharmacology since 2014 in Shanghai. At Novartis, she was a project leader and managed liver disease pharmacology platform to deliver data packages for drug discovery projects. Before Novartis, she was a key scientist participated in setting up JnJ China research labs in 2012, and Associate Director of Biology to manage CROs and academic collaborations as well as internal R&D programs. Dr. Bian began her R&D career in Parke-Davis/Warner-Lambert in US as an in vivo pharmacologist in the Neuroscience Division, and later became a principle scientist in Pfizer's Neurodegeneration and Psychotherapeutics Unit, contributing to programs like Lyrica®, discovery programs for Alzheimer's disease, bipolar depression and dermal fibrosis. Dr. Bian has 20 years of expertise in small molecule and biologics drug discovery and her work has enabled NMEs to reach first in human. Dr. Bian received her Doctorate degree in Biochemistry from The Ohio State University and her Bachelor of Science degree from Nankai University at Tianjin, China.



• **Tianhong (Forest) Xu**, Founding Partner, *VI Ventures*

Dr. Tianhong Xu is the founding partner of Virtus Inspire Ventures. Dr. Xu's life science experience spanned over 15 years as venture capitalist, UN officer, entrepreneur, research scientist and clinical doctor. He focuses on investments in the medical device, medtech and pharma. He was a Partner at WI Group and Vangoo Capital, responsible for medtech and healthcare investment. Previously, he was a Medical Industry Expert for United Nations-Industrial Development Organization (UNIDO), where he directed the upgradation of medical industrial clusters in China through investment promotion, technology transfer, and management consulting. He was also co-founders of two gene diagnosis and personalized medicine companies. Prior to that, he was a clinical doctor at Renji Hospital in China. He earned his PhD in Molecular and Human Genetics from Baylor College of Medicine in Houston, Texas, and MD from Fudan University, Shanghai, China.



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• **Don Lin**, Co-Founder, Managing Director, *Guoqian Venture Capital Investment*

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.



• **Hui Liu**, Vice President, *Sinopharm Group Medical Device Institute*

Liu Hui was a Distinguished Professor at a prominent research university in the United States; as well as a founder of a medical big data company, a remote chronic disease big data project jointly developed by Stanford University School of Medicine and Caesars Medical Group. In addition, he has been an executive at Siemens China. He has a unique and profound understanding of cloud computing, big data, and artificial intelligence, and is good at cross-border integration. Hui has earned a Bachelor of Physics, a Master of Digital Communications, and a DBA of Finance.



• **Tianhong (Forest) Xu**, Founding Partner, *VI Ventures*

Dr. Tianhong Xu is the founding partner of Virtus Inspire Ventures. Dr. Xu's life science experience spanned over 15 years as venture capitalist, UN officer, entrepreneur, research scientist and clinical doctor. He focuses on investments in the medical device, medtech and pharma. He was a Partner at WI Group and Vangoo Capital, responsible for medtech and healthcare investment. Previously, he was a Medical Industry Expert for United Nations-Industrial Development Organization (UNIDO), where he directed the upgradation of medical industrial clusters in China through investment promotion, technology transfer, and management consulting. He was also co-founders of two gene diagnosis and personalized medicine companies. Prior to that, he was a clinical doctor at Renji Hospital in China. He earned his PhD in Molecular and Human Genetics from Baylor College of Medicine in Houston, Texas, and MD from Fudan University, Shanghai, China.



• **Jeffry Wu**, Managing Director, *Milestone Capital*

Currently the Head of Healthcare Investments at Milestone Capital, a growth-stage private equity fund in China. Priorly, worked as an investor at Johnson & Johnson Development Corporation, the venture capital arm of Johnson & Johnson. Served on Board of Directors of PrinJohnson Biopharm, Alltech Medical Systems, JHL Biotech and Sol-Millennium Medical. Graduated from University of Science & Technology of China, and received a PhD degree from Columbia University and an MBA from INSEAD. Member of the CFA Institutue since 2007.



1:00 - 1:50 PM

PITCH SESSION 4 - MEDICAL DEVICE

JUDGES

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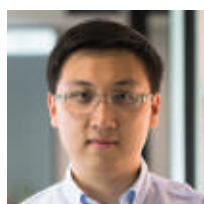
• **Calvin Chen**, Partner, *Cove Fund*

Calvin Chen is the CEO of CrossLinkBio, Inc. and a member of the investment committee of Cove Fund II. CrossLinkBio is a life science accelerator that provides investment and resources to enable commercialization of early stage healthcare innovations. Cove Fund II is a \$14.2 million seed-stage venture fund based in Irvine, California. Prior to CrossLinkBio and Cove Fund II, Calvin spent more than 10 years in technology transfer helping researchers commercialize discovery stage technologies and he executed license deals with total values exceeding \$110 million at USC, City of Hope, and LA BioMed. Calvin completed his undergraduate studies in Molecular Cellular Biology & Psychology at University of California Berkeley and his J.D. at Loyola Law School.



• **David Uffer**, Senior Partner, *Alira Health*

David Uffer joined Alira Health with over 25 years of management experience in the medical device, products and clinical diagnostics field. He has lead strategy development, strategic planning and business development activities in these fields for mid and large cap public companies. David has directed business development deals ranging from M&A, licensing, distribution and co-development for companies such as Medtronic (legacy Covidien) in their respiratory and medical products business, as well as Hologic and Boston Scientific. He has held management roles at Integra Lifesciences and Abbott Labs. David has a BA from Clark University, Worcester, MA and an MBA from Thunderbird, School of Global Management, Glendale, AZ.



• **Yibo Zhang**, Investment Manager, M.D., *WisdoMont Asset Management*

Three years of clinical experience in department of cardiology in grade A hospital. As a resident in cardiology, Yibo was responsible for the daily management of patients, and participated in cardiac interventional operation. Two years of management consulting experience in Healthcare. As a consultant with expertise in medical devices, Yibo led a number of pharmaceutical and medical device management consulting projects, with clients including Medtronic, Boston Scientific, Abbott, Pfizer, Sanofi and other multinational medical device and pharmaceutical companies.



• **James Tong**, Venture Partner, *Delta Capital*

James J. Tong M.D. Ph.D. has been Healthcare venture partner of Delta Capital, a venture capital and growth investment fund. Dr. Tong was Chief Financial Officer at a public pharmaceutical company listed in NYSE. Formerly he was Vice President of investment banking at Roth Capital headquartered at Newport Beach, CA, US. Dr. Tong was previously a biotech equity research analyst for Rodman & Renshaw. Dr. Tong was principal investigator at the Grass Foundation Laboratory at the Marine Biological Laboratory, Woods Hole, MA. Formerly, Dr. Tong was a Postdoctoral Research Fellow at Center for Molecular Medicine and Mitochondrial Genetics at the University of California, Irvine focusing on Neurofibromatosis, cognitive disorders and longevity research. Dr. Tong graduated from Peking University Healthcare Center with a Medical Degree and from Stony Brook University and Cold Spring Harbor Laboratory with a Doctor of Philosophy degree majored in Neuroscience.



2:00 - 2:50 PM

PITCH SESSION 5 - THERAPEUTICS

JUDGES

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The RESI Shanghai Pitch Sessions gives all RESI Innovation Challenge Finalists an opportunity to pitch to a panel of early stage investors. The finalists were selected by LSN's Expert System and scientific review team to present their technology through a 4-minute pitch. Investors will provide feedback and questions to the pitching CEOs.



• **Cindy Liu**, Associate, *Qiming Venture Partners*

Cindy joined Qiming in 2018. Prior to Qiming, Cindy worked as a consultant in IMS health and EY-Parthenon consulting group. She had extensive experience of product launch strategy, market access environment and commercial due diligence in China healthcare market. She holds master and bachelor degree of preventive medicine from Fudan University.



• **Haifeng Cui**, Senior Director, Scientific Innovation, *J&J Asia Pacific Innovation Center*

Haifeng Cui is a senior director at J&J APIC, to promote regional pharmaceutical innovation, he is also responsible for scouting collaboration opportunities within Asia Pacific, and he covers Infectious disease and vaccine, immunology, cardiovascular and metabolic, and neuro science therapeutic areas. Before joining J&J, Haifeng is a scientific team director and GSK fellow in the medicine design unit at GSK in the United States. His primary role is to lead novel mode of action antibacterial discovery programs to deliver clinical candidates and follow through to clinical proof of concept. Haifeng joined GSK as a medicinal chemist in 2002 after completing his PhD in chemistry at University of Pennsylvania. He obtained his BS from Zhejiang University in China.



• **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.



• **Toru Seo**, APAC Head and Sr Director, S&E, Worldwide BD, Chief Business Office, *Pfizer, Inc.*

Dr. Toru James Seo is a Senior Director and APAC head of scout and Evaluation, Worldwide Business Development, Chief Business Office, Pfizer Inc. He obtained his PhD in Molecular and Cellular Pathology from Wake Forest University and joined the faculty as an assistant professor in Department of Pediatrics at Columbia University Medical Center. In 2006, he moved to pursue a R&D career in the pharma industry such as GSK, MERCK and TAISHO where his roles grew to include project leader, global scientific committee member and team lead, and later, in business development and corporate strategic planning. In 2015, he joined Pfizer Inc. as a Japan head of External Science and Innovation (ES&I) before assuming his current position in 2019 to oversee search/scouting activity of innovative and breakthrough drug candidates in APAC regions. Outside of Pfizer, he is an advisory committee of Osaka University and a visiting professor of Waseda Business School, Waseda University. He is also active as an external counselor and advisors of a few biotechs and VC including Biolite Japan which he founded and function as an advisor.



3:00 - 3:50 PM

PITCH SESSION 6 - THERAPEUTICS

JUDGES

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The RESI Shanghai Pitch Sessions gives all RESI Innovation Challenge Finalists an opportunity to pitch to a panel of early stage investors. The finalists were selected by LSN's Expert System and scientific review team to present their technology through a 4-minute pitch. Investors will provide feedback and questions to the pitching CEOs.

• **Feng Bian**, Senior Director, Asia Emerging Science Lead, *Pfizer, Inc.*



Dr. Feng Bian is a Senior Director and Asia Emerging Science Lead in Pfizer Asia Discovery Labs (ADL) of Pfizer's Worldwide Research and Development. She is responsible for cultivating strong and in-depth scientific relationships with Asia Academic and Life Science Communities with a primary focus on southern China regions to access emerging sciences, promising compounds, and breakthrough technologies. Prior to ADL, Dr. Bian was a senior investigator in China Novartis Institutes for Biomedical Research and group head of liver pharmacology since 2014 in Shanghai. At Novartis, she was a project leader and managed liver disease pharmacology platform to deliver data packages for drug discovery projects. Before Novartis, she was a key scientist participated in setting up JnJ China research labs in 2012, and Associate Director of Biology to manage CROs and academic collaborations as well as internal R&D programs. Dr. Bian began her R&D career in Parke-Davis/Warner-Lambert in US as an in vivo pharmacologist in the Neuroscience Division, and later became a principle scientist in Pfizer's Neurodegeneration and Psychotherapeutics Unit, contributing to programs like Lyrica®, discovery programs for Alzheimer's disease, bipolar depression and dermal fibrosis. Dr. Bian has 20 years of expertise in small molecule and biologics drug discovery and her work has enabled NMEs to reach first in human. Dr. Bian received her Doctorate degree in Biochemistry from The Ohio State University and her Bachelor of Science degree from Nankai University at Tianjin, China.

• **Tim Xiao**, Principal, *Delos Capital*



Tim is a Principal at Delos Capital since its inception in 2014 and has over 10 years' experience in banking and life sciences investment. Tim started his career as an investment banker at China International Capital, and later joined the Investment Banking Division of Goldman Sachs where he completed a series of industry defining transactions with total deal value over US\$4 billion. Tim serves as a Board member for Liposeuticals, Curatia Medical, Thermalin Inc, Luqa Pharmaceuticals and as a Board Observer for Allegra Therapeutics, Intrinsic Therapeutics and Atia Vision. Tim holds a BSc degree from Shanghai Jiao Tong University.

• **Toru Seo**, APAC Head and Sr Director, S&E, Worldwide BD, Chief Business Office, *Pfizer, Inc.*



Dr. Toru James Seo is a Senior Director and APAC head of Scout and Evaluation, Worldwide Business Development, Chief Business Office, Pfizer Inc. He obtained his PhD in Molecular and Cellular Pathology from Wake Forest University and joined the faculty as an assistant professor in Department of Pediatrics at Columbia University Medical Center. In 2006, he moved to pursue a R&D career in the pharma industry such as GSK, MERCK and TAISHO where his roles grew to include project leader, global scientific committee member and team lead, and later, in business development and corporate strategic planning. In 2015, he joined Pfizer Inc. as a Japan head of External Science and Innovation (ES&I) before assuming his current position in 2019 to oversee search/scouting activity of innovative and breakthrough drug candidates in APAC regions. Outside of Pfizer, he is an advisory committee of Osaka University and a visiting professor of Waseda Business School, Waseda University. He is also active as an external counselor and advisors of a few biotechs and VC including Biolite Japan which he founded and function as an advisor.

• **Yichao Fan**, Investment Director, Ph.D., *Wisdomont Asset Management*



Dr. Yichao Fan has 10 Years Research and working experience in biomedical field. Previously, she held positions as a research fellow(Oncology) of Novartis Institute for Biomedical Research (China) and as principle scientist and project manager of Techno Derma Medicines (A startup company for new drug discovery and development). Previous investment cases include: Viva Biotech, Techno Derma Medicines, ABM Therapeutics, Anji Pharma, Youngene, etc. Yichao Fan earned her Ph.D. in Medical Science (Clinical Oncology in Prince of Wales Hospital) at The Chinese University of Hong Kong and her B.S. in Biology at University of Science and Technology of China.

• **Zheng Yin**, Founder & Partner, *Trinity Innovation Fund*



Dr. Zheng Yin is the founder and managing partner of Trinity Innovation Fund (Beijing) Investment Management Ptd Ltd. (TIF). TIF is a venture capital fund dedicated to biomedical innovation. Prior to TIF, Dr. Yin was Managing Director of SDIC Fund Management Company where he led the investment of Dizal Pharma (spin-off with AstraZeneca R&D Shanghai), Asentage, CanSino, etc. Dr. Yin had in-depth biomedical industry experience. He ever worked with biotech startup as well as top pharmaceutical company, responsible for drug discovery and development as well as project management. When he moved back to China, Dr. Yin worked with top research organization responsible for education, research and management related to biomedical science. Dr. Yin worked as Associate Director, cooperate finance consulting of PwC. Dr. Yin has B.Sc. and M.Sc of Nankai University and Ph.D. of National University of Singapore.

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

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



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

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



• **Bill Kohlbrenner**, CEO, *NeuroLucent*

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



• **Carolyn Yarina**, CEO, *Sisu Global Health*

Carolyn Yarina, CEO and Co-Founder of Sisu Global: is a two-time founder/CEO with a proven track record of execution. She has raised nearly \$3M from investors like Camden Partners & Revolution's Rise of the Rest Seed Fund. Carolyn has been featured in USA Today, Forbes, TEDxMidAtlantic, and has received awards like Maryland's Innovator of the Year, Baltimore Business Journal Tech 10, and Baltimore's Top 10 BioHealth CEO. Prior to Sisu, Carolyn founded a medical device non-profit working with rural mobile clinics in India. She raised over \$100k in cash and in-kind services and was featured in Entrepreneur Magazine and Business Insider. While she was earning her Chemical Engineering degree at the University of Michigan, Carolyn was named Entrepreneur of the Year for her first company.



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

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



• **Simon Yi**, Founder and CTO, *PhysioCue*

Simon Yi, Founder of PhysioCue, is a serial entrepreneur, investor, and executive with a unique combination of product vision, technical depth, and start-up expertise. His passion is to build a quality product and experience from the ground up. Simon was a co-founder of VORA OIL and was the Vice President of Technology and a co-founder at NeuroSky, which focused on the manufacturing and R&D of biosensors and he was a founding member of Wavestream which focus on the manufacture of photonic and amplifiers. Simon has considerable hands-on experienced in building revenue companies from scratch. Simon's career began at HOYA Corporation, U.S.A.

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9:00 – 9:10

开幕致辞

Introduction/Opening Remarks

钱奕，元达律师事务所合伙人，上海

Kevin Qian, Partner, MWE China Law Offices, Shanghai

龚雅玲，McDermott Will & Emery 合伙人，上海

Michelle Gon, Partner, McDermott Will & Emery, Shanghai

9:10 – 9:50

专题演讲：生命科学领域知识产权所面临的挑战与机遇

Keynote: Challenges and Opportunities – IP Developments in Life Sciences

– Sarah Columbia, 合伙人，波士顿

Partner, McDermott Will & Emery, Boston

9:50 – 10:50

欧美及中国生命科学和医疗健康市场法律新动向

Legal Update on US/European Life Science and Health Markets

演讲嘉宾/Speakers:

– Dale Van Demark, 合伙人，华盛顿特区

Partner, McDermott Will & Emery, Washington DC

– Emmanuelle Trombe, 合伙人，巴黎

Partner, McDermott Will & Emery, Paris

11:00 – 12:00

生命科学/医疗健康产业的法律热点（医疗创新、医疗数据及知识产权保护等）

Hot Legal Topics in Life Science/Health Industries

探讨话题/Discussion Topics:

– 医疗创新（电子医疗/远程医疗）；

Innovation (Digital Health/Remote Healthcare);

– 医疗数据问题（收集/处理/跨境传输）。

Data issues (collection/Processing/Cross Broader Transfer).

– 知识产权保护

IP Protection

主持人/Moderator:

刘晨光，元达律师事务所合伙人，上海

Leon Liu, Partner, MWE China Law Offices

小组讨论/Panelists:

– Romain Perray, 合伙人，巴黎

Partner, McDermott Will & Emery, Paris

– Boris Uphoff, 合伙人，慕尼黑

Partner, McDermott Will & Emery, Munich

– 孙博，元达律师事务所合伙人，上海

Carol Sun, Partner, MWE China Law Offices

13:00 – 13:50

欧美合规监管及挑战

Overview of the Regulatory Priorities and Challenges from US/European Regulators

探讨话题/Discussion Topics:

– 在海外市场（美国和欧洲）营销生命科学产品的关键注意事项？

Key considerations for Chinese Companies to market life sciences products abroad (US and Europe)?

– 许可（进口/出口）

Licensing in / Licensing out



演讲嘉宾/Speakers:

- **Vernessa Pollard**, 合伙人, 华盛顿特区
Partner, McDermott Will & Emery, Washington DC
- **Jana Grieb**, 顾问, 慕尼黑
Counsel, McDermott Will & Emery, Munich
- **Alicia Hong**, 顾问, 法兰克福
Counsel, McDermott Will & Emery, Frankfurt

13:50 – 14:50

跨境投资、并购交易中的主要法律问题

Key Legal Issues on Cross-Border Investment and M&A Transactions

探讨话题/Discussion Topics:

- **中国境外投资审核/备案, 跨境资金流动和其他关键问题;**
China ODI approval/filings, cross-border capital flow and other key issues;
- **国家安全审查 (中国/美国/欧洲);**
Update on National security review (US/Europe) and its implication;
- **交割以及交割后整合关键问题。**
Key closing issues and post-closing integration matters.

主持人/Moderator:

戴俊达, 元达律师事务所合伙人, 上海

David Dai, Partner, MWE China Law Offices

小组讨论/Panelists:

- **Byron Kalogerou**, 合伙人, 波士顿
Partner, McDermott Will & Emery, Boston
- **秦佳骏**, 元达律师事务所合伙人, 上海
Molly Qin, Partner, MWE China Law Offices
- **江海**, 元达律师事务所合伙人, 上海
James Jiang, Partner, MWE China Law Offices

15:00 – 16:00

资金募集和公司治理

Fund Raising from PE/VC and Corporate Governance

探讨话题/Discussion Topics:

- **向 PE/VC 募集资金;**
PE/VC Fund raising;
- **公司治理和财务信息公开; 及**
Corporate governance and disclosure issues; and,
- **投资退出。**
Exit of investment.

主持人/Moderator:

钱奕, 元达律师事务所合伙人, 上海

Kevin Qian, Partner, MWE China Law Offices, Shanghai

小组讨论/Panelists:

- **杨建军**, 上海市创业投资行业协会副秘书长
Mr. Yang Jianjun, Deputy General Secretary, Shanghai Venture Capital Association
- **才卓**, 元达律师事务所合伙人, 上海
Jacqueline Cai, Partner, MWE China Law Offices, Shanghai

16:00 – 17:00

免费咨询与讨论

Free Consultation and discussions with MWE partners



• **Kevin Qian**, Partner, *MWE China Law Offices*



Kevin Y. Qian, a partner of MWE China Law Offices, advises companies on their direct investments in China. Kevin has represented hundreds of multinationals and Fortune 500 companies on matters that include investments into a joint venture company or establishing a wholly owned company, cross-border mergers and acquisitions, venture capital and private equity investments, and strategic alliances. He has experience in a wide range of industries and areas, from manufacturing, energy and chemicals, to health care, pharmaceuticals, food and beverages, and commercial retail. Kevin also heads MWE China's Private Client Practice Group, with an extraordinary focus on clients' specific, unique objectives, and has extensive experience in serving high-net-worth individuals and families in taxation, wealth transfer, estate and business planning, and divorce matters. In addition to his more than 25 years of legal practice, Kevin's experience includes roles as the following: Faculty member of the East China University of Political Science and Law Lawyer at a prominent Shanghai-based law firm, where he focused his practice on financial, commercial and intellectual property law Partner of the largest law firm in Shanghai, where he served as a key director of its executive committee Senior legal counsel of Philips Electronics in Asia, where he was responsible for legal matters concerning Philips' 30 wholly owned and joint venture enterprises throughout the region Deputy general manager and legal counsel for PepsiCo Investment China Co., Ltd., where he managed more than 40 wholly owned and joint venture enterprises in the beverage, restaurant and snack food industries Head of the Asia Pacific and China Practice Group at a leading US law firm Currently, Kevin serves as an independent director of China Minsheng Property Investment Corp., Ltd. He also served as an independent director of SAIC Motor Corporation, Ltd. and Shanghai Jiao Da Onlly Co., Ltd.

• **Michelle Gon**, Partner, *McDermott Will & Emery, Shanghai*



Michelle Gon is a partner of McDermott Will & Emery, stationed at MWE China Law Offices in Shanghai. Her practice focuses on compliance and regulatory matters, including anti-corruption, unfair competition, anti-monopoly, anti-fraud representations, anti-fraud and economic sanction areas. With her long term, on-the-ground experience of doing business both within and outside China, she provides practical advice to clients on complex cross broader legal issues. Michelle was named as one of the Top 30 Attorneys in China by Asian Legal Business in 2004. She was listed as a leading lawyer in the life sciences sector by Chambers Asia Pacific in 2012, 2013, 2014 and 2015. Michelle was ranked as a Corporate Investigation and Anti-bribery Spotlight Table of Foreign Legal Consultants China by Chambers Asia Pacific 2017 & 2018. Michelle is a member of the Illinois State Bar Association. She has lectured at Tsing Hua University for its international EMBA programs for several years. Michelle is the organizer for McDermott's annual event on China Life Science and Healthcare Outbound Legal Symposium. She works closely with LSN and Stetson Family Office on the First RESI Conference in Shanghai and Taipei.

• **Sarah Columbia**, Partner, *McDermott Will & Emery, Boston*



Sarah Chapin Columbia is a Fellow in the American College of Trial Lawyers. Over the last nine years, she has led 14 patent infringement and invalidity trials (eight jury trials, six bench trials) across several jurisdictions, including the federal courts in Massachusetts, Florida, Delaware, California and Texas. Sarah also counsels clients on overall intellectual property strategy and positioning, including litigation avoidance. She provides legal services across several industries, including semiconductor, pharma/biotech, internet, hardware and software, medical device and manufacturing companies. Sarah is a member of the faculty of the Munich Intellectual Property Law Center, where each year she teaches a two-day course focused on US patent litigation.

• **Dale Van Demark**, Partner, *McDermott Will & Emery, Washington DC*



Dale C. Van Demark advises clients in the health industry on strategic transactions and the evolution of health care delivery models. He has extensive experience in health system affiliations and joint venture transactions. Dale also provides counseling on the development of technology in health care delivery, with a particular emphasis on telemedicine. Dale has been at the forefront of advising clients with respect to the globalization of the US health care industry. He advises US and non-US enterprises with respect to the formation of cross-border affiliations and international patient programs. In addition to writing regularly on matters related to his practice, Dale has spoken at numerous conferences around the world on the globalization of health care. He is also a member of our legal cannabis industry group. Our Cannabis Industry group is a multidisciplinary team of lawyers providing clients with regulatory, litigation, intellectual property, trade and tax services with respect to their investments and participation in the cannabis industry, all subject to the Firm's obligations under federal and state laws and bar licensure rules.



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• **Emmanuelle Trombe**, Partner, *McDermott Will & Emery, Paris*

Emmanuelle Trombe represents pharmaceutical, medical device and bio-pharmaceutical companies globally in transactional matters in relation to M&A and divestitures, joint ventures and strategic partnerships, large-scale projects, outsourcing projects, product development, licensing agreements and regulatory matters. She also advises venture capital funds and bio-pharmaceutical companies in connection with a broad range of financing activities. Emmanuelle Trombe is distinguished in Chambers Europe and Legal 500 EMEA in life sciences transactions, where she is recommended for her expertise in the pharmaceutical, health care, biotech and medical devices industries and described as very responsive, smart, flexible and business-minded.



• **Leon Liu**, Partner, *MWE China Law Offices*

Leon C.G. Liu focuses his practice on white-collar crime, government and internal investigations, data security and data privacy, corporate governance, anti-corruption and antitrust, export control and regulatory compliance. He advises clients in a variety of industries, including health care, life sciences, pharmaceuticals, medical devices, energy, environmental, automotive, manufacturing, food and beverage, and agriculture. Corporations operate in an increasingly sophisticated regulatory environment, inside and outside of China. Leon helps clients overcome complex regulatory challenges in the most efficient way possible, minimizing disruption to their operations while reducing or even avoiding reputational and public relations damage. As a highly regarded lawyer and pioneer in his field of practice, Leon has represented numerous Fortune 500 companies. His cases not only demonstrate success achieved on behalf of clients, but also the innovation needed to achieve optimum results. Leon leads an international team comprised of PRC lawyers, non-Chinese lawyers and other experienced compliance professionals in multiple jurisdictions that advise various multinationals in China, Europe and the United States on their cross-border regulatory compliance concerns. As a seasoned practitioner with more than a decade of legal experience, Leon leverages his strong understanding of Eastern and Western cultures to assist clients in navigating the complex legal system in China. In 2014, Leon led MWE China to win the Asian Legal Business' Regulatory Compliance Law Firm of the Year inaugural award. He also publishes frequently in regulatory compliance journals within legal media such as LexisNexis and Thomson Reuters and speaks on these subjects at a variety of high-profile conferences. Prior to joining MWE China and earning his second law degree in the UK, Leon was a prosecutor in China.



• **Romain Perray**, Partner, *McDermott Will & Emery, Paris*

Romain has extensive experience in data privacy and data protection law, and lectures on these subjects in Master of Law classes at the University of Paris-I Panthéon-Sorbonne, the University of Paris-II Panthéon-Assas and the University of Paris V Descartes. He advises on the full range of data protection and data security for clients in life sciences, automotive, insurance, e-commerce, leisure, social networks and even the public sector, especially in the context of smart cities projects. His experience extends to cross-border transfers of data, joint data controllers and/or data processor agreements, the formulation of privacy and/or cookies policies, and the use of personal data for marketing purposes, including through profiling techniques, notably in a Big Data context. Romain has also conducted numerous international data protection audits in order to ensure compliance with both EU and domestic data protection requirements, more specifically those resulting from the General Data Protection Regulation (GDPR) which becomes applicable from May 25, 2018. Romain Perray is also a regular contributor to leading legal publications such as LexisNexis and Lamy Editions for which he is the author of two significant manuals on, respectively, data protection and video monitoring issues.



• **Boris Uphoff**, Partner, *McDermott Will & Emery, Munich*

Dr. Boris Uphoff focuses his practice on intellectual property, commercial litigation and alternative dispute resolution. He has litigation experience in all major German courts and assists clients in cross-border disputes. Boris represents German and international clients in patent infringement litigation and in contentious matters relating to trademarks and unfair competition law. His practice also encompasses product liability and insurance law. Boris acts for international insurers, industrial clients and retailers, representing them in disputes relating to product defects and consumer claims. He advises clients, particularly from the automotive and electronics sectors, on product recalls and recourse actions against suppliers of defective parts. In addition, Boris has successfully defended clients against cartel damages claims brought by competitors and commercial customers. Boris frequently represents clients in international arbitrations. He also acts as arbitrator in large commercial disputes. Boris regularly writes articles for legal and commercial publications such as Betriebs-Berater and Handelsblatt. Boris trained at the Frankfurt Court of Appeal, Germany.



• **Carol Sun**, Partner, *McDermott Will & Emery, Shanghai*

Carol B. Sun is a partner of MWE China Law Offices ("MWE China"). Her practice focuses on regulatory compliance, privacy and data protection, white-collar crime, government investigation. Carol is the head of MWE China's Data Practice Group, which focuses on privacy and data protection, and cybersecurity compliance. Carol frequently advises clients on protection of personal information, cross-border data transfer compliance, and data crisis response and management. Carol has extensive experiences in representing clients in high-tech and sensitive industries, including health care, autonomous vehicles, IoT and more. She also has an in-depth understanding of conflicting international data regulation, and has significant experience advising clients on global data compliance solutions. Through Carol's leadership, MWE China's Data Practice Group was recognized as a top cybersecurity and data compliance legal team by China Business Law Awards in 2019. She has also presented at multiple seminars and conferences organized by several well-known legal publishing companies, including Thomson Reuters, LexisNexis, and Wolters Kluwer. As a leading privacy and data compliance legal practitioner, Carol leverages her strong understanding of Eastern and Western cultures to assist clients in navigating complex regulatory systems in China and around the world. Carol also has extensive experience in other practice areas, including regulatory compliance, white-collar crime, anti-corruption, corporate governance, and government investigations. Prior to joining MWE China, Carol was a partner and head of the compliance group of a large PRC law firm's Shanghai office.



• **Vernessa Pollard**, Partner, *McDermott Will & Emery, Washington DC*

Vernessa T. Pollard advises companies on regulatory, compliance, enforcement and policy matters involving pharmaceuticals, medical devices, health information technology (HIT) and digital health solutions, services and software. She advises companies and investors on regulatory and compliance issues arising from mergers, acquisitions and other transactions involving Food and Drug Administration (FDA)-regulated products. She also counsels manufacturers, distributors and retailers on regulatory and compliance issues related to food and cosmetic marketing and safety. Vernessa regularly counsels companies on product development and premarket strategy, Good Manufacturing Practice (GMP) and Quality System (QS) requirements, advertising and promotion, adverse event report FDA warning letters, FDA inspections, recalls, import detentions and corporate compliance programs. She has represented companies and executives in FDA and Department of Justice (DOJ) investigations and enforcement matters. She also conducts due diligence evaluations and analyses of FDA regulatory issues relating to mergers and acquisitions. Previously, Vernessa spent six years as an associate chief counsel for enforcement in the Office of Chief Counsel at the FDA, where she represented the FDA in a variety of litigation, compliance and regulatory matters. In conjunction with the DOJ, she handled civil injunction and consent decree actions involving pharmaceutical, medical device, food and cosmetic manufacturers. She obtained the FDA's first administrative civil money penalty (CMP) judgment for violations of the Medical Device Report (MDR) requirements. She also handled defensive matters involving FDA regulations and policies for product labeling, advertising and product approval issues arising under the Administrative Procedure Act (APA), the First Amendment, and the Federal Food Drug and Cosmetic Act (FDCA). While in law school, Vernessa was the managing editor for the Temple Political and Civil Rights Law Review.



• **Jana Grieb**, Counsel, *McDermott Will & Emery, Munich*

Jana Grieb specializes in health care and life sciences, with a particular focus on the pharmaceutical and medtech industry. Jana has advised numerous pharmaceutical and medical devices companies in a variety of regulatory issues, transactions and contractual matters across the European Union, and has represented them in litigation with regard to public procurement law, unfair competition and reimbursement by public and private payers. Prior to joining McDermott, Jana worked for an international law firm and a Munich-based law firm focusing on pharmaceutical law.



• **Alicia Hong**, Counsel, *McDermott Will & Emery, Frankfurt*

Alicia Hong focuses her practice on China-related corporate transactions in the life sciences industry. She advises on cross-border mergers and acquisitions, licensing, co-development, strategic alliances, VC or PE investment and public listings, as well as joint venture, technology transfer and other collaboration projects. Alicia has over 15 years of extensive experience in facilitating transactions between European, US and Asian companies, thanks to her knowledge of Chinese pharma and biotech industry landscape, the IP and regulatory development, as well as extended network of contacts in China including international pharma or biotech companies, PE and VC funds, state-owned enterprises and domestic private companies. Prior to joining McDermott, Alicia has worked for other international law firms in both Shanghai and Frankfurt.





• **David Dai**, Partner, *MWE China Law Offices*



Junda (David) Dai represents a variety of European and US clients in their direct investments in China, including green-field investments, cross-border mergers and acquisitions (M&A), venture capital and private equity investments, and strategic alliances. Leveraging more than 15 years of post-qualification experience, he advises clients, including many Fortune 500 companies, in a wide range of industries and areas, from manufacturing, infrastructure, telecommunications, media and technology (TMT), chemicals and energy, to health care, life science and agriculture. David is co-head of the Corporate Advisory Group. David has a special interest in the complicated compliance matters that surround business activity of multinationals in China and the resolution of international commercial disputes. He has a track record of proposing, negotiating and achieving solutions in a variety of matters related to foreign exchange, state-owned assets, environmental protection and commercial bribery. David is a frequently published author on topics of Chinese law and practice in the areas of M&A, corporate and dispute resolutions.

• **Byron Kalogerou**, Partner, *McDermott Will & Emery, Boston*



Byron S. Kalogerou is the Chair of the Firm's Life Science Industry Group and head of the Boston Corporate Advisory Practice Group. Byron focuses his practice on domestic and cross border mergers and acquisitions, corporate finance and joint ventures and alliances. He has substantial on the ground experience in structuring mergers, acquisitions, divestitures and joint ventures on six continents. Byron has extensive industry background in the medical device, fire and security, energy, telecom and industrial sectors. Before his move back to private practice, Byron spent 17 years in-house, including 14 years at Tyco International, where he served in a variety of roles including as general counsel of its fire and security business, its telecommunications business and as general counsel of its international legal department, a function he created. He has handled hundreds of M&A transactions. These include Tyco's most significant transactions, including the \$12 billion acquisition of AMP Inc., the \$850 million purchase of AT&T Submarine Systems, and the \$2.2 billion initial public offering of TyCom Ltd. In addition, he handled many of Tyco's medical device company acquisitions.

• **Molly Qin**, Partner, *MWE China Law Offices*



Molly J.J. Qin advises clients on projects involving mergers and acquisitions, venture capital investment and foreign direct investment in China, including matters related to regulatory compliance, anti-competition review, and labor and employment. Molly works with clients in a variety of industries, from health care, life sciences, chemical and bio-chemical manufacturing to technology, automotive and automotive parts manufacturing, telecommunications and logistics, food and agribusiness, mechanical devices and engineering. Molly has broad experience developing close relationships with numerous Chinese and international companies, as well as overseas lawyers. She works closely with members of management, boards of directors and overseas headquarters of companies to assist them with contract review, ethical compliance and issues related to corporate governance, labor, general taxes, product liability, leases, governmental investigations and licensing. Molly also represents venture capital firms and private companies in various types of transactions, including traditional preferred stock sales, leveraged buyouts, recapitalizations, strategic alliances and licensing transactions.

• **James Jiang**, Partner, *MWE China Law Offices*



James H. Jiang is a partner in the corporate advisory group of MWE China Law Offices based in Shanghai. James focuses his practice on litigation and regulatory compliance. James is a licensed lawyer in China and New York State. James has represented numerous US and European clients in large quantity of legal matters that cover general corporate, including merger & acquisitions, international transactions, and intellectual property rights protection. James has also assisted many multinational companies in handling high-profile regulatory compliance and government investigation matters in various industries by proposing, negotiating, and achieving solutions for potential administrative and criminal liabilities. James is elected as the Top 10 Young Lawyers of Huangpu District of Shanghai and is the final candidate for the Top 10 Young Lawyers of Shanghai of 2017 owing to his excellent performance. James is an Adjunct Professor at East China University of Politics and Law.

• **Jacqueline Cai**, Partner, *MWE China Law Offices*



Jacqueline Z. Cai advises clients in a wide range of areas, including private equity and investment funds, mergers and acquisitions, foreign direct investment, overseas investments, antitrust and competition, finance, banking and derivatives, as well as private client matters. She has particular knowledge of corporate, regulatory and transactional matters in private equity/venture capital investments, mergers and acquisitions, capital markets, and corporate finance and restructuring, focusing on cross-border transactions that combine offshore and onshore structures. Jacqueline is the leader of the Corporate Department. Jacqueline has represented numerous multinationals and large-scale state-owned companies in various industries, including e-commerce, technology, banking, semiconductors, telecommunications, logistics, retail, equipment and paper manufacturing, chemical and biochemical manufacturing, food, health care, mechanical devices and engineering. Jacqueline has assisted Chinese and non-Chinese private equity firms/venture capital institutions in fund raising, designing investment structures, investing in portfolio companies, resolving and settling risks in their investments, removing variable interest entity (VIE) structures and publicly offering shares in stock markets. She has also represented many target companies in obtaining investments from reputable private equity firms/venture capital institutions.



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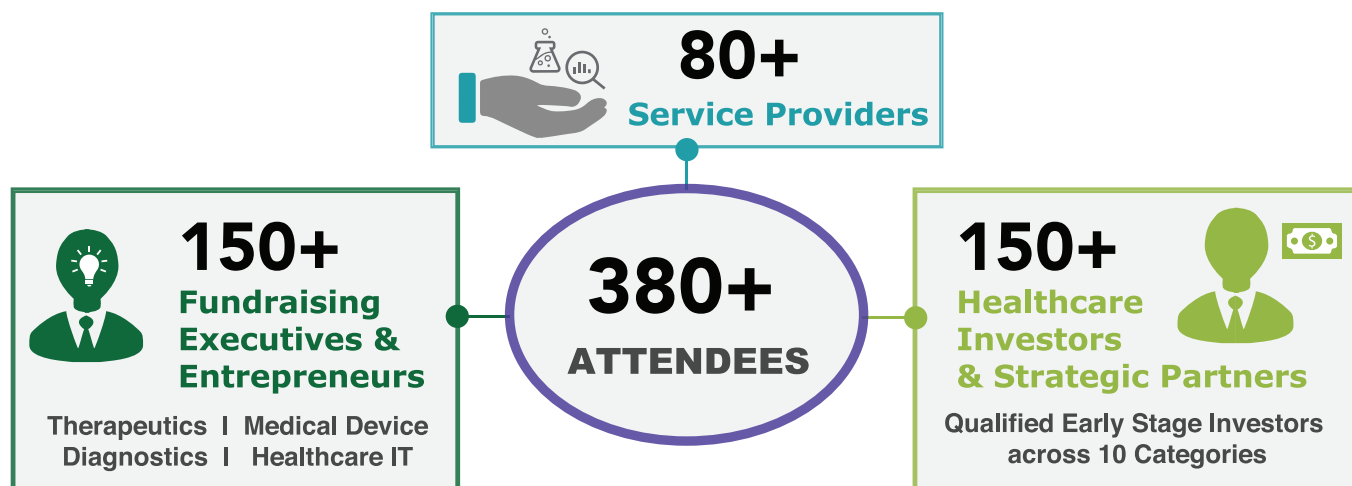
We provide comprehensive legal counsel to support healthcare and life sciences investments and operations.

A leading international law firm, McDermott propels the success of the world's most respected, dynamic and important life sciences organizations. We help clients enter, expand and thrive in the most complex markets around the world. Through our strategic alliance with MWE China Law Offices in Shanghai, we deliver industry-leading services to life sciences leaders looking to clear their path to success.

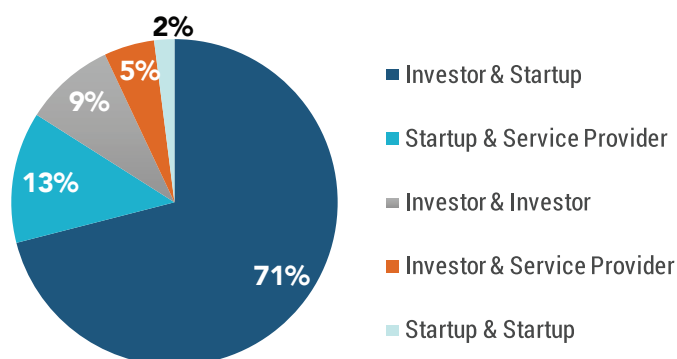
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Who Meets with Whom at RESI Conferences



Investor Type Percentage

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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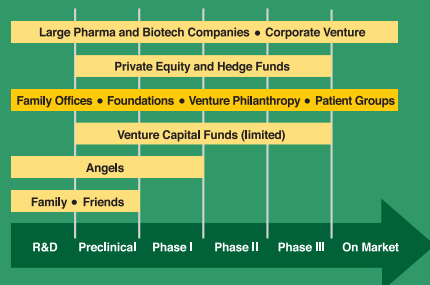


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The Life Science Executive's **FUNDRAISING MANIFESTO** BEST PRACTICES FOR IDENTIFYING CAPITAL IN THE BIOTECH AND MEDTECH ARENAS by Dennis Ford



Contributors

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

ABOUT THE BOOK

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

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

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

FOR MORE INFORMATION

Visit www.FundraisingManifesto.com

or visit the Life Science Nation table at the exhibit hall

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



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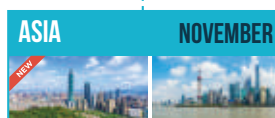
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