

# JANUARY 14, 2020 SAN FRANCISCO, CA



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

# **ONSITE GUIDE**



Global Family Office BioForum

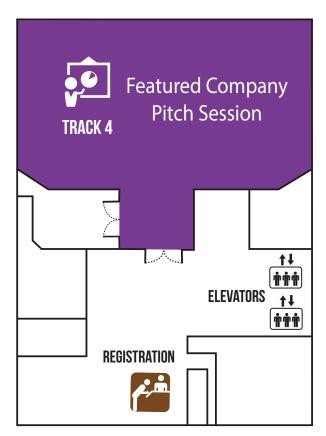
# **QUICK GUIDE TO EACH FLOOR**

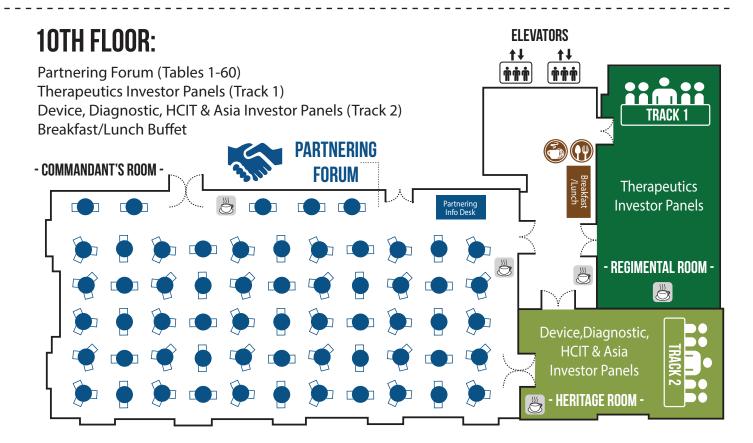
	2ND FLOOR
7 AM - 10 AM	Registration (Please register on the 11th floor after 10 AM)
8 AM - 4 PM	Track 4: Featured Company Pitch Sessions NEW
	10TH FLOOR
7 AM - 8 AM	Breakfast Buffet
8 AM - 5 PM	Track 1: Therapeutics Investor Panels Track 2: Device, Diagnostic, HCIT & Asia Investor Panels Track 5: Partnering Forum (Tables 1-60)
12 PM - 1 PM	Lunch Buffet
	11TH FLOOR
7 AM - 8 AM	Breakfast Buffet
8 AM - 5 PM	Exhibition RESI Innovation Challenge Track 3: Early-Stage Entrepreneur Workshops & Panels
10 AM - 5 PM	Registration (Please register on the 2nd floor before 10 AM)
12 PM - 1 PM	Lunch Buffet
5 PM - 7 PM	Cocktail Reception
	12TH FLOOR
8 AM - 5 PM	Track 5: Partnering Forum (Tables 61-90)
12 PM - 1 PM	Lunch Buffet

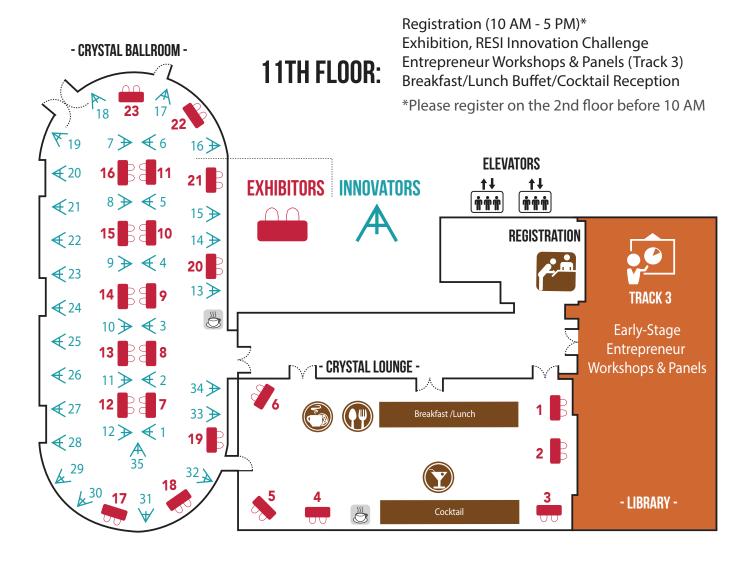
# **2ND FLOOR:**

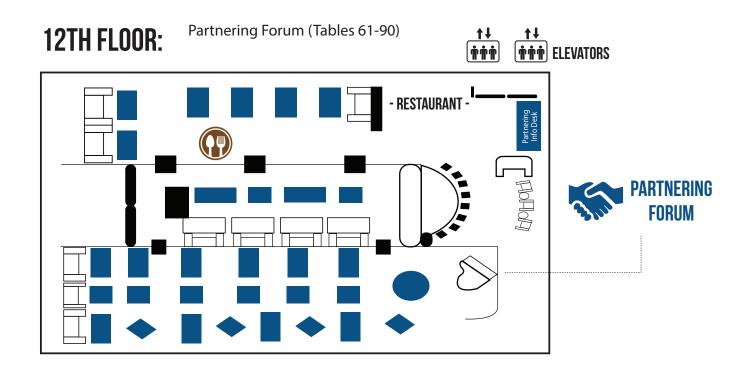
Registration (7 AM - 10 AM)\*
Featured Company Pitch Session (Track 4) NEW

\*Please register on the 11th floor after 10 AM









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# **WELCOME TO RESI**







This Redefining Early Stage Investments (RESI) Conference, San Francisco, will be Life Science Nation's (LSN) 6th year at the Marines' Memorial Club and Hotel and I would personally like to thank all the returning attendees for their unwavering support over the years. Many of our RESI SF 2020 attendees have been associated with LSN since we first started connecting fundraising CEOs with ten categories of early-stage investors. It has become an annual meeting for building up existing relationships as well as making new connections. At RESI, we all come together for the same mission, which is to move the needle in the early-stage life science commercialization journey. LSN will host over 500 startups and 500 early-stage strategic partners from around the world at this year's RESI.

This RESI will be an action-packed day of early-stage investors, strategic early-stage partners, scientist-entrepreneurs, fundraising CEOs and service providers seeking to connect the dots for partnering and strategic investment. The big news this year will be a new event taking place on the 2nd floor at Marines' Memorial Theatre. It is called the **Featured Company Pitch Session**, where preselected and vetted early-stage companies will present pitches to an audience of investors and strategic partners. The antique theatre is a fabulous venue in its own right but to have some of the best global technology assets being presented to the most dynamic global investor/partners will be a thrill. LSN is hoping to make the Featured Company Pitch Session a regular event at our RESI conferences but need your help to make it work – please build the pitch sessions into your schedule, come watch the presentations and give your feedback to these top innovators in the life sciences. RESI has become the premier global partnering conference because LSN can match early-stage companies with compelling technology assets to early-stage investor and channel partners. Take a look at the line-up of players in this program guide and find the who's who of early-stage life science partnering.

LSN's RESI conference is cross-domain and is relevant to early-stage buyers and sellers across the silos of Drugs, Devices, Diagnostics and Digital Health, the "4 Ds". RESI caters to both the earliest stage startups, those seeking grants, seed and angel capital, and the early-stage firms who seek series A and B funding. In 2019, the RESI conference series expanded from North America to include Europe and Asia. Following today's RESI SF, LSN will be gearing up for RESI Europe in Paris, France on March 23, followed by RESI in San Diego, CA on June 8th, RESI Boston on September 21st and finishing the 2020 journey with RESI Asia in November. The RESI superstructure has created a global early-stage funding ecosystem fueled by our international investor and channel partners who use the RESI conference series as a vehicle to source compelling technology assets globally. News Flash: save the date for the new **4D Meets AI** conference, coming September 22nd to Boston (see pages 40-41 for more information).

Special thanks to our partners and sponsors, Stetson Family Office, Global Family Office BioForum, McDermott Will & Emery, MedMarc, Viva Biotech, DAYLI Partners, BE Capital, Taiwan Medical University, M2D2 and the Canadian province of Quebec. Finally, RESI partnering has over 1400 meetings scheduled starting at 8 AM and will go full steam ahead for the entire day. Please take a few moments and go through this program guide and choose in which events you would like to participate and enjoy another one-of-a-kind RESI partnering event.

Sincerely,

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





# **RESI AGENDA**





3/1	8:00 AM - 5:00 PM All Day Partnering Forum The #1 Early Stage Partnering Forum in the Life Science Industry			
	<b>Track 1: 10th Floor</b> Biotech Investor Panels	Track 2: 10th Floor Device, Diagnostic, HCIT & Asia Investor Panels	<b>Track 3: 11th Floor</b> Entrepreneur Workshops & Panels	Track 4: 2nd Floor NEW Featured Company Pitch Sessions
7:00	- 8:00 AM: Registra	tion & Breakfast		
8:00 - 8:50 AM	BIG PHARMA  Pipeline Strategy for Preclinical and Early Clinical Assets	MEDTECH STRATEGICS Large Medical Device Firms Seeking External Innovation	VENTURE VALUATION GLOBAL VALUATION SERVICES  COMPANY VALUATION FOR FUNDRAISING	BIOTECH Entrepreneur Pitch Session
9:00 - 9:50 AM	HEALTH SYSTEM PARTNERS Care Providers and Payers Seek New Technologies	MEDICAL DEVICE INVESTORS Investing in Novel Engineering	McDermott Will & Emery NEGOTIATING TERM SHEETS	MEDTECH Entrepreneur Pitch session
10:00 - 10:50 AM	CORPORATE VENTURE CAPITAL The Corporate Landscape Morphed & New Opportunities Abound	DIAGNOSTICS INVESTORS New Generation of Technologies Changing Treatment Paradigms	WEST COAST TECH HUBS New Models for Turning Life Science Innovations into Startup Success	ADVANCED PLATFORMS & TOOLS ENTREPRENEUR PITCH SESSION
11:00 - 11:50 AM	FAMILY OFFICES & ANGELS  How Do Family Offices View Seed & Series A Rounds?	DIGITAL HEALTH Leveraging Software to Lower Costs and Improve the Quality of Care	NON-DILUTIVE STARTUP FUNDING & RESOURCES FROM THE NIH	DAYLI Partners  KOREA ENTREPRENEUR  PITCH SESSION
12:00	- 1:00 PM: Lunch Bre	ak Track 1: Global Fam	nily Office Bioforum Fa x TMU Luncheon	mily Offices Meeting
1:00 - 1:50 PM	EARLY STAGE THERAPEUTICS INVESTORS  Bringing the Newest Therapies to the Clinic	ASIA BIOTECH INVESTORS  Exploring the Asia Biotech Industry & Popular Therapeutic Areas of Interest in Asia Markets	AI IN HEALTHCARE Cutting Edge Computing Creates New Opportunities for Healthcare Investors	Global Family Office BioForum  ALZHEIMER'S DIAGNOSTICS  & TREATMENT  PITCH SESSION
2:00 - 2:50 PM	ONCOLOGY INNOVATION The Search for New Approaches to Diagnosing & Treating Cancer	ASIA MEDTECH INVESTORS  Navigating the Regulatory Landscape & Bringing Global Technologies into the Asia Markets	AI IN PATHOLOGY AND IMAGING Utilizing AI to Advance and Streamline Image Analysis	Global Family Office BioForum  WOMEN CEOS  PITCH SESSION
3:00 - 3:50 PM	IMPACT INVESTORS Life Science Investors Looking for More than Financial Returns	CHINA CROSS-BORDER PARTNERSHIPS China Firms Looking to Build Global Partnerships	TALES FROM THE ROAD Biotech & Medtech CEOs Share Their Story	Global Family Office BioForum  CANCER DIAGNOSTICS  PITCH SESSION
4:00 - 4:50 PM	INVESTING IN LIFE SCIENCE TOOLS Investing in the Newest Tools to Advance Research	INVESTING IN CELL & GENE THERAPY The Next Generation of Therapeutic Technologies	LIFE SCIENCE NATION Connecting Products, Services & Capital FUNDRAISING BOOTCAMP	

5:00 - 7:00 PM: Cocktail Reception

# Better Health at Lower Cost Coalition

To Advance Sustainable Development Goal #3





## "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

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



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



### **RESI INNOVATION CHALLENGE**





# We welcome you to participate in the RESI Innovation Challenge! Sponsored by











#### 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- Total Value: \$ 12K)
- Second Prize: Complimentary tickets to 2 RESI Conference Series events of your choice (2 tickets per event Total Value: \$ 8K)
- Third Prize: Complimentary tickets to 1 RESI Conference Series event of your choice (2 tickets Total Value: \$ 4K)



# **RESI INNOVATION CHALLENGE**



















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

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Easel 29



Easel 30

Easel 26







Easel 31

Easel 32

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Easel 34

Easel 35



EASELS 1 - 7











Brava Diagnostics is developing a NextGen test for heart attack for the the emergency department. Our high-sensitivity troponin assay will enable faster rule-in and rule-out of low-risk patients with chest pain. Safe discharge reduces excess admissions, reduces costs and improves patient satisfaction.



AceLink Therapeutics is a startup biopharmaceutical company with its headquarter in San Francisco bay area. We develop novel small molecule drugs for human genetic diseases with significantly unmet clinical needs. Our first investigational drug, targeting polycystic kidney disease (PKD), is expected to enter human trial in 2020. Two other programs are in preclinical development stage.



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 genes exploited by cancer. Our lead program is a drug therapy that acts on the TERT gene, which is overexpressed in up to 90% of all tumor types and implicated in drug resistance across a variety of cancer indications. The first clinical objective is the development of a once daily oral agent to be administered adjunctively to counter resistance to androgen deprivation therapy in prostate cancer. In vivo proof of concept has been achieved for the monotherapy.



HysensBio is a dental biotech company that strives to enhance lives by developing treatments for various intractable dental diseases. HysensBio was founded on the results of the last 20 years of research. We has developed the world's first dentin regenerative technology and opened the new era of tooth treatment. CPNE7-derived peptide activates the odontoblasts involved in dentin regeneration, regenerating physiological dentin like the dentin of natural teeth. Using this technique, we believe it's possible to fundamentally treat tooth hypersensitivity.



Follow-up of chronic patients is a costly challenge. Oxitone has developed a full-suite, FDA-cleared solution for continuously generating automated medical supervision. In one click, clinicians can unlock patients' Al-powered intelligent insights and effortlessly help thousands of high-risk patients. Patient continuous data is generated using the world's first FDA cleared wrist ulna-bone medical monitor without fingertip sensor. Oxitone boosts value-based healthcare by delivering extraordinary patient, clinical and economical outcomes at reduced care utilization and cost.



emocha is a turnkey, enterprise adherence solution that empowers every patient to take every dose of medication through video technology, human engagement, and medication management. Powered by virtual communication tools, emocha scales the gold standard of medication adherence: Directly Observed Therapy. emocha acts as a touchpoint for patients in order to extend the reach of existing care teams, retain patients in care, and ultimately enable more patients to access necessary treatment. Having been validated in numerous clinical studies, emocha achieves 94% medication adherence. Coupled with daily interaction, support, and incentives, emocha represents the first holistic solution to medication non-adherence.



Protomer is engineering next-generation protein therapeutics that can sense molecular activators and automatically activate to achieve variable dosing and automatic activation when- and where-needed in the body. The company has multiple assets in diabetes space including a lead asset which is a glucose responsive insulin. The company's proprietary small molecule control of protein activity is leading the development of smart therapeutics.



EASELS 11 - 18

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NIDO (Boston, MA) is a medical device company developing SEPIA, an innovative solution for epicardial ablation of ventricular tachycardia (VT) based on technology developed at Boston Children's Hospital. SEPIA will allow real-time visualization of the epicardial surface and provide angle and force control to an ablation catheter. Ultimately, it will reduce complications and improve ablation efficiency, leading to decrease recurrence of VT. The company was co-founded by Dr. Pedro del Nido, Chairman of Cardiovascular Surgery and Professor at Harvard Medical School, and Dr. Nikolay Vasilyev, former Assistant Professor of Surgery at Harvard Medical School, currently Medical Director for the Surgicals Portfolio at Pfizer.



Linshom fills the need for over 60M patients (US) annually at risk of respiratory depression and require continuous respiratory monitoring (CRM). Current technology in the OR & ICU is not transferable and fails at this critical task. Linshom's portable respiratory monitor meets the growing regulatory mandate for CRM for all post surgical patients; particularly those receiving opioid sedation, suffering from apnea, or requiring supplemental oxygen.



Honeycomb makes portable single-cell technologies for clinical research, diagnostics, and pathology. Our core platform integrates simple on-site sample capture; precious sample storage & archiving; and multi-parameter single-cell readout.



GraftWorx has created and clinically validated an end-to-end remote monitoring platform for proactive and noninvasive fluid management and arteriovenous access monitoring in hemodialysis patients. This platform comprises a novel wearable multi-modal sensor device in an ultra-low-power flexible package, a seamless & secure data transmission pathway, and clinical alert generation via proprietary algorithms. Our solution will generate \$10.3 billion of value by growing revenue for dialysis providers and creating cost savings for payers. The GraftWorx system has been validated on 120 patients across 3 clinical studies, has been granted 4 patents and has 23 patents pending, and we expect to receive FDA clearance in 2020. We have closed clinical partnerships with prospective dialysis customers who manage a combined 50,000 patients.



CorInnova is developing an innovative soft robotic non-blood contacting biventricular cardiac assist device for the treatment of heart failure that would eliminate the many adverse events associated with existing cardiac assist devices due to blood contact. The device, initially for the large and fast-growing short-term cardiac assist market (up to 7 days' use), will expand the market by \$2B to an \$6B addressable market by treating patients who cannot use existing devices. First-in-human trials are anticipated to begin in 24 months. Four similar cardiac companies with only 10 patients' data sold for \$250 to \$450 million cash. Corlnnova received a \$6 million lead investment from the UK-based Wellcome Trust (\$35B in assets) and an investment by the TMC Venture Fund.



Qidni Labs is developing the world's smallest blood purification system that replaces dialysis for millions of patients with kidney failure. Our first product is Qidni/D, which is a miniature and dual-use device that can be used as both "a portable machine at home" and "a wearable device that allows the patient to be mobile during blood purification". It replaces OIDNILABS dialysis, provides more frequent therapy and significantly improves the quality of life for millions of patients with kidney failure who are currently on dialysis. It will also help tens of millions of patients with no access to dialysis to gain access to renal replacement therapy. Qidni's unique technology and business model will disrupt the \$50 Billion/year dialysis market in the USA.



Orbit Genomics is dedicated to early disease diagnosis, treatment and prevention. Genetic tests are not clinically actionably for most healthy people. Complex diseases are caused by a combination of genetic mutations and environmental factors. Our proprietary OrbiSeq™ platform analyzes novel genomic markers that uniquely reflect both inherited risk and risk acquired from living, providing clinically actionable tests for everyone. OrbiSeq can be applied to any complex disease, including cancer, heart disease and Alzheimer's. It is the only test that measures the effectiveness of lifestyle changes and other actions taken to reduce complex disease risk, enabling prevention. It can also identify therapeutic targets. Our first product, a lung cancer test demonstrated and unprecedented 93% sensitivity/97% specificity in a pilot study.





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iSTAT Therapeutics, a City of Hope spinout, is developing an oligonucleotide-based immunotherapy for the treatment of head and neck cancer. iSTAT's lead product combines a Toll-Like Receptor 9 (TLR9) agonist for immune activation and a Signal Transducer and Activator of Transcription 3 (STAT3) inhibitor. This bifunctional targeting leads to sustained immune system activation and results in complete remission in multiple cancer types in preclinical studies. iSTAT has 3 already-funded Phase I trials for B cell lymphoma and glioblastoma slated to begin in 2020. iSTAT is currently raising their \$5MM Series A, which will take the company through a Phase I clinical trial in head and neck cancer.



Digitouch Health's team of MIT-trained engineers developed algorithms and sensors to monitor blood pressure by pressing a button on a smartphone or other mobile device. The technology has been shown to meet FDA accuracy standards in over 200 patients without calibration, as published in Science and Nature journals. This device can help up to 1 billion people with hypertension monitor their blood pressure much more easily and conveniently than conventional arm cuff-based systems. American Heart Association and Pritzker family have already invested. We are raising capital to complete regulatory submissions and prepare for market launch. See video at www.digitouchhealth.com.



Genesen Co. Ltd. ("Genesen") is a start-up biocompany founded in July, 2018, which develops a therapeutic agent for autoimmune diseases including systemic lupus erythematosus (SLE), rheumatoid arthritis (RA) and inflammatory bowel disease (IBD) by investigating protein-protein interaction (PPI) inhibitors through molecular dynamics (MD) simulation and docking prediction model. GSP-1, currently being developed, is a peptide derived from TIRAP, an intracellular binding protein of toll-like receptor (TLR), and functions as a PPI inhibitor in a cell. Since GSP-1 contains a cell-penetrating peptide (CPP), GSP-1 penetrates a cell and selectively inhibits TLR signal transduction, thereby inhibiting the secretion of inflammatory cytokines. Genesen has selected SLE as their first target diseases, secured three (3) candidate peptides including GSP-1 through optimization, and confirmed the efficacy of those peptides in vitro and in an SLE mouse model. Genesen plans to enter into a pre-clinical trial in the middle of 2020 and broaden their pipelines by searching a material associated with PPI. Genesen also plans to widen the applications of GSP-1 to IBD, RA and multiple sclerosis (MS).



More than 40% of blood transfusions are administered unnecessarily, because existing tests take too long, provide insufficient information, or are difficult to use. Coaquiation Sciences' Multiple Coaquiation Test System (MCTS) performs a panel of 18 tests, in a disposable Cartridge, at the Point-of-Care. In 12-15 minutes, it assesses impact of treatments, providing personalized results for each patient. This will help physicians determine the need for transfusions, and provide information to support decisions using targeted treatment(s) to arrest bleeding. Transfusions worsen patient outcomes, and increase cost. By decreasing unnecessary transfusions, the MCTS will improve patient outcomes and decrease healthcare costs. A pilot study is underway at the Mayo Clinic. Projected EBITDA in year five of sales = \$174M.



Atriva is developing a platform technology targeting host-cell factors instead of targeting RNA-viruses direcly. Replication of RNA viruses like hantavirus, influenzavirus, RSV, human metapneumovirus, rhinovirus, flaviviruses (Dengue) and others depends on the RAF / MEK / ERK cascade. Blocking this pathway impairs viral replication and favorably modulates the immune system of host. ATRIVA ATR-002, a selective non-competitive MEK1/2 inhibitor, is first-in-class for tackling severe influenza, Hantavirus and RSV. ATR-002, small molecule one-daily oral successfully finished phase 1 clinical study in doses up to 1 g/d, without safety liabilities and favorable pharmacodynamic read-out.



Vanguard Therapeutics, Inc. is developing a drug targeting the process that drives sickle cell disease -- abnormal blood flow. Sickle cell sticking to the vascular endothelium is central to impaired blood flow, and the endothelial adhesion molecule P-selectin is necessary for adhesion. Pentosan polysulfate sodium (PPS) is our parent compound for developing an oral once daily P-selectin blocker for prophylactic treatment to improve blood flow and avert vaso-occlusive pain crises. PPS advantages are oral bioavailability, FDA approval, and pharmacodynamic activity in SCD. We are optimizing a PPS version that has greater and more prolonged absorption by formulating a superior PPS fraction as API or parent PPS as API. We are poised to begin a Phase 1 clinical trial.



OrPro Therapeutics addresses significant unmet treatment needs for diseases of the airway, GI tract and eye characterized by obstructive mucus, inflammation, and chronic infection. Our platform approach is based on thioredoxin, a human enzyme with uniquely selective disulfide bond-reducing properties. Or Pro's technology engineers thioredoxin to act on mucosal surfaces without systemic uptake. This patent-protected strategy confers both long-duration activity and outstanding safety in animal studies. Our initial targets are the rare/Orphan diseases cystic fibrosis (CF) and bronchiectasis with preclinical development candidate ORP100S formulated for inhalation delivery. ORP100S has shown efficacy in non-clinical human and animal models and is anticipated to 1) improve efficacy of CFTR modulator therapies and 2) treat the remaining CF population who are not modulator therapy candidates



EASELS 22 - 28

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Addinex prevents prescription drug misuse and addiction. We have developed a system to address the three key drivers of the opioid crisis: overprescription, prolonged or improper use, and lack of disposal. Our low-cost, patented pharmaceutical dispensing system and mobile app educates patients and limits patient access to opioid medications. Our analytics platform helps doctors & healthcare systems write evidence-based prescriptions. Our return mailer program simplifies the patient's ability to properly dispose of unused medications. We hold a utility patent on our device, and have a working prototype. Additionally, Addinex is conducting a feasibility study with Columbia University. We estimate a \$1B+ total market opportunity by preventing opioid addiction and overdose, and have identified several additional markets including stimulants, tranquilizers, etc.



Microvascular Therapeutics (MVT) develops microbubble and nanotechnology products for the diagnosis and treatment of disease. Our lead candidate, MVT-100, is a microbubble contrast agent currently in Phase 1B/2 clinical trials under the 505(b)(2) pathway for a diagnostic echocardiography indication (\$600M market size) with expected NDA filing in Q1 2022. The predicate agent, Definity, was invented by one of the founders of MVT and currently the #1 selling ultrasound contrast agent in the U.S. MVT also has pre-clinical programs supported by ~\$5M NIH grant funding including targeted theranostics in pancreatic and breast cancer, Alzheimer's disease, uveitis, and sonothrombolysis. These programs utilize the same base MVT-100 microbubble with bioconjugated targeting ligands, which permit site and disease specific diagnostics, drug delivery and therapy.



KaloCyte, Inc. is a pre-clinical biotech startup company based in Baltimore that has demonstrated proof of concept for ErythroMer, a first-in-class, bioengineered artificial red blood cell (RBC) that can be freeze-dried for long-term storage and is envisioned for treatment of life-threatening hemorrhage when stored blood is unavailable, undesirable or in short supply. Our bio-inspired 'artificial cell' design emulates RBC physiology in all key respects and has the potential to save thousands of lives in the pre-hospital trauma setting. KaloCyte was founded in 2016 by a distinguished team of researchers in bioengineering and transfusion medicine, and is supported by \$5M in non-dilutive federal grant awards (NIH and DoD) and \$800K of investor seed funding.



Hillhurst Biopharma is a near-clinical stage company focused on hematologic and inflammatory disorders. Our lead product, HBI-002, for sickle cell disease (SCD) is IND-ready, with a Phase 1 clinical study fully funded and planned for early 2020, and represents a \$1.4B revenue opportunity. We also have preclinical indications and assets in development for kidney transplant and Parkinson's disease. The HBI-002 drug product enables the chronic oral administration of low dose carbon monoxide (CO). The efficacy and safety of low dose CO in SCD in other delivery forms have been demonstrated by others in 4 clinical trials, and the tolerability and safety of low dose CO have been demonstrated by others in 25 clinical trials, but delivery issues have prevented therapeutic use until now. HBI-002 solves the delivery problem, enabling the therapeutic use of low dose CO.



Elex Biotech is a drug discovery and development company focused on 1st in class NCEs for the treatment of arrhythmia and heart failure. Using rational drug design and its own SAR database, the Company has generated ~200 NCEs that stabilize mutant or dysfunctional RyR2, the main Ca2+ release channel that regulates the strength and frequency of heart muscle contractions. Certain arrhythmias and heart failure share a common defect in Ca2+ handling resulting from RyR2 dysfunction that is addressed by Elex Biotech's compounds. The Company has a lead compound with demonstrated in vivo proof of concept in animal models of catecholaminergic polymorphic ventricular tachycardia (CPVT), an orphan disease estimated to cause 15% of sudden cardiac death in apparently healthy young people.



Breakthrough Genomics offers the first fully automated clinical genomic data interpretation platform through its ENLITER ™ Software. Our platform compiles knowledge from millions of published medical journals and curated databases, and intelligently links the clinical terms with diseases, genes and variants. As such, the platform not only can automate the tasks of clinical genomic diagnosis, but also can increase diagnostic yield in real-time. In fact, we have been able to diagnose some unsolved rare disease cases in 30 minutes using ENLITER™ software. ENLITER™ can reduce the analysis time from weeks to hours saving a typical genetics lab over \$2500 per sample. ENLITER™ is already in use by clinical labs, hospitals, research institutions, and sequencing providers allowing them to streamline and scale up their genetic testing capabilities.



Allvivo is a biomedical company committed to the development of improved antimicrobial technologies to reduce wound and medical device related infections. Allvivo's Gatekeeper product line is based on engineered antimicrobial peptides that are effective at preventing biofilms from forming on device and tissue surfaces and can rapidly eradicate existing biofilms. Gatekeeper<sup>TM</sup> formulations are tailored for coating medical devices and for use in wound care and surgical applications with products that address the highest growth segments within the \$11 B global medical device coatings market and the \$7.1 B global advanced wound care market. We collaborate with licensees and marketing partners to deliver more safe and effective treatment options that simplify infection control, improve patient outcomes and improve healthcare economics.





EASELS 29 - 35

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Circadia Health measures, diagnoses, and predicts respiratory, sleep, and neurological disorders with contactless remote patient monitoring, clinic software, and Al-powered analysis. Our platform augments clinical intelligence preventing hospitalizations and ICU admissions through screening and early-detection of Respiratory Depression, COPD Exacerbations, and Sleep Apnea. Our Contactless Breathing Monitor is mass-produced and soon to be FDA 510(k) cleared. The device will be prescription-use and providers can claim ~\$123 ppm through CMS reimbursement. We charge a 50-50 split with providers. We have 200+ devices deployed across patient homes and in-patient rehabilitation facilities with 5,000+ nights of real-world data, and 100+ nights of clinical validation data. We have raised \$1.3 million to date from the likes of Village Global and SOSV.



Pelvic Floor disorders are common, growing and underserved. They include prolapse and incontinence which affects half of all women by 80 years of age. Surgery in this field has major issues that led the FDA to ban surgical mesh in Apr 2019; current gynecological prosthetics, known as pessaries, come in 100+ shapes and sizes fit by trial and error. Cosm Medical is combining a proprietary ultrasound-based measurement system with data science and 3D printing to create a platform for Gynethotics, or the world's first custom gynecological prosthetic so more woman can live and age with dignity and



GEn1E is a next generation biotechnology company accelerating to find cures for inflammatory diseases. Gen1e has selective p38 alpha kinase inhibitors discovered using computational tools. The first indication to get to market speedily, is Acute Respiratory Distress Syndrome (ARDS). ARDS has a 40% mortality rate, with no approved treatments. The drug has the potential to receive fast-track and breakthrough designation by the FDA, thus getting to market 10X cheaper and 2X faster than normal. GEn1E drug shows excellent efficacy in mouse ARDS models and plans to be in humans in 2020. The market for ARDS is ~\$1B projected annual sales. Once the drug is approved, it has the potential for getting approvals for other inflammatory diseases, a \$100B market.



InterShunt is developing a cutting catheter for the treatment of heart failure. The device creates an interatrial shunt in order to off-load high left atrial pressure that is the hallmark of HF. This relieves pulmonary congestion and enables patients to live independently. The mechanical cutting mechanism is safe and does not leave behind a permanent implant. The team includes seasoned medical device executives and world-class clinical advisors in the fields of heart failure and interventional cardiology.



Company at initial commercial rollout, seeking series-A investment, FDA Breakthrough Device Designation, 510k submitted Dec. 2019 Data valuation, biomarker development with initial focus on Age related cognitive Health. Future platform extension into other diseases with current POC in cardiovascular disease. At Optina Diagnostics, "We are changing mindsets when it comes to brain health" Optina Diagnostics' Retinal Deep Phenotyping platform allows for early patient characterization and identification of the sources of cognitive decline. All in a decentralized, near-patient approach (consumerism), that in turn, translates into appropriate brain care and management. Our pipeline of biomarkers is aligned with the biological definition of Alzheimer's disease and other dementia, providing the whole story for proper patient management. Optina Diagnostics is conducting its clinical trials in collaboration with major academic institutions and preparing for distribution through its network of partner eye clinics across Canada, USA and Japan.



Somnics Inc. is a medical device company that focus on developing innovative technologies for the treatment of Obstructive Sleep Apnea (OSA). Contrary to existing OSA-treatment machine that uses Continuous Positive Airway Pressure (CPAP), our product, iNAP® comes with a revolutionary therapy system of applying Negative Pressure to oral cavity, provides a simple, more comfortable and discreet way that allows patients to breath naturally during OSA-treatment.



Transverse Medical Inc. (TMI) is developing the POINT-GUARD™, a solution for complete Cerebral Embolic Protection (CEP) of the Brain during Cardiovascular procedures, such as Transcatheter Aortic Valve Replacement (TAVR). Point-Guard achieves two required goals for CEP and addresses the unmet clinical need by first providing full arch and maximum coverage of all great arch vessels and inlets leading to the brain, and second by safeguarding the patient from embolic debris (particles) traveling to the brain and potentially causing a periprocedural stroke. The ability to provide a simplified, TAVR-compatible solution for complete coverage of all vessels leading to the brain during TAVR distinguishes the POINT-GUARD™ from the partial protection Sentinel device (the only FDA approved device) and other potential competitors.



# **FUELING YOUR MISSION**

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

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

# **McDermott** Will & Emery









Previous results are not a guarantee of future outcome





# 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

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#### **Protein Production &** Crystallization World-class CRO in Structural

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



**₽IVA** 

**SBDD** 



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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

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

www.vivabiotech.com www.vivabioinnovator.com





#### **Service Providers & Tech Hubs**











Table 1

Table 2

Table 3

Table 4





**HUSCH BLACKWELL** 

IVA Biotech

Table 5

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Table 8









Table 9

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Table 12



Berkeley S K Y ) E C K





Table 13

Table 14

Table 15

Table 16









Table 17

Table 18

Table 19

Table 20



VENTURE VALUATION
GLOBAL VALUATION SERVICES





Table 23

Table 21

Table 22







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



Since 2003, Mispro Biotech Services has offered biopharmaceutical and life science companies access to state-of-the-art vivarium research space plus comprehensive laboratory animal science services supporting preclinical drug development. With a network of vivarium facilities conveniently located in key biotech and life science clusters in the U.S. including Cambridge, Mass., Research Triangle Park, N.C. and South San Francisco, Calif., Mispro offers an affordable and scalable option for organizations who do not have access to a vivarium but choose to conduct and control their own studies.



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





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.



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



Logikos loves to help world-class companies overcome challenges and create high-quality technology products that improve people's lives. We envision professionally fulfilling opportunities when companies come to us because they need help with their technology or scope, schedule pressure is closing in, they're worried about blowing their budget, or they're concerned about product quality. We go beyond adding engineering capacity; we leverage highly productive problem solvers who are passionate about product quality. We help our customers create great, software-driven products that enable people to enjoy life with better health and peace of mind. Logikos provides embedded, mobile, desktop, and web software development and test services for the medical devices that our customers develop.



Husch Blackwell's Private Equity team has comprehensive knowledge of the design and structure of private equity backed transactions, including buy-side and sell-side mergers and acquisitions, leveraged recapitalizations and buyouts, spin-offs, control and minority investments, growth equity investments, distressed company transactions as well as portfolio company structures in the healthcare space. Because we understand the practices and expectations of both the healthcare provider and the private equity community, we are well-suited to guide healthcare organizations considering a private equity backed transaction. Our team will help you through the transaction process, due diligence, deal structure and valuation to ensure you reach your goals. We have handled more than 25 healthcare deals involving private equity, valued at more than \$1.6 billion, in the last three years. Our clients include private equity funds in their acquisitions and roll-ups of physician practices and healthcare companies in a multitude of sectors, as well as those companies selling to private equity investors.







Viva Biotech's mission is to become a cradle for innovative biotechnology companies around the world. Viva Biotech has developed a scalable business model combing 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.



Many biotech companies have great ideas but often unable to bring them to fruition due to the high cost of the necessary preclinical IND studies. This major bottleneck causes limitations for small early stage companies, as potential investors need this testing and IND filing as point of entry for engagement. VGSK Non-Clinical Services' dedicated team helps early-stage companies complete this work in a GLP certified Laboratory and facilitate the regulatory guidelines for IND filing. VGSK supports partners in drug development by creating research proposals for IND enabling studies, starting from single dose MTD and dose escalation studies in rodents, nonrodents, canines and primates. Our expertise in designing early in vitro high-throughput screening, in vitro mutagenicity and in vivo rodent toxicology studies for impurity qualification can support your NDA-enabling studies. We conduct bridging safety studies for 505b (2) pathway and NDA-enabling studies. We have state-of-the-art research facilities and our animal facility is GLP certified and AAALAC accredited, thus ensuring quality research using healthy animals and quality services. Our team of scientists have combined >100 years of experience conducting non-clinical services with expertise in DMPK, Safety Pharmacology and Toxicology work. We believe in quality and creating value for your technology.



DAYLI Partners, based in Seoul, South Korea, is a healthcare-dedicated venture capital firm investing in therapeutics, diagnostics, medical device, and digital health. With ~\$200M USD under management, DAYLI Partners invest in every stage of company from seed to pre-IPO, with a flexible ticket size tailored to each company. DAYLI Partners' investment team consists of clinicians, researchers, healthcare analysts, and fund managers with deep industry and academic networks in the biotech and healthcare space.



The Israel Export and International Cooperation Institute, supported by member firms, private sector bodies and the government of Israel, advances business relationships between Israeli exporters and overseas businesses and organizations. By providing a wide range of export-oriented services to Israeli companies and complementary services to the international business community, the Institute helps build successful joint ventures, strategic alliances and trade partnerships.



Murrieta Economic Development offers a space for startup medical technology companies in the region. With the goal of accelerating innovation of young technology companies for the benefit of the future of the regional economy as something more than a bedroom community. This depends on the ability to create, attract and retain high paying jobs. The MIC's partnership with InSoCal CONNECT has been instrumental in the incubator's success. A private sector led 501(c)(6) organization, InSoCal CONNECT focuses on connecting businesses, government, and investors in the Inland Southern California region with the goal of upgrading the brand image and culture of the region's economy.



Boulder iQ is an expert contract consulting and design firm with more than 40 years of experience in medical and non-medical product development. Boulder iQ is an international consultancy that provides expertise in a wide variety of consumer, industrial, and medical device products. Our experts help companies navigate the global regulations and requirements required to place a product on the market, quickly and efficiently. Engineering – Research and Analysis – Design and Development – Prototyping – Summative and formative usability testing – Full-scale design Compliance Consulting - Regulatory, Clinical, and Quality consulting - Global Submissions - Quality system implementation - Readiness, Gap Analysis, and Remediation Services - Training - Digital Health and Cybersecurity - Clinical research studies Business Improvement – Strategic Planning, Due Diligence, and Market Road Maps – Market expansion – Continual improvement programs – Regulatory and Clinical due diligence – Global compliance – Interim Management and Expertise

Berkeley S K Y ) E C K

Berkeley SkyDeck is UC Berkeley's premier startup accelerator and incubator program. SkyDeck welcomes startups founded by affiliates (including students, alumni, and faculty) of any of the ten University of California campuses, and startups who are located outside the US seeking to connect with students and faculty at UC Berkeley. Startups working on disruptive ideas in biotech, medtech or life sciences face special challenges. The Bio Track at SkyDeck (Powered by QB3) provides practical resources focused on addressing many of these challenges. Every six months, at least two companies will be selected for inclusion in SkyDeck's Bio Track. Startups accepted into the Bio Track receive: • \$100K in equity investment from the Berkeley SkyDeck Fund • Up to 12 months resident access to Berkeley SkyDeck • Up to 12 months of sponsored access to bench top space at a local lab (depending on availability and specific needs) • Regular support from scientists and investors with a proven history in entrepreneurship in the bio sciences • Bi-monthly dinner sessions with advisors / mentors with expertise in the life science space • Focused introductions to investors and partners in the life science space ... and of course, access to all of the other resources provided by the Berkeley SkyDeck accelerator.







At Fred Hutch, our interdisciplinary teams of world-renowned scientists and humanitarians work together to prevent, diagnose and treat cancer, HIV/AIDS and other diseases. Our researchers — including three Nobel laureates — bring a relentless passion to their work and deliver hope to patients who come here from all over the world.



Datavant's mission is to connect the world's health data to improve patient outcomes. Datavant works to reduce the friction of data sharing across the healthcare industry by building technology that protects the privacy of patients while supporting the linkage of de-identified patient records across datasets. Datavant is headquartered in San Francisco. Learn more about Datavant at www.datavant.com.



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



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

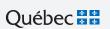






"The Gateway to Asia for Healthcare and MedTech" BE Capital and Taipei Medical University (TMU) will introduce the new Venture-Studio Style BE x TMU Investment Program. This program aims to increase the success rate of startups within the healthcare landscape in Asia and help you expand your market reach and valuation. Taipei Medical University has five world-class hospitals under their management, with a focus on innovation and smart hospitals. The program is individually tailored to accommodate international and local startups looking to venture into the Asian markets. The partnership BE and TMU have fostered together is the cornerstone of our core competencies. Our unparalleled access to hospital facilities, research institutes, investors, healthcare experts and other industry stakeholders help you secure funding and expand your market to Japan, Greater China, and SEA.

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



Québec is home to over 650 life sciences companies as well as 56,000 qualified workers who are active in every stage of the development of therapeutic products, medical technologies and digital health products, from discovery to marketing. With the successful completion of over a billion dollars' worth of private industrial projects in the last five years, the Québec life sciences ecosystem is booming. Many of the industry's global leaders have chosen Québec as the ideal business partner for their production activities.



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



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



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

# TMU X BE VENTURE STUDIO

# The Gateway To Asia

# For HealthTech & MedTech

RESI SAN FRANCISCO, JANUARY 14, 2020 12:00 – 1:00 PM

**BE** Capital and Taipei Medical University have co-launched the new Venture Program that focuses on product-ready startups that are looking for traction in the Asian market.

Based in Taipei, Taiwan we leverage the unique strengths of our ecosystem to position our accelerator program as the gateway to Asia. Our unparalleled access to hospital facilities, research institutes, investors, healthcare experts and other industry stakeholders help you secure funding and expand your market to Japan, Greater China, and SEA.

Taipei Medical University has five world-class hospitals under their management, with a focus on innovation and smart hospitals. Establishing them as an ideal partner for those venturing into the Asian healthcare market.



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- \* HOSPITAL PILOT SITE
- \* CLINICAL IMMERSION
- \* MEDICAL RESOURCE
- \* R&D/ MANUFACTURING
- \* INTELLECTUAL PROPERTY
- \* LEGAL/ REGULATIONS
- \* STAKEHOLDER ENGAGEMENT
- \* REIMBURSEMENTS
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# **B**oston Innovation Capital

**Biotech & Medtech Fundraising** 

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

# www.BostonInnovationCapital.com

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# TRACK 1: THERAPEUTICS INVESTOR PANELS



# LOCATION: 10TH FLOOR, REGIMENTAL ROOM

Track 1	Moderator & Panelists
8:00 - 8:50 AM  BIG  PHARMA  Pipeline Strategy for Preclinical and Early Clinical Assets	<ul> <li>Chris Haskell, Vice President, Head of West Coast Innovation Center, Bayer M</li> <li>Jennifer Ma, Executive Director, Business Development &amp; Licensing, Novartis</li> <li>Joyce Chan, Director of External R&amp;D, Amgen</li> <li>Larry Cai, Executive Director, Business Development, Fosun Pharma</li> <li>Scott DeWire, Global Head of BD for Cancer Immunology, Boehringer Ingelheim</li> </ul>
9:00 - 9:50 AM HEALTH SYSTEM PARTNERS Care Providers and Payers Seek New Technologies	<ul> <li>Brent Stackhouse, Managing Director, Mount Sinai Ventures M</li> <li>Anne Wellington, Managing Director, Cedars-Sinai Health Accelerator</li> <li>Rajesh Aggarwal, Executive Vice President, Jefferson Strategic Ventures</li> <li>Neil Wyant, Managing Director, University Hospitals Ventures</li> <li>Richard Proscia, Senior Associate, Providence Ventures</li> </ul>
10:00 - 10:50 AM  CORPORATE  VENTURE CAPITAL  The Corporate Landscape Morphed & New Opportunities Abound	<ul> <li>Chris Gagliardi, Director of Investments, Sanofi Ventures</li> <li>Debbie Lin, Executive Director - Digital Health, Boehringer Ingelheim Venture Fund</li> <li>Lana Ghanem, Managing Director, Hikma Ventures</li> <li>Edward Kliphuis, Investment Director, M Ventures</li> <li>Wei Wu, Senior Associate, Illumina Ventures</li> </ul>
11:00 - 11:50 AM  FAMILY OFFICES & ANGELS  How Do Family Offices View Seed & Series A Rounds?	<ul> <li>Chuck Stetson, CEO, Stetson Family Office M</li> <li>Alexandra Manick, Associate Principal, Schooner Capital</li> <li>Allan May, Chairman, Life Science Angels</li> <li>Mike Ryan, Co-Founder &amp; CEO, Bullet Point Network</li> <li>John Pennett, Angel Investor, Mid Atlantic Bio Angels</li> </ul>
1:00 - 1:50 PM  EARLY STAGE THERAPEUTICS INVESTORS  Bringing the Newest Therapies to the Clinic	<ul> <li>Brent Ahrens, General Partner, Canaan Partners M</li> <li>Christina Takke, Co-Founder &amp; Managing Partner, V-Bio Ventures</li> <li>Martin Pfister, Senior Investment Manager, Life Sciences, High-Tech Gründerfonds</li> <li>Roel Bulthuis, Managing Director, INKEF Capital</li> </ul>
2:00 - 2:50 PM ONCOLOGY INNOVATION The Search for New Approaches to Diagnosing & Treating Cancer	<ul> <li>Travis Whitfill, Partner, Bios Partners M</li> <li>Claudia Karnbach, Head of Business Development &amp; Licensing, Oncology, Bayer</li> <li>Hakan Goker, Executive Director, M Ventures</li> <li>Mark Krul, Partner, Aglaia Oncology Funds</li> <li>Mike Krepps, Principal, BrightEdge Ventures</li> </ul>
3:00 - 3:50 PM  IMPACT  INVESTORS  Life Science Investors Looking for More than Financial Returns	<ul> <li>John Reher, Managing Director, Brain Trust Accelerator Fund M</li> <li>Anthony Bajoras, Managing Director, Cancer Impact Fund</li> <li>Grace Mathew, Vice President, Stetson Family Office</li> <li>Jim O'Neill, Interim CEO, SENS Research Foundation</li> <li>Michael Cole, Managing Partner, Global Neurohealth Ventures</li> </ul>
4:00 - 4:50 PM INVESTING IN LIFE SCIENCE TOOLS Investing in the Newest Tools to Advance Research	<ul> <li>David Cruikshank, Partner, ARCH Venture Partners M</li> <li>Bill Hyun, Venture Partner, Genoa Ventures</li> <li>Dani Bach, Partner, +ND Capital</li> <li>Daniella Kranjac, Co-Founder &amp; Managing Director, Dynamk Capital</li> <li>Tad Weems, Managing Director, Early Stage Partnerships, Agilent Technologies</li> </ul>





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

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

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



#### • Chris Haskell, Vice President, Head of West Coast Innovation Center, Bayer (M)

Dr. Chris Haskell leads Bayer's West Coast Innovation Center, supporting Bayer's Drug Discovery activities by developing and managing partnerships with US companies and academia. Haskell is also responsible for the CoLaborator, a biotech incubator space which houses a number of startup life science firms, fostering collaboration between Bayer and emerging innovators. Haskell is also board chair emeritus and current board member of CLSI. After his graduate work at the UC-Davis and a postdoctoral fellowship at The Gladstone Institute, Haskell joined the Immunology group at Berlex Biosciences. Since joining Bayer in 2007, Haskell has served in various roles, including the Acting Head of Applied Research, responsible for hemostasis research and drug development. In late 2009, Haskell was named head of Bayer's Science Hub. In 2017, he assumed oversight for the West Coast Innovation Center.



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

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



#### • Joyce Chan, Director of External R&D, Amgen

Joyce Chan is a Director of BD at Amgen and currently leads global partnering efforts for Amgen's Cardiovascular, Metabolism, Bone, Nephrology and Neurosciences therapeutic areas. Prior to joining BD, Joyce was a researcher within the Cardiometabolic therapeutics group, engaged translational research for Amgen's diabetes, dyslipidemia and heart failure programs. Of her most notable contributions, Joyce was the lead author on the first proof-of-concept publication supporting an anti-PCSK9 pharmacological approach for LDL-C lowering. In addition, she is a co-inventor of Repatha (evolocumab). Prior to her 15 years at Amgen, Joyce held various research roles in the departments of Cardiovascular Research and Pharmacology at Berlex Biosciences (an affiliate of Schering AG) where she engaged in early drug discovery efforts for hypertension and heart failure.



#### • Larry Cai, Executive Director, Business Development, Fosun Pharma

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



#### • Scott DeWire, Global Head of BD for Cancer Immunology, Boehringer Ingelheim

Scott is responsible for the business development and licensing interests of Boehringer Ingelheim in the fields of immuno-oncology and biotherapeutics. He is currently based out of both Ridgefield, CT and Boston, MA. Scott received his BS in Cellular Biology from the University of Connecticut in 1999 and began his scientific career with Pfizer in Groton, CT. He later earned a PhD in Molecular Biology from the University of North Carolina. Upon graduation, Scott did his postdoc in the lab of Nobel Laureate Robert Lefkowitz, MD at Duke University, studying G protein-coupled receptor signaling. In late 2007, Scott co-founded a Philadelphia-based start-up company called Trevena Inc. (Nasdaq-listed \$TRVN). After 5 years with Trevena, Scott joined BI in the fall of 2012, holding various roles in the research department before taking his current position, in the summer of 2016.



#### 9:00 - 9:50 AM HEALTH SYSTEM PARTNERS



Healthcare organizations are embracing innovations and becoming a key training ground to test the medical benefits, technical feasibility, and business viability of new technology breakthroughs.

From innovation centers to investment vehicles, healthcare organizations have become critical partners for entrepreneurs. This panel will reveal the changing role healthcare organizations are playing in fostering innovation.

Topics may include:

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

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



#### • Brent Stackhouse, Managing Director, Mount Sinai Ventures (M)

Brent Stackhouse is the Managing Director of Mount Sinai Ventures, the venture investment arm of the Mount Sinai Health System. His responsibilities include diversifying the portfolio of strategic investments to enhance Mount Sinai's transition to population health management. He represents Mount Sinai on the board of several portfolio companies. He is experienced in public health and health information technology, and serves on Mount Sinai telehealth strategy committee, the Junto Collaborative for health innovation, and is a mentor for the Blueprint Health incubator. Prior to Mount Sinai, Brent was the Executive Director of Strategy at the Primary Care Information Project at the New York City Department of Health and Mental Hygiene. Prior to his career in healthcare, Brent worked in investment banking and commercial real estate finance. He has a BS from the Walsh School of Foreign Service at Georgetown University.



#### • Anne Wellington, Managing Director, Cedars-Sinai Health Accelerator

Anne is the Managing Director of the Cedars-Sinai Accelerator. She leads the accelerator program, identifying promising early-stage healthtech and digital health companies, and providing expertise and guidance as these companies collaborate with Cedars-Sinai to rapidly iterate and scale innovative technology solutions. Previously, Anne was Chief Product Officer and a founding team member at Stanson Health, where she developed an EMR-integrated clinical decision support and analytics product, named by KLAS as the #1 solution for clinical process improvement. Stanson Health successfully exited in 2017 when it was acquired by Premier, Inc. Previously, Anne worked for Epic, where she supported implementations of Epic's inpatient clinical software products for several leading health systems, as well as supporting Epic's Foundation System. Additionally, Anne has provided product strategy expertise to a variety of leading healthcare technology organizations, primarily focused on clinical decision support, precision medicine, clinical content development and management, and actionable analytics.



#### • Rajesh Aggarwal, Executive Vice President, Jefferson Strategic Ventures

Rajesh Aggarwal is a clinician in bariatric and minimally invasive surgery, a global academic leader in simulation technologies with respect to health professions' education, a health care innovator, a speaker and educator, and a successful fundraiser. He undertook his Bachelor's degree in Social and Political Sciences at the University of Cambridge, and medical school at the Royal Free Hospital School of Medicine. Subsequently, he completed general surgical residency at Imperial College London. Rajesh has continued to maintain an academic and clinical practice, as a Faculty member at Imperial College London, University of Pennsylvania and, most recently at McGill University where he was also charged as Director of the Steinberg Centre for Simulation and Interactive Learning. In 2017, Rajesh took on his role in strategic ventures and partnerships at Thomas Jefferson University and Jefferson Health.



#### • Neil Wyant, Managing Director, University Hospitals Ventures

Neil is an experienced early stage investor, manager and board member with 25+ years of experience in academic and commercial technology transfer, intellectual property portfolio management and licensing, business development and commercialization, and new venture formation. Prior to joining UH Ventures Neil established and managed the venture investing business for a family. Previously he has held several C-level positions in early stage ventures. Early in his career he managed the technology transfer office at Argonne National for the University of Chicago. Neil holds BS degrees in Chemical and Biomedical Engineering from Northwestern University and an MBA from the University of Chicago.



#### • Richard Proscia, Senior Associate, Providence Ventures

Richard joined PV in 2019 as a Senior Associate. Prior to joining PV, Richard sat on the corporate innovation and development team at CVS Health, focused on digital health strategy, partnerships, and investments. Before CVS, Richard spent time on the corporate venture capital and development team at Athenahealth, where he focused on early stage investing, acquisitions, and partnerships for the More Disruption Please program. In his spare time, he also serves as an Advisor for TMCx, the Texas Medical Center Accelerator program and the MassChallenge HealthTech program. Richard is a graduate of Bentley University with a Bachelor's of Science in both finance and accounting.



# 10:00 - 10:50 AM CORPORATE VENTURE CAPITAL



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

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

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



#### • Chris Gagliardi, Director of Investments, Sanofi Ventures

Chris joined Sanofi Ventures in 2017 with a background in life science and healthcare consulting. He previously spent three years as a management consultant at LEK consulting where his work focused on corporate strategy, due diligence, commercial launch planning and asset valuation across the pharmaceutical, biotech, R&D and API manufacturing sectors. Prior to a postdoctoral fellowship at Harvard University, Chris earned a Ph.D. in Chemistry from the University of North Carolina at Chapel Hill as well as a BS in both Biology and Chemistry from Roger Williams University.



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

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



#### • Edward Kliphuis, Investment Director, M Ventures

Edward is Investment Director with M Ventures, the Corporate Venture Capital arm of Merck KGaA, Darmstadt, Germany. He is responsible for the New Businesses fund, which invests globally in transformational ideas driven by great entrepreneurs. The New Businesses fund seeks to invest in strategic opportunities beyond Merck's current businesses, make cross over investments between businesses and invest in digitization opportunities. M Ventures takes an active role in its portfolio companies and teams up with entrepreneurs and co-investors to translate innovation towards commercial success. The total volume of the corporate venture fund is €300 million.



#### • Lana Ghanem, Managing Director, Hikma Ventures

Lana is the Managing Director of Hikma Ventures which she helped establish in 2015. Lana started her career at Hikma Pharmaceuticals PLC in 2012 as the Assistant to the CEO and Director of Corporate Strategy & Development where she worked on strategic projects across the company's various functions including strategy, M&A, operations and finance. Prior to joining Hikma, Lana worked as a Financial Analyst in the Mergers and Acquisitions department at Dresdner Kleinwort Investment Bank in London where she worked on transactions for clients across multiple industries. Currently, Lana heads the Innovation & Leadership Advisory Board (ILAB) at Hikma which consists of young Hikma employees whom share a dedication to advancing Hikma and ensuring it is at the frontier of innovation. Lana holds an MBA from Harvard Business School (HBS) and a Bachelors of Commerce degree from McGill University.



#### • Wei Wu, Senior Associate, Illumina Ventures

Wei is a scientist turned venture capitalist. Her investment areas cover life science tools, therapeutics, diagnostics and health-tech. Prior to Illumina Ventures, Wei was the Director of Healthcare Investment and Business Development at BOE Ventures/BOE Technology Group. Wei is an advisor of Stanford SPARK Translational Research Program and UC Berkeley SkyDeck Accelerator Biotrack. She was the Co-chair of Biotech and Genomics committee of Life Science Angels. Before being a venture capitalist, Wei was a R&D project lead at NuGEN Technologies (acquired by TECAN to become TECAN Genomics). Wei received B.S. in Biological Sciences from Beijing University, and Ph.D. in Biological Chemistry/Genetics from UCLA. She completed her postdoctoral training in Pathology at Stanford University School of Medicine. She was trained by two National Academy of Sciences members and published in journals including Cell, Nature, Neuron, and Nature Reviews Genetics. She was a Bronze Medalist of the 12th International Biology Olympiad.



### 11:00 - 11:50 AM **FAMILY OFFICES & ANGELS**



When Life Science Nation (LSN) first launched the Redefining Early Stage Investments Conference Series (RESI), we focused on bringing investors from beyond venture capital to meet face to face with entrepreneurs. Angels and family offices are two of these alternative sources of early stage capital. These investor types are distinct from each other in many ways but also work well together. The Angels & Family Offices panel will introduce RESI's entrepreneurs to these distinctions and also the ways in which these private capital pools are working together to fund healthcare innovation.

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







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

#### • Alexandra Manick, Associate Principal, Schooner Capital

Alex Manick is an Associate Principal at Schooner Capital, a private investment office founded in 1971. Alex focuses on venture and growth stage opportunities in tech and healthcare, including therapeutics, IT, and digital health. Prior to Schooner, Alex worked as a process engineer for MIT spin-out start-up, 1366 Technologies, evaluated automobile manufacturing practices for the CTO at Tesla Motors, and consulted for various early stage tech companies. She currently serves as a Director at Remedy Plan Therapeutics and a board observer at Censinet and Millstone Medical. Alex holds a BS in Materials Science from MIT and an MBA from Stanford.



#### Allan May, Chairman, Life Science Angels

Allan is a founder of Life Science Angels (www.lifescienceangels.com), the largest angel organization in the U.S. focused solely on early stage medical device and life science start-ups, and comprised solely of high net worth individuals from the medical device or biotech fields. Since 2005, LSA has invested over \$35M in 32 early stage companies, attracted in excess of \$700M in contemporary or follow-on venture capital, and achieved five favorable exits. In 2011, Allan initiated the Life Science Angel Network, a syndicate of angel groups throughout the United States, which will focus on increasing the syndication and capitalization of highly vetted medical device and biotech



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

Mike Ryan is the Co-Founder and CEO of Bullet Point Network. Mike has almost 30 years of investment, capital markets, and management experience. Mike began his career as an analyst with Goldman Sachs in New York, ultimately serving as Co-Head of Global Equity products and a member of the Partnership Committee. Mike was also Global Head of Securities and a member of the Management Committee for Credit Suisse. Mike served as a member of Harvard's Investment Committee, and as head of Public Equities and Absolute Return for the Harvard endowment. After leaving Harvard, Mike founded BPN. BPN's team of analysts and patented software help professional investors and senior executives augment their research, analysis & monitoring. Mike has served on numerous corporate and non-profit boards. He graduated summa cum laude from Yale University with a B.A. in Economics.



#### • John Pennett , Angel Investor, Mid Atlantic Bio Angels

John Pennett is the Partner-in-Charge of the Life Sciences Group and Technology Group. He has 30 years of public accounting experience, with a strong emphasis on public and private life science and technology companies. John is a frequent writer and speaker on topics related to issues impacting businesses in the life sciences and technology space. He is the publisher of Catalyst, a magazine focused solely on issues related to life sciences and pharmaceutical companies. John supports entrepreneurial organizations around the country with content and program development, and serves as a mentor to several early-stage companies. John has led the accounting, auditing and strategic advisory work for more than a hundred IPOs, private financing and mergers and acquisitions with an aggregate valuation in excess of \$1 billion. In addition, he has served as the interim lead of the firm's Risk Advisory Practice, leading internal audit, contract compliance and Sarbanes-Oxley implementation and testing. John previously worked as an Audit Partner for an international accounting and consulting firm.



#### 1:00 - 1:50 PM EARLY STAGE THERAPEUTICS INVESTORS



This panel aims to bring a diverse group of experts & senior decision making staff from VCs, corporate pharma, and other investor types together to discuss topics such as:

- How they make decisions
- What can startups do to be more attractive?
- Areas of high need
- Overcrowded areas
- Common mistakes/red flags

The moderator will guide the discussion through topics including how the investors source & vet novel therapeutic assets, what kinds of technology are of interest to them right now, and how they as investors work with a startup to move a new drug toward commercialization.



#### • Brent Ahrens, General Partner, Canaan Partners



Brent leads investments in an array of healthcare companies, with a focus on biopharma and medtech. Prior to joining Canaan, Brent worked in both commercial and technical roles at General Surgical Innovations, Ethicon Endo-Surgery (J&J), and IAP Research. He also has several surgical instrument patents to his credit. Brent earned an MBA from the Tuck School of Business at Dartmouth College after graduating with a B.S. and M.S. in Mechanical Engineering from the University of Dayton.



#### • Christina Takke, Co-Founder & Managing Partner, V-Bio Ventures

Christina Takke co-founded V-Bio Ventures in 2015 and is currently a Managing Partner. Her prime focus and responsibility within V-Bio is creating new ventures, investing in young innovative biotech companies, as well as the general management of the firm. Before launching V-Bio, Christina was a partner at Forbion Capital Partners were she led and managed a series of successful investments in biopharmaceutical and pharmaceutical companies. As an undergraduate, Christina studied at the Technical University of Darmstadt, Université de Bordeaux and at the Institut National de la Recherche Agronomique. She holds a PhD in Developmental Biology, which she obtained at the University of Cologne. After her studies, she gained experience in working with biotech start-up companies at Bio-Gen-Tec-NRW in Cologne, Germany, a regional development organization for the biotechnology industry. Christina currently serves on the board of many of V-Bio's portfolio companies.



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

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



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

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



#### 2:00 - 2:50 PM ONCOLOGY INNOVATION



This panel is a discussion on topics relevant to investment in current innovations in the oncology space. Topics the panelists might consider discussing include:

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

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



#### • Travis Whitfill, Partner, Bios Partners (M)

Travis Whitfill is a Partner at Bios Partners. His background began in molecular biology and biochemistry at the MD Anderson Cancer Center and Duke University. He is the co-founder of several startup companies. He is on the board of several companies, including Incysus Therapeutics. He brings a strong background in entrepreneurship and business and was acknowledged as Forbes' 30 Under 30 in 2018. He's also the Senior Analyst at Bios Research. He also is an Associate Research Scientist in the Departments of Pediatrics and Emergency Medicine at Yale. Mr. Whitfill has led numerous grant-funded projects, holds nearly a dozen patents, and has co-authored over 40 publications. Mr. Whitfill received degrees from Yale University (MPH) and Dallas Baptist University (BS) and is working on a PhD from University College London.



#### • Claudia Karnbach, Head of Business Development & Licensing, Oncology, Bayer

Claudia is an experienced BD&L executive with a deep understanding of medicine, science and business based on her extensive background. Claudia is the global head of the Oncology Business Development team for Bayer. In this role, she leads Business Development Strategy in coordination with SBU Oncology R&D and Commercial leadership. Claudia is responsible for all aspects of Licensing including Search, Evaluation and Negotiation. Under Claudia's leadership the oncology team has executed several important transactions including the recent deal with Loxo Oncology. Claudia has over 18 years of experience in the Pharmaceutical Industry spanning multiple therapeutic areas. Prior to leading the Oncology Business Development team, Claudia led the Ophthalmology, Neurology and Hematology Business Development Groups and completed several transactions during this time (e.g. Santen, Regeneron, Spectrum, Piramal, Syndax). Claudia is a trained scientist/physician with an MBA from Duke.



#### • Hakan Goker, Executive Director, M Ventures

Hakan Goker (Ph.D.) is an executive investment director at M Ventures, corporate venture arm of the biopharmaceutical division of Merck KGaA, Darmstadt, Germany. Hakan joined M Ventures in 2013 and previously was investing as a partner at Aescap Venture and prior to that at Atlas Venture. Since 2006, Hakan was instrumental in the creation, financing, and strategy of multiple biotechnology companies globally including Asceneuron (CH), Orphazyme (DK), Nimbus Discovery (US), F Star (NL), Bicycle Therapeutics (UK) and Nitec now Horizon Pharma (CH/US). Hakan received his PhD in cancer biology from the Institute of Cancer Research/ University of London and continued his scientific career with post-doctoral work at the Breakthrough Breast Cancer Centre/Royal Marsden Hospital. He gained his BSc Honours, from University College London. Hakan is a board member of Asceneuron, Forendo Pharma, Raze Therapeutics, Tocopherx, Synaffix, and Storm Therapeutics.



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

Mark has been involved in anticancer drug development since 1993 and has a background in molecular biology and immunology. Before founding Aglaia in 2003 he was Program Director of the NDDO Research Foundation. He held several positions with NDDO Oncology BV (formerly the EORTC New Drug Development Office) with respect to oncology drug development strategies (1997-2002). From 1993 until 1997 Mark was Research Manager of the European Cancer Center and headed the Department of Molecular Virology at the National Institute of Public Health and Environmental Protection from 1989 until 1993.



#### • Mike Krepps, Principal, BrightEdge Ventures

Prior to joining BrightEdge, Mike worked as a strategy consultant for Charles River Associates. As an Associate Principal in the Life Sciences practice, Mike led engagements for CRA's pharma and biotech clients (primarily focusing on oncology, immunology, and gene therapy). Previous experience includes working as a scientist for the US Department of Defense and co-founding a neurological discovery startup called SynActive Biosciences. He received his MBA from the University of Chicago Booth and his BS & PhD (Genetics) from the University of Wisconsin-Madison.



#### 3:00 - 3:50 PM Impact investors



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

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

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



#### • John Reher, Managing Director, Brain Trust Accelerator Fund (M)

John M. Reher created the Brain Trust Accelerator Fund in 2006. The goal of this venture capital fund is to earn an attractive rate of return by creating and investing in early-stage medical companies that address brain-related diseases. The general partner of the fund donates a portion of its carried interest to brain disease charities, which provide deal flow and advisory services. From 2001-2006, John was founding president and executive director of Accelerate Brain Cancer Cure, Inc. (ABC2), a non-profit organization dedicated to accelerating therapies for treatment of brain cancer by employing venture principles to this philanthropic endeavor. Previously, John had more than 12 years of venture capital experience as a general partner and co-founder of Medicus Venture Partners, an early-stage healthcare venture partnership with investments that included Biosite Diagnostics, Inhale Therapeutic Systems (now Nektar), Tularik, and other successful companies.



#### • Anthony Bajoras, Managing Director, Cancer Impact Fund

Anthony Bajoras is the Founder and Manager Director of the Cancer Impact Fund. He also serves as a BioAccel Board Member, manager of their for-profit BioAccelerator investment fund, and is a limited partner in the Arizona Founders Fund.



#### • Grace Mathew, Vice President, Stetson Family Office

Selected as one of Australia's 100 Brightest Young Minds in 2010, Grace has applied her strengths to roles in the corporate and not-for-profit sectors. She was awarded the Goldman Sachs Global Leader Award in 2008. While earning her Bachelor and Master's Degrees from the University of Sydney, Grace also completed postgraduate courses in Political Science at George Washington University, and Leadership at Alphacrucis College. As a scholarship recipient to attend the Global Leadership Institute, she represented Australia, engaging with political, corporate and philanthropic leaders at the UN. Grace is currently Managing Director of third-generation US family office Stetson Family Office. She is developing a global education initiative, and us working in association with the Global Partnerships Forum, Healthcare Impact Foundation, and United Nations Sustainable Development Goals. Grace also consults on business strategy, culture, and negotiation, as Chief Strategist of WeThink.



#### Jim O'Neill, Interim CEO, SENS Research Foundation

Jim has advised, invested in, and nurtured more than sixty science and technology companies. While running the Thiel Foundation, he co-founded the Thiel Fellowship and helped create deep science fund Breakout Labs. Thiel Fellows have created more than \$35 billion in equity value by founding companies including Freenome, Luminar, Figma, Cabin, Upstart, OYO, Ethereum, Workflow, Fossa, and the Longevity Fund. Before moving to California, Jim helped lead the U.S. Department of Health and Human Services as the principal associate deputy secretary. His responsibilities included overseeing policy and regulations at NIH, FDA, and CDC and he led two major reforms of FDA. He also supported the creation of the Armed Forces Institute for Regenerative Medicine, served on the steering committee of the Biomedical Advanced Research and Development Authority, and represented the United States on the U.S. delegation to the World Health Assembly.



#### • Michael Cole, Managing Partner, Global Neurohealth Ventures

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



#### 4:00 - 4:50 PM Investing in life science tools



While new breakthroughs in treatment make headlines, the tools that help these breakthroughs happen are frequently overlooked. This panel features investors who are focused on these resources that are used to advance the most cutting-edge research done today. Topics may include:

- What types of technology are investors seeking?
- How do investors evaluate new technologies?
- What kinds of validation do investors wish to see?

Panelists will discuss the technologies that are changing how new therapies are developed, tools such as organs-on-a-chip, drug discovery platforms, new instrumentation, and data analytics platforms. The panel will cover what new technologies are emerging, what investors are seeking, and what they would like to see developed.



#### • David Cruikshank, Partner, ARCH Venture Partners (M)

Mr. Cruikshank focuses on instrumentation/electronics, biotechnology, medical diagnostics & devices, semiconductors, nanotechnology, advanced materials, and IT. Since joining the company as an Associate in 2007, he has supported the formation, investment, and growth of a number of companies. Mr. Cruikshank is a Director to Omniome and Encodia and an Observer to multiple companies. Mr. Cruikshank has participated and provided operating assistance to other companies including Ciespace, PixelEXX Systems, and Crystal IS. Mr. Cruikshank was formerly with Toshiba as an engineer and manager in BD. Prior to that, he was with Conexant Systems as an Industrial Engineer. Mr. Cruikshank holds an M.B.A. with Honors from the University of Chicago, an M.S. in Industrial Engineering and Operations Research from UC Berkeley, and a B.S. in Mechanical Engineering from UCLA, where he graduated Summa Cum Laude and was elected to Phi Beta Kappa.



#### • Bill Hyun, Venture Partner, Genoa Ventures

With more than 25 years of life technology experience, Bill Hyun is a respected expert in both basic research and clinical lab technology development. At the UCSF, Bill directed one of the largest academic core facilities in the world with a strong concentration on cytometry and genomic technologies. His academic career included joint appointments at UC Berkeley and the Lawrence Berkeley National Lab, three honorary doctorates, and authorship of over 100 peer-reviewed publications. Bill has been directly involved in the conception, design, engineering and validation of numerous commercially successful analytical instruments, consumable products, and software programs. Bill has been a founder, investor, and/or advisor to more than 50 startups. Bill is a current board member for five companies, has served as Venture Partner with two Bay Area venture groups, and is closely affiliated with four life tech incubators.



#### • Dani Bach, Partner, +ND Capital

Dani joined NanoDimension as a Partner in 2019. Previously, Dani spent 12 years as a venture capital investor in the life sciences and 10 years in academic research. Prior to joining NanoDimension, Dani served on the board of 15 companies in Europe and the US, ranging from drug development to medical devices and digital health. Dani became a venture capital investor at Index Ventures (Geneva), to join later Aravis Ventures (Zurich) and Imperial Innovations – IP Group (London), before joining Nanodimension in the Lausanne office. During his prior life as a scientist at the University of Geneva and at the Swiss Federal Institute of Technology in Lausanne, Dani conducted research in immunology and virology. Dani holds a PhD in molecular biology from the University of Barcelona and an executive MBA from EOI Business School.



#### • Daniella Kranjac, Co-Founder & Managing Director, Dynamk Capital

Daniella Kranjac is a Co-Founder and Managing Partner at Dynamk Capital, a venture and growth equity fund investing in Life Sciences Industrials. Daniella has deep domain experience in life sciences as an entrepreneur, corporate executive, advisor and investor. She began her career as a Co-Founder of Wave Biotech where she drove growth, leading the group to a successful exit and acquisition by GE Healthcare in 2007. At GE, Daniella held several strategic, BD, M&A and commercial leadership roles within the Enterprise Solutions business. Daniella currently serves on the boards of Envisagenics, RoosterBio and Stevens Institute of Technology, where she is a Charter Member of the Board of Trustees. She holds a B.E. in Chemical Engineering from Stevens Institute of Technology and an Executive MBA from NYU Stern School of Business.



#### • Tad Weems, Managing Director, Early Stage Partnerships, Agilent Technologies

Tad currently leads the Agilent team that manages the partnership/investment relationships with about 30 early stage life science tools companies. He has been in the life science tools industry for 20 years, serving in a variety of research, business development, financial and management roles. Prior to joining Agilent, Tad co-founded and successfully exited two companies; thus, is very familiar with the funding, commercialization and growth issues that entrepreneurs face. Additionally, he has worked in both the venture capital and petrochemical industries, serves on multiple Boards, holds several patents and is a Wharton MBA and chemical engineering graduate of UT Austin and UC Berkeley.



# MARCH 23, 2020 PARIS, FRANCE





Global Family Office BioForum

# RESI BACK TO EUROPE IN 2020! Save the Date!

RESI is returning to the Old Continent for the 2nd RESI Europe conference, this time to be held at the Hyatt Regency Etoile in Paris on March 23rd, 2020. Mark your calendar because you will not want to miss this unique gathering of 200+ global early stage life science investors.

Register Today by Using Code RESISERIES to Save an Additional €100
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# 2- WEEK IMMERSION COURSE IN BOSTON

The first class will be held from May 25th through Jun 5th.

The Focus on Cures (FOC) Accelerator recruits best of breed international startups, who have been selected by their regional international entities (government, university, state, bio cluster) as top-tier/elite to come to FOC for a fundraising and partnership immersion course followed by getting wired into RESI conferences, the Global Family Office BioForum/Angel network and the Life Science Nation (LSN)

partner network.

The Program develops and takes executive teams to the next level by spending focused time so that they can adroitly position their company and product set for the global partnering. This means having a lucid, easy to understand story. The key to this is implementing world class branding and messaging specifically aimed at their potential fundraising and channel partners.

The first class will be held from May 25th through Jun 5th.

#### FOC Accelerator - MKT 466 Funding and Partnering Immersion Course

MKT466 is a unique two-week immersion course designed for life science entrepreneurs to experience the best methodologies for reaching out and establishing a dialogue with partners and investors, building a relationship and, ultimately, securing capital allocations.

The morning sessions are 3-hour classes teaching the fundamental business development and marketing skills needed to formulate a company theme, create a corporate brand with appropriate messaging and market your firm to investors and strategic partners within the life science arena. (See details in the morning class outline)

The afternoon sessions include 1 hour of meeting the players in the Massachusetts life science ecosystem and 2 hours of curating and reaching out to a list of global investors and channel partners:

- 1. Utilize LSN's Company Database to build a full picture of global landscape of competitors
- 2. Utilize LSN's Investor Database to find investors and partners that are a fit for your stage of development and product set and aggregate a global target list
- 3. Refine investor-centric marketing collateral (following the instructions of the Branding and Messaging class)
- 4. Leverage your infrastructure to do email marketing campaigns and nurture leads in a CRM
- 5. Start email and phone canvassing each day, supervised and mentored by LSN expert BD staff
- 6. Set up intro phone calls and meetings
- 7. Prepare for the upcoming RESI conference

Learn More about FOC at https://www.focaccelerator.com/



# TRACK 2: DEVICE, DIAGNOSTIC, HCIT & ASIA INVESTOR PANELS



# LOCATION: 10TH FLOOR, HERITAGE ROOM

Track 2	Moderator & Panelists
8:00 - 8:50 AM  MEDTECH  STRATEGICS  Large Medical Device Firms Seeking External Innovation	<ul> <li>Ronald Dorenbos, Former Head, Innovation Management &amp; Scouting, Takeda M</li> <li>Chihiro Hosoya, BD/VC Head, Astellas Rx+ Business Accelerator</li> <li>Nicholas Mourlas, Senior Director, New Ventures, Johnson &amp; Johnson</li> <li>Rachel Rea, Director of BD &amp; Licensing - Surgical Innovations, Medtronic</li> <li>Yasuko Shusa, Manager, BD, Early Stage Technology Scouting &amp; Alliance, Olympus Corporation of the Americas</li> </ul>
9:00 - 9:50 AM  MEDICAL DEVICE INVESTORS Investing in Novel Engineering	<ul> <li>Zishan Haroon, Chairman &amp; General Partner, Julz Co LLC M</li> <li>Gerry Brunk, Managing Director, Lumira Ventures</li> <li>Kwame Ulmer, Venture Partner, Wavemaker Three-Sixty Health</li> <li>Lauren Tyra, Principal Scientist, Green Park &amp; Golf Ventures</li> <li>Neil Swami, Principal, Catalyst Health Ventures</li> </ul>
10:00 - 10:50 AM  DIAGNOSTICS INVESTORS  New Generation of Technologies Changing Treatment Paradigms	<ul> <li>Nola Masterson, Managing Director, Science Futures (M)</li> <li>Diana Saraceni, Founder &amp; Managing Partner, Panakes Partners</li> <li>Noel Jee, Senior Associate, Illumina Ventures</li> <li>Ted Driscoll, Managing Partner, DigitalDx Ventures</li> <li>Erik Lium, Executive Vice President, Mount Sinai Innovation Partners</li> </ul>
11:00 - 11:50 AM  DIGITAL  HEALTH  Leveraging Software to Lower Costs and Improve the Quality of Care	<ul> <li>Tom Gibbs, Director, Debiopharm Innovation Fund M</li> <li>Chirag Shah, Principal, Define Ventures</li> <li>Greg Fleming, Investment Director, Air Liquide Venture Capital (ALIAD)</li> <li>Millie Liu, Founding Partner, First Star Ventures</li> <li>Thom Rasche, Partner, Earlybird</li> </ul>
1:00 - 1:50 PM  ASIA BIOTECH  INVESTORS  Exploring the Asia Biotech Industry & Popular Therapeutic Areas of Interest in Asia Markets	<ul> <li>Sharon Chan, Head of JLABS @Shanghai, Johnson &amp; Johnson M</li> <li>Jiwon Huh, Director of Corporate Strategy, Hayan Health Networks</li> <li>Lu Han, Director of Business Development, Asia Pacific, Lumira Ventures</li> <li>Tai Harada, Investment Professional, Fast Track Initiative (FTI)</li> <li>Weiyong Sun, Sr. Director, Specialty Medicine Search &amp; Evaluation, Global BD, Daiichi Sankyo</li> </ul>
2:00 - 2:50 PM  ASIA MEDTECH  INVESTORS  Navigating the Regulatory Landscape & Bringing Global Technologies into the Asia Markets	<ul> <li>Kevin Qian, Partner, McDermott Will &amp; Emery China Law Offices</li> <li>Fares Zahir, CEO, Xeraya Capital</li> <li>Mark Engel, Founder &amp; Managing Director, Tianshi Capital</li> <li>Ken He, Associate Investment Director, Fosun Group</li> <li>William Dai, Founding Partner, ShangBay Capital</li> </ul>
3:00 - 3:50 PM  CHINA CROSS-BORDER  PARTNERSHIPS  China Firms Looking to Build  Global Partnerships	<ul> <li>Michelle Gon, Partner, McDermott Will &amp; Emery China Law Offices M</li> <li>David Xu, Chief Business Officer, Viva Biotech</li> <li>Frank Yan, Operating Partner, 3E Bioventures</li> <li>Yang-Huan Bao, Partner, Investment, BOHE Angel Fund</li> <li>Yao Li Ho, Senior Director of Business Development, LYFE Capital</li> </ul>
4:00 - 4:50 PM INVESTING IN CELL & GENE THERAPY The Next Generation of Therapeutic Technologies	<ul> <li>Shyam Patel, Director, BD, California Institute for Regenerative Medicine (CIRM)</li> <li>Elona Baum, Managing Director, DEFTA Partners</li> <li>Florence Rozen, Senior Scientific Advisor, Fonds de solidarité FTQ</li> <li>Poh Hui Chia, Associate Director, Vickers Venture Partners</li> </ul>



#### 8:00 - 8:50 AM MEDTECH STRATEGICS



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

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

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



#### • Ronald Dorenbos, Former Head, Innovation Management & Scouting, Takeda (M)

As former Head of Innovation Management and Scouting and as a member of Takeda's Digital Strategy team Ronald helped Takeda with its technology and innovation strategy. After obtaining MAs in Biotechnology and Molecular Biology and a PhD in Pharmaceutical Biology in the Netherlands, Ronald led research projects on Parkinson's, Schizophrenia and the genetics of aggressive behavior, before making the transition to industry. He is frequently invited to deliver presentations and keynotes related to AI in Pharma and Healthcare and has presented at national and international events. Ronald founded the LinkedIn groups 'AI – Artificial Intelligence', 'Small Molecules', 'Boston Biotech' and 'Golden Triangle Biotech' that serve over 10,000 members.



#### • Chihiro Hosoya, BD/VC Head, Astellas Rx+ Business Accelerator

Chihiro Hosoya is Head of Venture Management and Business Development of Astellas Rx+ Business Accelerator LLC. Astellas Rx+ Business Accelerator LLC is an affiliate of Astellas, a pharmaceutical company dedicated to improving the health of people around the world through the provision of innovative and reliable medical solutions. With our Rx+TM strategy, we aim to create innovative healthcare solutions that combine our strengths in the prescription drug (Rx) business with innovative cutting-edge technology in different fields which would contribute to patients through Patient Journey (overall medical care, including diagnostic, preventive, therapeutic, and prognostic care) and bring new revenue streams separate from Astellas' core Rx products. Chihiro seeks investment and partnership opportunities which would contribute to creation or advancement of Rx+ business, with high focus in medical device, digital health and surgical support. She has 15 years of industry experiences in research and Business Development in addition to Rx+ business.



#### • Nicholas Mourlas, Senior Director, New Ventures, Johnson & Johnson

Nick serves as Senior Director of New Ventures and Transactions at J&J Innovation, and is the Global Transaction Leader for Global Surgery and CSS within Global External Innovation. Nick focuses on medical device innovation in support of the general surgery, orthopedics, and cardiology businesses. His charge is to identify licensing, collaboration, and investment opportunities highly aligned with J&J business strategies by building relationships with entrepreneurs, venture investors, and key opinion leaders. Nick's experience includes founding companies in orthopedics, cardiology, and radiation oncology. He was the CEO of Tarsus Medical - acquired by Integra LifeSciences (IART), and Acumen Medical - acquired by Medtronic (MDT).Dr. Mourlas holds a Ph.D. in Electrical Engineering from Stanford University where he was the John B. Simpson Innovation Fellow in the inaugural year of Stanford's Biodesign Fellowship Program. He also received his AB in Engineering Sciences from Dartmouth College, and a BE from Dartmouth's Thayer School.



#### • Rachel Rea, Director of BD & Licensing - Surgical Innovations, Medtronic

Rachel is a Director of Business Development and Licensing at Medtronic. She has been with Medtronic for almost 9 years serving both its Respiratory, Gastrointestinal & Informatics division and more recently its Surgical Innovations division. As a Director of Business Development and Licensing, Rachel is focused on opportunities to bring additional innovation to Medtronic and its patients. These opportunities could consist of licensing, distribution, investment, acquisition, etc. Rachel has a Bachelor of Science in Biomedical Engineering from the University of Miami in Miami, FL, and a Masters of Business Administration from the University of Colorado at Boulder.



### • Yasuko Shusa, Manager, BD, Early Stage Technology Scouting & Alliance, Olympus Corporation of the Americas

Yasuko joined Olympus in 2011. She has nearly 20 years of professional experience in the medical device and life science fields. Her primary role at Olympus America is sourcing advanced and innovative medical device technologies and identifying companies for new partnership opportunities. Prior to joining Olympus, she was at a Corporate Venture Capital (ITX International Holdings, an Olympus subsidiary). She also worked at a Venture Capital firm which focused on the entire spectrum of life science arena. She played a pivotal role on both of the investment teams. Yasuko also has experience as an initial member of a startup company. Her broad background and knowledge of medical technology, global business development, startup, and investment help her to develop innovative approaches to achieving Olympus's goals. She received her BSN degree from National University in Japan. Yasuko believes that finding new medical device technologies is like opening a door into new ways to create a healthier and happier society.

# TRACK 2

# 9:00 - 9:50 AM MEDICAL DEVICE INVESTORS



This panel focuses on investment in new medical devices from development stage through to early commercialization. Topics may include:

- What are investors looking for?
- o Areas of interest
- o Overcrowded areas
- How to approach an investor
- Successful deals they've done before
- Common mistakes/Red flags

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



#### • Zishan Haroon, Chairman & General Partner, Julz Co LLC (M)

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.



#### • Gerry Brunk, Managing Director, Lumira Ventures

Gerry Brunk is a Managing Director at Lumira Ventures, a North American healthcare venture capital firm. Since joining the firm in 2002 to open its Boston office he has invested in and served on the boards of directors of over 25 life science companies, including Pharmasset (acquired by Gilead Sciences), MAKO Surgical (acquired by Stryker), Corvia Medical, Satsuma Pharmaceuticals (Nasdaq: STSA), Cardiac Dimensions, KAI Pharmaceuticals (acquired by Amgen), Endotronix, BardyDx, HistoSonics and Engage Therapeutics. Before joining Lumira Ventures, Gerry was an entrepreneur who co-founded and served in a variety of management and board capacities at start-up companies in the pharmacy benefit management, senior living and technology transfer sectors. He was previously an engagement manager in the healthcare practice of The Boston Consulting Group and a member of the investment banking group of Credit Suisse First Boston where his clients included public and private healthcare companies. Gerry holds an MBA from Stanford Graduate School of Business and a BA from the University of Virginia, where he studied biology and economics.



#### • Kwame Ulmer, Venture Partner, Wavemaker Three-Sixty Health

Kwame Ulmer serves as the Principal at Ulmer Ventures. He brings nearly twenty years of experience evaluating medical technologies in the government and serving in senior operating roles at medical device companies. Mr. Ulmer previously served as Vice President, Regulatory Affairs and Quality Assurance at Implant Direct, a Danaher Corporation operating company. Kwame has served in progressive leadership roles at the US FDA and personally evaluated over 1,000 medical technologies. Mr. Ulmer is also a Venture Partner at Wavemaker Three-Sixty Health, a member of the Executive Committee of Tech Coast Angels (LA), the world's largest angel investing network, and a member of the steering committee for ScaleLA, the leading healthcare innovation space in Los Angeles. Kwame earned his B.S. in Physics from Lincoln University (Pennsylvania) and both an M.S. in Materials Engineering and M.B.A. from the University of Virginia.



#### • Lauren Tyra, Principal Scientist, Green Park & Golf Ventures

Dr. Lauren Tyra joined the Green Park & Golf Ventures team in 2017 upon completing her PhD in Neuroscience at UT Southwestern Medical Center in Dallas, Texas. At GP&G, she is responsible for identifying and screening new technologies, technical diligence, and oversight of investments within the 75-company portfolio. Dr. Tyra has been involved in key medical device investments in Mission Bio, Potrero Medical, Empirical Spine, and NovaScan.



#### • Neil Swami, Principal, Catalyst Health Ventures

Neil joins Catalyst with significant experience across healthcare investing, investment banking, and business development. Prior to CHV, Neil was a Partner at MVM, a later-stage healthcare investor in medtech, therapeutics, diagnostics, and digital health companies. He was also a healthcare investment banker and advisor at Locust Walk Partners, on the Strategic Development team at CVS Caremark, and a consultant at Oliver Wyman and ZS Associates. Neil trained at the Howard Hughes Medical Institute under Dr. Joachim Frank, the 2017 recipient of the Nobel Prize in Chemistry. Neil received an AB in the History of Science from Princeton University and an MBA in Healthcare Management from The Wharton School, University of Pennsylvania.



# 10:00 - 10:50 AM **DIAGNOSTICS INVESTORS**



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

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

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



#### • Nola Masterson, Managing Director, Science Futures (M)

Nola Masterson is a lead investor in Porfolia FemTech Fund. The fund invests in woman's healthcare issues which utilize tech. She is the co-founder of Sequenom, Inc. She has a background in sales and marketing from Ames Company (Bayer) and Millipore. She was the first biotech analyst in biotechnology at Drexel and Merrill Lynch. She has worked with venture capital firms such as KPCB and Oak Investments. She has raised her own VC fund in the late 90's. She was a venture partner with TechnoVenture Management and opened their San Francisco office. She is the co-chair of the Woman Corporate Director San Francisco Chapter and sits on the board of several startup companies and is on the public board of Zivo BioSciences Inc.



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

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



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

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



#### • Noel Jee, Senior Associate, Illumina Ventures

Noel joined Illumina Ventures in 2017 and focuses on investments in biopharma, life science tools, and diagnostics. Prior to joining Illumina Ventures, Noel was a management consultant at L.E.K. Consulting where he developed strategic business insights for biopharma and diagnostics companies. At L.E.K. Consulting, he developed commercial launch strategies for new therapeutics, engaged in diligence efforts for asset acquisitions, created portfolio expansion strategies for biopharma, and shaped organizational restructuring efforts for clients across the life science sector. As an avid enthusiast of the entrepreneurial ecosystem, Noel helped bootstrap an asthma-focused diagnostics startup during graduate school, created and ran an IT startup in college, and played an active role in the startup communities at both universities. Noel obtained his Ph.D. in Chemistry and Chemical Biology from the University of California, San Francisco, and a dual B.S. in Biochemistry and Physiology and Neurobiology from the University of Maryland, College Park.



#### Ted Driscoll, Managing Partner, DigitalDx Ventures

Dr. Ted Driscoll is Managing Partner at DigitalDx Ventures, focused on early detection of health issues and what to do about them. Previously he was partner at Claremont Creek Ventures, leading Digital Healthcare, where he led early investments in Natera, AssureX, GeneWeave, Numedii, Prime Genomics, Gigagen, DNAnexus, Tibion, Cureus, and Zipline. They were all successful. Prior to venture experience, Ted helped found five successful companies in imaging-related markets. He was founder of Be Here Technologies, a pioneer in 360deg imaging, that was sold to Google and became StreetView. At Diasonics, he led the team that commercialized the first MRI scanners. Previously, he was VP of Engineering at Identix, where he wrote the first code for digital fingerprint recognition. Ted was mayor of Portola Valley for five terms and on the council for 20 years, and he holds a Stanford PhD, two Harvard Masters and a Penn Bachelors



#### 11:00 - 11:50 AM Digital Health



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

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

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



#### • Tom Gibbs, Director, Debiopharm Innovation Fund

Tom Gibbs is Director at Debiopharm Innovation Fund, Switzerland where he is responsible for new investments in smart data companies in the healthcare space. He is currently a Director on the boards of Kaiku Health, BC Platforms, and Immunexpress. Previous board positions include Biocartis and GenePOC. Tom holds a PhD in molecular microbiology from the University of Warwick and has 30 years' experience in the commercialization of life science technologies in start-ups and established companies in Europe and the USA (including Molecular Devices Corp, Covalys, Med Discovery, Debiopharm). His responsibilities have included quality assurance, operations, late-stage product development & marketing, and business development. He is excited to apply this breadth of experience to the digital health revolution, helping companies make a medically meaningful impact.



#### Chirag Shah, Principal, Define Ventures

Chirag Shah is a Principal at Define Ventures, an early stage venture capital firm focused on digital health. Chirag's experience in healthcare has spanned startups, investing, and finance. Previously, he was the Vice President of Commercial Strategy at Imagine Health, a startup that builds and operates high performance narrow networks for self-funded employers. He was responsible for the firm's go-to-market strategy and execution across sales, business development, marketing, and provider contracting. Prior to that he led the firm's Analytics team, which was responsible for network and market development; prospect feasibility and post-launch reporting; and internal tools and dashboards. Prior to Imagine Health, he led Analytics at Castlight Health, which builds tools to improve the employee and employer experience across the care continuum. Earlier in his career, Chirag worked at The Carlyle Group on the healthcare buyout team and at Morgan Stanley in the investment banking division. Chirag earned a Bachelor of Science degree in Finance and Pre-medicine from New York University.



#### • Greg Fleming, Investment Director, Air Liquide Venture Capital (ALIAD)

Greg Fleming is an Investment Director within ALIAD, the venture capital entity of Air Liquide. Prior to ALIAD, Greg was Director of the Air Liquide Corporate R&D Innovation team in Paris. And, prior to this assignment he was Deputy Director of the Air Liquide Research Center in the US (Delaware Research and Technology Center). Greg has considerable experience in leading technology teams through development challenges to commercialization.



#### • Millie Liu, Founding Partner, First Star Ventures

Millie Liu has focused her career on helping entrepreneurs with deep technology turn their ideas into great businesses with global reach. She was previously at APT, an enterprise data analytics startup acquired by Mastercard for \$600m where she helped Fortune 50 clients such as Walmart and P&G make better strategic decisions leveraging data. She was also the co-founder of an MIT startup working on unsupervised event detection, which later pivoted and became Infervision, an AI precision healthcare platform backed by Sequoia China. Millie is on the advisory board of MIT CSAIL (Computer Science and Artificial Intelligence Lab). She holds a Master of Finance degree from MIT and B.S. in Mathematics from the University of Toronto.



#### • Thom Rasche, Partner, Earlybird

Thom Rasche joined Earlybird as a Venture Partner in 2003 and was promoted to Partner in 2006. Since 2014 he has been Partner at Earlybird Health Management GmbH & Co. KG. Thom has more than 16 years experience as investor. Further, he is a seasoned executive in the medical device and diagnostic sectors with over 29 years of operational experience. Since he joined Earlybird, Thom has been responsible for the medical device portfolio and new investments in this area. He is currently on the board of Miracor Medical SA (Awans), Atlantic Therapeutics Ltd. (Galway), Alesi Surgical Ltd. (Cardiff) and Polares Medical SA (Ecublens). Before joining Earlybird, Thom was with Johnson & Johnson Medical Devices and Diagnostics group in various international senior management roles, lastly as Managing Director for Ethicon-EndoSurgery Germany. Thom Rasche holds a Degree as Diplom Kaufmann (MBA equivalent) from the University of Applied Sciences in Lüneburg, Germany.



#### 1:00 - 1:50 PM ASIA BIOTECH INVESTORS



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

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

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



#### • Sharon Chan, Head of JLABS @Shanghai, Johnson & Johnson (M)

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. 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 BD for Sosei in London. Sharon received a Master Degree in Public Health (MPH), Johns Hopkins Bloomberg School of Public Health, an Executive MBA, IE Business School; a PhD in Biochemistry and Cardiovascular Medicine, Oxford; and a Master Degree in Molecular Biology and Cellular Biochemistry, Oxford.



#### • Jiwon Huh, Director of Corporate Strategy, Hayan Health Networks

Dr. Jiwon Huh currently serves as the Chief Investment Officer at Hayan Health Networks, the US investment arm of Boryung Holdings. Boryung Holdings is a life science investment and management company headquartered in Korea. Jiwon joined the company as the Director of Corporate Strategy and has been responsible for cross-border investments focusing on emerging biotech companies in North America and Europe. Prior to Boryung, Jiwon served as Business Development Professional and Interim Project Leader at Orum Therapeutics and also as Project Manager and Senior Manager in Business Strategy and Planning at Archigen Biotech, a joint venture between AstraZeneca and Samsung. Jiwon received a Ph.D. in Biochemistry in the Division of Biology and Biomedical Sciences from Washington University in St. Louis and a B.S. in Biochemistry from Yonsei University with the Highest Honor. She completed Cancer Biology Pathway training from the Alvin J. Siteman Cancer Center.



#### • Lu Han, Director of Business Development, Asia Pacific, Lumira Ventures

Lu is passionate about helping entrepreneurs achieving their goals being a co-founder of a start-up company prior to joining Lumira Ventures in 2014 as an analyst and later promoted to Director in 2017. Lu focusses on deal sourcing, due diligence and partnership initiatives in China and Asia for Lumira portfolio companies and assists in fundraising initiatives. Prior to joining Lumira, Lu was a co-founder and vice president, business strategy and operations, at Sound Options Tinnitus Treatment Inc. Prior to this, Lu was a strategic consultant at a boutique consultancy firm in the healthcare and life sciences sector. He's been involved in various education development initiatives in China. Lu received his Ph.D. in neuroscience from the University of Toronto. Lu also holds a B.Sc. in medical sciences from Western University. Lu is fluent in English and Mandarin Chinese.



#### • Tai Harada, Investment Professional, Fast Track Initiative (FTI)

Tai brings the experience of strategic planning and biotech investment to Fast Track Initiative (FTI). FTI is a venture capital firm that invests in early-stage biotech companies. It has the headquarter in Tokyo and is opening an office in Boston. At FTI, Tai spearheads the launch of the US investment. Before FTI, he was an Investment Consultant at ARCH Venture, where he screened and evaluated early-stage therapeutics companies. Previously, he helped Takeda in early-stage oncology and regenerative medicine business collaborations. Earlier, Tai was a Junior Manager at McKinsey & Company. As a core member of the Healthcare Practice, Tai supported pharmaceutical companies to develop new business strategies and corporate strategies. Tai received a Master's in Molecular Biology from the University of Tokyo and an MBA from the University of Chicago Booth School of Business.



#### • Weiyong Sun, Sr. Director, Specialty Medicine Search & Evaluation, Global BD, Daiichi Sankyo

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



#### 2:00 - 2:50 PM **ASIA MEDTECH INVESTORS**



This panel features speakers all from Asia-focused investor groups discussing medtech investments from their perspective. Topics may include:

- Current areas of interest
- Key differences and similarities between Asian and Global Markets
- Investment process
- Successful deals
- Common questions and concerns when working in Asia

Panelists will discuss how they evaluate medtech opportunities based on Asian markets. The discussion will touch upon how each market in different countries within Asia may differ and how companies can effectively enter these markets. Panelists will also discuss how companies can better prepare themselves to approach Asia-based investors and to ready themselves for entry into the Asian market.



#### • Kevin Qian, Partner, McDermott Will & Emery China Law Offices



Kevin Y. Qian, a partner of MWE China Law Offices, advises companies on their direct investments in China. He has experience in a wide range of industries. Kevin also heads MWE China's Private Client Practice Group and has extensive experience in serving high-net-worth individuals and families. Kevin's experience includes roles as the following: Faculty member of the East China University and Lawyer at a prominent Shanghai-based law firm, Partner of the largest law firm in Shanghai, Senior legal counsel of Philips Electronics in Asia, Deputy general manager and legal counsel for PepsiCo Investment China, 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. He also served as an independent director of SAIC Motor Corporation, and Shanghai Jiao Da Onlly.



#### • Fares Zahir, CEO, Xeraya Capital

Fares Zahir is the Chief Executive Officer (CEO) of Xeraya Capital Sdn Bhd since January 2012. He has around 25 years of experience in investments, Fares was previously with Khazanah Nasional Bhd. Fares sits in the board member of the Malaysian Technology Development Corporation (MTDC) he was also a Director, Investment Research at UBS Investment Bank. Prior to that he was a fund manager with the Schroder Group. Fares started his career with the American International Assurance Co Ltd (AIA). Fares holds a Bachelor of Economics degree in Actuarial Studies from Macquarie University in Australia and a Master of Applied Science in Operations Research from University Technology Sydney and a CFA holder and is an Associate of the Society of Actuaries (ASA).



#### • Mark Engel, Founder & Managing Director, Tianshi Capital

Tianshi Capital is a family fund that invests in early stage China or China related life sciences companies. Currently, the fund is focused on antibacterials. Mark Engel is the founder/Managing Director. Mark has been founding and building life sciences companies in China since 1990. Current companies include Phagelux and Phagelux AgriHealth, which both utilize bacteriophages and lysins to create antibacterial solutions for human health and agriculture respectively. Mark is also the co-founder of Haoyisheng (Good Doctor) which is a leading Chinese professional healthcare technology company. Founded and exited companies include: (1) NPO Pharmaceuticals (sold to Shanghai Pharma in 1999); (2) Excel PharmaStudies (sold in 2009 to PPD); and (3) Tiger Medical Group (merged with ASP Global in 2013).



#### • Ken He, Associate Investment Director, Fosun Group

Ken He joined Fosun Group's Healthcare Holdings New York office in 2015, with a focus on medical devices/technologies and healthcare services investments (buyouts, growth capital) globally. He's spent the majority of his time investing in innovative, growth-stage healthcare companies with strong management teams, and helping them bring their products/technology into the Chinese market, where Fosun has tremendous presence. Prior to Fosun, Ken spent several years as an investment banker at JMP Securities for the life sciences industry, where he helped raise capital through equity and debt capital markets, as well as M&A advisory. Ken received a B.B.A. degree in Finance and Accounting from Boston University.



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

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



#### 3:00 - 3:50 PM CHINA CROSS-BORDER PARTNERSHIPS



This panel will feature 4 speakers and a moderator all from China Cross-Border Investment groups discussing topics such as:

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

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



#### • Michelle Gon, Partner, McDermott Will & Emery China Law Offices (M)

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.



#### • 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.



#### • Frank Yan, Operating Partner, 3E Bioventures

Dr. Frank Yan is the Operating Partner at 3E Bioventures Capital and the General Manager of N.B. Quadriga, who has over 16 years of pharmaceutical R&D, management, and operation experience in both U.S. and China, having held positions in Novartis, Roche, and GSK. He has broad experience in various disease areas such as oncology, infectious diseases, neurodegenerative diseases, pain, ophthalmology, and metabolic diseases, as well as deep experience in external innovation and business development. Dr. Frank Yan has close to 50 publications and patents including those in Nature, Science, and has a PhD degree in Chemical Biology from New York University.



#### • 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 Sungent 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.



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

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



# 4:00 - 4:50 PM INVESTING IN CELL & GENE THERAPY



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

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

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



#### • Shyam Patel, Director, BD, California Institute for Regenerative Medicine (CIRM)

Shyam Patel currently serves as Director for Business Development at CIRM. With \$3 billion in funding and 168 active stem cell programs in its portfolio, CIRM is the world's largest institution dedicated to addressing unmet medical needs with cellular medicine. At CIRM, Shyam manages the application and approval process for the flagship Clinical Trial Projects Program, which has 2019 annual budget of \$123M. To date, CIRM has funded 53 clinical trials in transformative stem cell-based therapies spanning various indications including oncology, rare diseases, cardiovascular and neurological disorders. Shyam also leads CIRM Business Development activities and manages the Industry Alliance Program (IAP). The IAP is a collaborative effort between CIRM and select industry partners to support development and commercialization of CIRM's most promising portfolio projects. In 2018 alone, CIRM's clinical stage projects leveraged CIRM funding to raise \$1B in corporate partnership and venture investment funding. Prior to joining CIRM, Shyam led preclinical development of tissue-engineered graft implants as the CEO/CSO of NanoNerve, Inc. He also served as part-time Bioengineering faculty at UC Berkeley. Shyam holds a Ph.D. in Bioengineering from the Universities of California, Berkeley & San Francisco.



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

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



#### • Florence Rozen, Senior Scientific Advisor, Fonds de solidarité FTQ

Florence Rozen is a Senior Scientific Advisor with Fonds de solidarité FTQ, a labour sponsored/development capital fund based in Montreal. There since 2009, she is responsible for all scientific due diligence within the Fonds' life science team, both for their biotech company portfolio as well as for any potential investment opportunities. Prior to her 20 years in the venture capital industry (including the seed financing arm of MDS Capital), she has done research in the fields of endocrinology and oncology. She holds a Ph.D in biochemistry from McGill University.



#### • Poh Hui Chia, Associate Director, Vickers Venture Partners

Dr. Poh Hui Chia joined Vickers in 2018 as an Associate Director and is based in San Francisco. She is involved in deal sourcing and evaluating potential investments with a focus on biotechnology and healthcare sectors. Prior to joining Vickers, Poh Hui was a scientist with the Institute of Medical Biology (IMB) at the Agency for Science Technology and Research (A\*STAR) where her research focused on inherited genetic neurological and liver diseases. Poh Hui received her B.S. in Biochemistry from the University of Wisconsin-Madison and Ph.D. in Neuroscience from Stanford University. Her work on brain development and genetic diseases has been published in prestigious scientific journals including, Nature and Cell. Poh Hui is fluent in English and Mandarin.



# **ANNOUNCEMENT**



Drugs
Devices
Diagnostics
Digital Health
MEETS



CONFERENCE September 22, 2020

Marriott Copley Place Boston, MA

Track 1: Applications Track 2: Strategic Partners, Investors, Channels Track 3: Fundraising CEO's Presentations Track 4:
All Day Partnering with Investors & Channel Partners

		investors, Channels	rresentations	Channel Partners
		8:00 - 9:00 AM: Registration	& Breakfast	
8:00 - 8:50 AM	AI AND ELECTRONIC HEALTH RECORDS AI's Impact Today, Tomorrow and in the Future, Better and Smarter EHR is on the Way	AI MEDICAL DEVICE INVESTMENT From Development Stage Right Through to Early Commercialization.		
9:00 - 9:50 AM	AI IN DRUG TARGETING  & DEVELOPMENT  Identifying New Therapeutics and Streamlining the Clinical Trial Process.	INVESTING IN NEW DIGITAL HEALTH AI APPLICATIONS New AI Applications are Changing How Care is Managed Including Patient Involvement		MORNING EARLY STAGE PARTNERING FORUM ENEUR
10:00 - 10:50 AM	AI IN MEDICAL IMAGING AND DISEASE DETECTION Cardiovascular, Bone & Musculoskeletal, Neurological, Thoracic, Screening for Cancer	HEALTH SYSTEM PARTNERS AND THE IMPACT OF AI Healthcare Organizations Partnering with AI Entrepreneurs	ENTREPRENEUR	
11:00 - 11:50 AM	AI AND REGULATORY  COMPLIANCE  Hurdles & Challenges	INVESTORS FOCUSED ON AI BASED DIAGNOSTICS AI Diagnostics, Ranging from IVD, Genomics, Precision Medicine, and More	PITCH CHALLENGE	
		12:00 - 1:00 PM: Lunch	Break	
1:00 - 1:50 PM	AI AND THE INTERNET OF THINGS IMPACT ON HEALTHCARE DELIVERY AND PATIENT MONITORING The Perfect Storm for AI to Do Its Thing	ANGELS & FAMILY OFFICES FUNDING AI STARTUPS Why AI is a Fit for These Early Stage Capital Providers	ENTREPRENEUR Pitch Challenge	AFTERNOON EARLY STAGE PARTNERING FORUM
2:00 - 2:50 PM	AI & NEXT GENERATION DIAGNOSTIC APPLICATIONS Diagnostic Applications Intrinsically Create Lots of Data for AI Tools to Add Value	BIG PHARMA AI INVESTMENT STRATEGIES From Pipeline to Clinical Trials AI Speeds up Drug Development		
3:00 - 3:50 PM	AI HELPING MANAGE CHRONIC DISEASES Detection and Prevention is the Key to Effectively Treating and Managing the Stages Inherent in all Chronic Disease.	AI IMPACT ON CELL  6 GENE THERAPIES INVESTMENT From CRISPR to CAR-T Technologies Shifting the Paradigm of Therapeutic Investment	ENTREPRENEUR PITCH CHALLENGE	
4:00 - 4:50 PM	AI TECHNOLOGY & HOW THE APPLICATIONS WILL WORK IN HEALTHCARE Rule Based Expert Systems, Machine Learning and Deep Learning	CHINA AND AI China Has a Mandate to be the World Leader in AI Life Science and China is Succeeding		

5:00 - 7:00 PM: Cocktail Reception

# THE 4D MEETS AI ADVANTAGE

**Leverage** LSN's close-knit network of key decision makers including more than 2,000 life science investors across the globe

Establish strategic partnerships with big pharma, fundraising companies (therapeutics, medical device, diagnostics and healthcare IT) and service providers

**Showcase** new products and services to future clients

**Schedule** up to 16 face-to-face investor meetings per attendee & many more ad-hoc meetings

**Brand alignment** with first in class partnering conference and next generation innovation

- Year-long high-visibility, industry-wide, as a supporter of innovative life science startups
- Elite partner and thought leader in the life science industry



One-to-one investor to company ratio

Connect with like-minded global investors to form syndicates and gain access to their funded portfolio companies

**Find** collaborators for licensing and research

**Learn from** the 20 in-depth panels featuring early stage investors from 10 categories

Custom-built partnering system powered by LSN's proprietary life science investor data





# ENTREPRENEUR WORKSHOPS & PANELS LOCATION 44777



#### LOCATION: 11TH FLOOR, LIBRARY

Track 3	Panelists & Presenters			
8:00 - 8:50 AM				
VENTURE VALUATION GLOBAL VALUATION SERVICES	• Patrik Frei, Founder & CEO, Venture Valuation AG, Switzerland			
COMPANY VALUATION				
FOR FUNDRAISING				
9:00 - 9:50 AM				
McDermott Will & Emery	<ul> <li>Roger Kuan, Partner, McDermott Will &amp; Emery</li> <li>Mark Mihanovic, Partner, McDermott Will &amp; Emery</li> <li>Ha Nguyen, Sr. Director, Office of Technology Development, Salk Institute for Biological Studies</li> </ul>			
NEGOTIATING				
TERM SHEETS				
10:00 - 10:50 AM	• Stephanie Marrus, Director, Entrepreneurship Ctr, Innovation Ventures, UCSF (M)			
WEST COAST	David Crean, Board Member, CLSA			
TECH HUBS	Dirk Schapeler, VP, Digital Innovation, iHUB (Silicon Valley), Bayer     Michael Times, Addison Manten Baylolas Staffonds			
New Models for Turning Life Science Innovations into Startup Success	• Michael Tippie, Advisor, Mentor, Berkeley SkyDeck			
11:00 - 11:50 AM	• Mike Pieck, Coordinator, Small Business Programs, NHLBI (M)			
NON-DILUTIVE STARTUP FUNDING	Audie Atienza, Senior Program Officer, NIA			
NIH & RESOURCES	• Luis T. Gutierrez, Jr., Entrepreneur-in-Residence, NHLBI			
National Institutes of Health FROM THE NIH	<ul> <li>Gautam Prakash, Intellectual Property Advisor, NIH</li> </ul>			
1:00 - 1:50 PM	• Ali Farahanchi, Vice President, DHVC M			
Al	• Lu Zhang, Founder & Managing Partner, Fusion Fund			
IN HEALTHCARE	<ul> <li>Miraj Sanghvi, Principal, DigiTx Partners</li> <li>Xinhong Lim, Director, Vickers Venture Partners</li> </ul>			
Cutting Edge Computing Creates New Opportunities for Healthcare Investors	• Yizhen Dong, Principal, 11.2 Capital			
2:00 - 2:50 PM	• <b>Guy Lavi,</b> Founder & Managing Partner, <i>Vision Elements</i> (M)			
AI IN PATHOLOGY	• Kenneth Baker, Partner, Baker & Eastlack Ventures			
AND IMAGING	<ul> <li>Mu Li, VP, Global Business Development &amp; Strategy, Align Technology</li> <li>Navid Alipour, Co-Founder &amp; Managing Partner, Analytics Ventures</li> </ul>			
Utilizing AI to Advance and Streamline Image Analysis	• Navid Alipour, Co-rounder & Managing Farther, Analytics ventures			
3:00 - 3:50 PM	• Greg Mannix, VP of International Business Development, Life Science Nation (M)			
TALES FROM	• Alan Lucas, CEO, Navigation Sciences			
THE ROAD	• Nancy Briefs, Co-Founder, President & CEO, AltrixBio			
Biotech & Medtech CEOs	<ul> <li>Tim Lawrence, CEO, Co-founder, Oralucent</li> <li>Tript Bhatia, Director, Startup Alliance, ACCESS Health South East Asia</li> </ul>			
Share Their Story 4:00 - 4:50 PM	·			
LIFE SCIENCE NATION Connecting Products, Services & Capital	• Dannis Ford Foundar & CFO Creator of PESI Conference Series Life Science Mation			
	<ul> <li>Dennis Ford, Founder &amp; CEO, Creator of RESI Conference Series, Life Science Nation</li> <li>Greg Mannix, VP of International Business Development, Life Science Nation</li> </ul>			
FUNDRAISING				
BOOTCAMP				





VENTURE VALUATION
GLOBAL VALUATION SERVICES

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

#### • Patrik Frei, Founder & CEO, Venture Valuation AG, Switzerland



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





# 9:00 - 9:50 AM NEGOTIATING TERM SHEETS





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

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



Roger Kuan focuses his practice on intellectual property (IP) procurement/portfolio management, IP transactions, IP litigation and strategic IP counseling for life sciences clients (e.g., research tools, analytical instrumentation/software, medical devices, diagnostics, biomanufacturing systems, etc.) with a focus in emerging technologies such as digital health (e.g., mobile apps, clinical decision support software, digital therapeutics, AI/ML imaging diagnostics, etc.), personalized medicine (e.g., genomic sequencing platforms, AI/ML computational genomics/bioinformatics, molecular diagnostics, etc.) and 3D printing/bioprinting. He has extensive experience in intellectual property strategy and management, preparation and prosecution (utility/design patents, trademarks and trade dress), counseling and litigation, licensing and technology transactions, freedom-to-operate clearances, monetization, IP due diligence, IP risk recognition and mitigation, and dispute resolution. He served as Director IP Counsel at a multinational biotechnology company, where he managed a team to support the worldwide IP needs of the company's life sciences tools, bioproduction/biomanufacturing, molecular diagnostics, and nucleic acid sequencing system/software platforms. Prior to finishing his law degree, Roger worked in the life sciences industry for several Fortune 500 pharmaceutical, medical device, and chemical companies. He has held professional positions in the R&D, sales, engineering, and regulatory affairs organizations.

#### • Mark Mihanovic, Partner, McDermott Will & Emery



Mark J. Mihanovic, head of the Firm's California Corporate group and head of the Emerging Companies/Venture Capital group, focuses his practice primarily in the areas of corporate finance and mergers and acquisitions. He represents companies in a broad range of industries, with a particular emphasis on technology, life science and health care companies. Mark serves as corporate liaison partner in the Firm's strategic alliance with MWE China Law Offices based in Shanghai. Mark serves as lead counsel on behalf of issuers and underwriters in public offerings and private placements (including private investments in public equities (PIPEs)) of equity and debt securities. He handles stock and asset acquisitions, divestitures, mergers, proxy fights and joint ventures and has had primary oversight responsibility for the regional and worldwide acquisition programs of multiple clients. Mark represents early-stage companies in connection with formation and organizational issues and venture capital and other financings and has also represented investors in complex venture capital transactions involving equity and debt. Mark has substantial experience advising corporate boards of directors and management regarding fiduciary duties (including in connection with potential change in control transactions and consideration of "poison pill" stockholders rights plans) and corporate governance issues. He assists publicly traded companies with their Securities and Exchange Commission filings and other securities compliance matters. He also advises investment banks on securities compliance issues and in acting as financial adviser and delivering fairness opinions in the context of acquisitions and restructurings.

#### • Ha Nguyen, Sr. Director, Office of Technology Development, Salk Institute for Biological Studies



Ha brings over 15 years experience in technology transfer, licensing and business development, having worked in academia and industry to manage intellectual property portfolios and commercialize life science technologies. Ha is currently the Senior Director at the Salk Institute Office of Technology Development (OTD) and leads a team with integrated functions to accelerate the transfer of innovations by Salk scientists into the marketplace to enable their use for the benefit of humanity. Salk OTD works with the Salk faculty, postdocs and research staff to protect, develop, and commercialize their innovations through strategic corporate partnerships, including research collaborations, licensing, and new company formation. Ha started her career in technology transfer at the University of California, San Francisco, where she was responsible for the initial evaluation of inventions, patenting, marketing, licensing, and post-agreement compliance for a large portfolio of biomedical therapeutic and diagnostic technologies and research tools. Ha moved from San Francisco to San Diego and joined Salk OTD as Senior Licensing Associate where she also managed all aspects of IP commercialization. She transitioned in 2012 to corporate licensing and business development at ThermoFisher Scientific, Inc. (formerly Life Technologies Corp.), most recently as Associate Director of Licensing and Commercial Supply, where she worked with business leaders on B2B partnerships to drive growth of genetic analysis products and technologies in the applied markets for human and animal diagnostics and forensics. Ha returned to Salk in 2018 to lead OTD and continue her passion to support the academic research enterprise and commercialize early-stage technologies.



#### 10:00 - 10:50 AM **WEST COAST TECH HUBS**



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

In this RESI panel, the audience can learn about new initiatives that are creating opportunities for life science startups to thrive in the West Coast region.

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



#### • Stephanie Marrus, Director, Entrepreneurship Ctr, Innovation Ventures, UCSF (M)



Stephanie Marrus is Director of the Entrepreneurship Center at UCSF. Her entrepreneurship class and other programs mirror those of Berkeley and Stanford with a life science focus. Since 2013, 37 early stage venture participants have raised an aggregate \$275 million. Previously, Stephanie's career included C-suite roles in VC-backed and public high impact, scalable life science and technology-based companies in Boston and San Francisco. Her teaching experience extends from the Bay Area, UC Berkeley and Stanford, to Europe, Asia, Latin America and Africa. She serves the US State Department's diplomatic interests by participating in the GIST and International Speaker programs. She has consulted with foreign government-backed entities, accelerators and universities. She also serves as a reviewer for NIH's SBIR grants. She holds an AB from Cornell, MA from Columbia and MBA from the Wharton School, University of Pennsylvania.



#### • David Crean, Board Member, CLSA

David H. Crean, Ph.D is a Managing Director at Objective Capital Partners where he leads the firm's M&A, partnering, valuations and capital financing transactions with life science and healthcare clients. Dr. Crean has in excess of 25 years of life sciences R&D and corporate development transactional experience in the pharmaceutical industry. Dr. Crean holds FINRA Series 79 and Series 63 licenses and is a Registered Investment Banking Representative of BA Securities LLC, Member FINRA SIPC. Dr. Crean also serves on several Boards of Directors within the ife sciences industry including the California Life Sciences Association (CLSA). He is also a contributing author for Forbes.com. For his outstanding advisory work, Dr. Crean was recognized by San Diego Business Journal for SD500 Most Influential Business Leaders in 2019, M&A Advisors for the 2019 Investment Banker of the Year, San Diego Business Journal's 2018 Healthcare Hero, 2017 Thought Leader of the Year and 2017 Advisor of the Year Awards.



#### • Dirk Schapeler, VP, Digital Innovation, iHUB (Silicon Valley), Bayer

Dirk Schapeler is Vice President Digital Innovation at Bayer LLC based in San Jose, CA and leads the BETS team. BETS's (=Bayer Emerging Technology Solutions) focus is on connecting with small and large technology companies to establish partnerships, new products and service offerings and create new revenue streams in lifesciences. The team includes data scientists, business model experts and physicians. Ideas and technologies can be bold and risky as long as they represent a major opportunity for Bayer in the 3-5 year time horizon. Dirk previously served as Head of Bayer's LifeScience iHUB innovation center that he founded in Mountain View in 2015. Prior to that he served as the CEO of Bayer's ViviTouch subsidiary Artificial Muscle Inc. in Sunnyvale. An engineer in electronics and mechanics he studied in Karlsruhe, Germany.



#### • Michael Tippie, Advisor, Mentor, Berkeley SkyDeck

Michael Tippie has 25 years of executive and venture capital experience in biotech and life science companies. He was the CEO of TomegaVax, an immunotherapy company that merged with Vir Biotechnology in 2016 and shortly thereafter raised a \$600 MM Series A. VIR went public 10/19 in an IPO led by Goldman, Sachs. Michael was also VP, Bus Dev and CFO of StressGen Biotechnologies, spun out of the Whitehead Institute at MIT. StressGen raised venture financing and then went public on the Toronto Stock Exchange before migrating to the AMEX, ultimately attaining a valuation of nearly \$1 BB before it was acquired. Michael has held seven other senior management roles in biotech companies and has done strategic alliances with fifteen pharmaceutical companies, as well as raising over \$300 MM in equity capital. Michael currently invests with Alignment Ventures, LLC and he has a decade of prior life science venture experience (e.g. Norwest Venture Partners, Medical Innovation Partners). He is also currently an Advisor to several companies at Berkeley Skydeck. Michael holds an MBA from the Sloan School of Management at MIT, an MS in Chemistry from the University of Washington (with additional recent continuing education in Immunology, Proteomics, Genomics and Cell Biology) as well as a BA in Chemistry from Reed College.



#### NON-DILUTIVE STARTUP FUNDING & RESOURCES FROM THE NIH



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



#### • Mike Pieck, Coordinator, Small Business Programs, NHLBI

Mike Pieck is the Small Business Coordinator at the National Heart Lung and Blood Institute where he serves as the primary contact for the small business program (SBIR/STTR) and provides oversight and management of the \$110M/year portfolio. He is also involved in developing a suite of support activities for early translational research across NHLBI. Prior to joining the NIH, Mike worked as a consultant for the Center for Advancing Innovation where he designed and implemented business start-up challenges featuring federally funded and commercially viable inventions. Mike received his PhD in molecular biology from Boston University and completed his postdoctoral training developing rapid diagnostics at the USDA's Emerging Fungal Pathogen Laboratory.



#### • Audie Atienza, Senior Program Officer, NIA

Dr. Audie Atienza manages the SBIR/STTR program for the National Institute on Aging's Division of Behavioral and Social Research. He previously worked at NCI, and served as a senior advisor to the NIH Office of the Director and the DHHS Office of the Secretary. He has collaborated on technology initiatives with the White House, U.S. Surgeon General, ONC, and DHHS Chief Privacy Officer. Audie received his PhD in clinical psychology from Kent State and completed postdoctoral training in in cardiovascular disease epidemiology and prevention at the Stanford University School of Medicine.



#### • Luis T. Gutierrez, Jr., Entrepreneur-in-Residence, NHLBI

Luis T. Gutierrez, Jr., serves as an Entrepreneur-in-Residence at the National Institutes of Health (NIH), where he provides business mentoring and training to NIH-funded small businesses, as well as at BioHealth Innovation, a collaboration cooperative serving life science start-ups in the BioHealth Capital Region (DC/MD/VA). He also serves as a Senior Advisor to Popper and Company, a strategy consulting and transaction advisory firm. His previous roles include serving as CEO to two biomedical companies and senior vice president and president at larger companies in the healthcare industry. Mr. Gutierrez earned a Master's in Business Administration from the Stanford Graduate School of Business and a Bachelor of Arts Degree from Harvard College.



#### • Gautam Prakash, Intellectual Property Advisor, NIH

Gautam Prakash is a Primary Patent Examiner at USPTO and also provides intellectual property advice and counseling to NIH-funded investigators and companies. Gautam has a Ph.D. in Chemistry and Biochemistry, a law degree, and has practiced in the field of intellectual property law since January 2002.



#### 1:00 - 1:50 PM AI IN HEALTHCARE



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

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

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



#### • Ali Farahanchi, Vice President, DHVC (M)

Ali is Director at DHVC, an early-stage fund based in Palo Alto, where he leads the fund investment in digital health and therapeutics startups. Some of his past investments include PathAl, Engine Biosciences, Mammoth Biosciences, and Beam Therapeutics. Ali received PhD degree in Engineering from MIT, and MBA degree from Chicago Booth.



#### • Lu Zhang, Founder & Managing Partner, Fusion Fund

Lu Zhang is the Founding and Managing Partner of Fusion Fund. Lu is a World Economic Forum - Young Global Leader (Class of 2018). She has also garnered other accolades including the Featured Honoree in VC of Forbes 30 Under 30 (2017), Silicon Valley Women of Influence (2018), Town & Country 50 Modern Swans – Entrepreneurship Influencer (2017), and Top 10 All America Chinese Youth (2018). Prior to starting Fusion Fund, she was the Founder and CEO of a medical device company focused on non-invasive technology for the early diagnosis of Type II diabetes (acq 2012). Lu is a frequent speaker at tech events and conferences and also serves as a mentor and advisor to several tech innovation programs in Silicon Valley. Lu is the board member of the Youth Council of Future Forum and Future Science Award. She received her M.S. in Materials Science and Engineering from Stanford University.



#### • Miraj Sanghvi, Principal, DigiTx Partners

Miraj is a Principal at DigiTx Partners and brings a background with operational data science experience in the startup and healthcare industries. Before joining the firm, Miraj was a data scientist at multiple venture-backed startups in San Francisco, most recently as a Senior Data Scientist at VigLink. He started his career as a Healthcare Policy Consultant working with the Centers for Medicare and Medicaid Services (CMS) on their Part D prescription drug program. Miraj holds a B.S. in Economics from Washington University in St. Louis and is a Board Member at Sensoplex, and Board Observer at Siris Medical and Tissue Analytics.



#### • Xinhong Lim, Director, Vickers Venture Partners

Dr Lim Xinhong joined Vickers in 2015 and is based in Silicon Valley. He has led investments into drug delivery, Al drug discovery and advanced materials companies, and advises on fund strategy and portfolio companies in the life sciences, healthcare and tech sectors. Dr Lim obtained a Certificate in Innovation and Entrepreneurship from the Stanford University Graduate School of Business. He is an Assistant Professor (Adjunct) in skin stem cell biology at the Lee Kong Chian School of Medicine, Nanyang Technological University (NTU) and the Skin Research Institute of Singapore (SRIS) at the Agency for Science, Technology and Research (A\*STAR).



#### • Yizhen Dong, Principal, 11.2 Capital

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



# 2:00 - 2:50 PM AI IN PATHOLOGY AND IMAGING



Al-based technologies are expanding within the life sciences, especially within the areas of pathology and imaging. This panel will discuss what investors are seeking in this space, and what technologies they would like to see. Topics may include:

- What types of technologies are the most exciting, and what areas are oversaturated?
- What do investors want to see with these technologies?
- What are common red flags when approaching investors?

Panelists will discuss the different applications for AI in all forms of imaging and pathology, what types of image analysis investors would like to see, and what other applications they envision for AI in this field.



#### • Guy Lavi, Founder & Managing Partner, Vision Elements (M)

Guy Lavi has over 25 years of experience in computer vision, out of which more than 15 years in medical imaging. Guy currently serves as Managing Partner at Vision Elements, a company he founded 12 years ago, providing research and development services for imaging-based companies globally, In 2012 he co-founded Cathworks, a medical technology company that invented and realized the world's first real-time physiology modality in cardiac catheterization laboratories. Guy served as the company's CEO until 2017, and has led it through venture capital and strategic investments of more than \$50m, FDA clearance and commercial launch. He is the inventor of multiple patents in the domain of medical imaging and radiotherapy.



#### • Kenneth Baker, Partner, Baker & Eastlack Ventures

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



#### • Mu Li, VP, Global Business Development & Strategy, Align Technology

Mu is Vice President of Global Business Development and Strategy at Align Technology, headquartered in San Jose, California. She is responsible for M&A, investment, partnerships, competitive intelligence, insights and marketing analytics. She brings more than 15 years of experience executing strategic transactions and nurturing partnerships, as well as operating in a variety of industries and business models. Before Align, Mu was Vice President of Corporate Development and Strategy at Silver Spring Networks, focusing on inorganic growth through M&A and strategic programs for the Internet of Things. Her prior roles include Vice President and General Manager of Applications and Services Group, a division of HP's Consumer Personal Systems with business development, partnerships, and software product responsibilities. She started her career as a management consultant with McKinsey&Company. She holds a PhD in Economics from Stanford University.



#### • Navid Alipour, Co-Founder & Managing Partner, Analytics Ventures

Navid Alipour is Co-founder and Managing Partner at Analytics Ventures, a Venture Formation Fund focused on launching companies with artificial intelligence and machine learning at their core. Before co-founding Analytics Ventures, he founded La Costa Investment Group, making investments in startups nationally. Through the founding of multiple Al-based companies like CureMetrix and CureMatch, Navid is a long-time entrepreneur in Al, addressing the need between angel investors and big VC funds.

# TRACK 3

#### 3:00 - 3:50 PM Tales from the road



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

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



• 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.



• Alan Lucas, CEO, Navigation Sciences

Alan is the CEO of Navigation Sciences and has served in senior business development and marketing positions at development stage and emerging medical technology companies for more than 25 years. He has global senior management experience enhancing investor value, including execution of successful fund raising, IPOs, private placements and cross border M&A transactions,. His experience includes work at Alira Health, EnlightenVue, Simplicity Orthopedics, Abiomed, Implant Sciences, Kirschner Orthopedics and ACUFEX MicroSurgical.



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

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



• Tim Lawrence, CEO, Co-founder, Oralucent

Entrepreneur, physicist, and former executive at IBM and Sony. Tim is an inventor who holds four patents and is an expert in online marketing, brand development, global sales, and distribution. Before founding Oralucent, he founded and built a pediatric health products startup into a multi-million business which he sold in 2017.



• Tript Bhatia, Director, Startup Alliance, ACCESS Health South East Asia

Tript Bhatia leads Health Futures Startup Alliance, through which ACCESS Health supports promising innovative enterprises interested in the healthcare and ageing sector with business development, fundraising, mentorship and access to networks in Asia. She co-authored a study, jointly conducted with the Economic Development Board of Singapore, on scaling digital health innovation in Asia. Tript also leads the Fintech for Health initiative where she facilitates practical dialogue and co-creation between the financial and health sectors to develop innovative solutions that will help people afford healthcare. Tript has ten years of work experience in the financial sector, and most recently was responsible for providing a full range of financial services (capital markets, sovereign rating advisory and treasury management) to public sector clients including development organisations and micro-finance providers in South Asia and South East Asia. Tript holds a Bachelor degree in Microbiology from Imperial College London.



#### 4:00 - 4:50 PM FUNDRAISING BOOTCAMP





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 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.



• 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.

# The Life Science Executive's FUND RASING BUNDERS TO BUNDERS TO BUNDERS TO BEST PRACTICES FOR IDENTIFYING CAPITAL IN THE BIOTECH AND MEDTECH ARENAS BY Dennis Ford Large Pharma and Biotech Companies • Corporate Venture Private Equity and Hedge Funds Family Offices • Foundations • Venture Philanthropy • Patient Groups Venture Capital Funds (limited) Angels Family • Friends R&D Preclinical Phase I Phase II Phase III On Market Contributors Robert Cohen, Tom Crosby, Jack Fuller, Nono Hu, Maximilian Klietmann, 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

# Partners Empowering Our Life

DAYLI Partners is a healthcare-focused venture capital firm based in Seoul, Korea.

We are a group of scientists, clinicians, and industry experts with a shared vision for better healthcare for all,

Leveraging our scientific expertise and extensive industry network, we identify unique opportunities and make evidencebased investment decisions.

We build, fund, and grow companies without borders - in therapeutics, diagnostics, devices, and digital health.

Reach out for ways to collaborate with us.





- ▶ Legal, Accounting, Management Consulting
- ▶ Seed Financing



- ▶ Startup Investment
- Investment in Small and Medium-Sized Enterprises



- Financing for Public Companies
- Governance Restructuring
- Gift/Inheritance Structuring
- ▶ M&A

#### **DAYLI Partners**

#### (주)데일리파트너스

- L 15F Urbanhive B/D, 476, Gangnam-daero, Gangnam-gu, Seoul, Republic of Korea
- T +82, 2 563, 0890
- F +82, 2 563, 8787
- W http://dayli.partners



# TRACK 4: FEATURED COMPANY PITCH SESSION



#### WATCH FEATURED COMPANY PITCH AT 2ND FLOOR, THEATRE

Track 4	Featured Companies
8:00 - 8:50 AM  BIOTECH ENTREPRENEUR PITCH SESSION	Orpro Therapeutics  SmartPharm THERAPEUTICS Biologics from Within  SINALASENSE  CELLULAR THERAPEUTICS CELLULAR THERAPEUTICS
9:00 - 9:50 AM  MEDTECH ENTREPRENEUR PITCH SESSION	© CLEARFLOW CE CEllConstructs Corinnova PhysioCue
10:00 - 10:50 AM  ADVANCED PLATFORMS & TOOLS ENTREPRENEUR PITCH SESSION	Navigation Sciences  ReviveMed Sisaf \(\therefore\) zepto
11:00 - 11:50 AM  DAY LI Partners  KOREA ENTREPRENEUR PITCH SESSION	Tomocube WHysensBio WBIOLOGICS BIORCHESTRA Genoplan
1:00 - 1:50 PM Global Family Office BioForum ALZHEIMER'S DIAGNOSTICS & TREATMENT PITCH SESSION	NEUROGNOS  NeuroPharma  NeuroLucent Novel Therapeutics for Altheirer's disease  TNeuroPharma
2:00 - 2:50 PM Global Family Office BioForum WOMEN CEOS PITCH SESSION	AltrixBio  JOY BIOLOGICS BREAST DRESSING
3:00 - 3:50 PM Global Family Office BioForum CANCER DIAGNOSTICS PITCH SESSION	Glycotest BREAKTHROUGH GENOMICS Scanogen™



#### 8:00 -8:50 AM BIOTECH ENTREPRENEUR





OrPro Therapeutics (JLABS, La Jolla) is addressing significant unmet treatment needs for diseases of the airway, GI tract and eye characterized by obstructive mucus, inflammation, and chronic infection. Our platform-in-a-product approach is based on thioredoxin, a secreted human enzyme with potent and uniquely selective disulfide bond-reducing properties. OrPro's Theradux technology engineers thioredoxin to act preferentially on mucosal surfaces without systemic uptake. This patent-protected strategy confers both long-duration activity and outstanding safety in animal studies. Our initial Theradux target is the rare/Orphan disease cystic fibrosis (CF) with preclinical development candidate ORP100S formulated for inhalation delivery. ORP100S has shown efficacy in relevant non-clinical human and animal CF models and is anticipated to 1) improve efficacy of newly-approved CFTR modulator therapies and 2) treat the remaining CF population who are not modulator therapy candidates. OrPro has received \$2.7M in non-dilutive funding from NIH and the Cystic Fibrosis Foundation in addition to a \$2.3M Series A and is seeking new investors for its next round of equity financing.



SmartPharm Therapeutics is a Cambridge MA-based gene therapy company applying the next generation of non-viral DNA and RNA technologies to treat serious human diseases. Founded with the vision of producing "Biologics from Within," SmartPharm is focused on bringing together unique technology and developmental capabilities for treatment of rare diseases through enzyme replacement. Our lead program addresses the replacement of an enzyme to alleviate Gaucher disease, a serious orphan disease that currently represents a ~\$1.2 billion-dollar global market, with the goal to supplant the current paradigm that requires frequent infusions of costly proteins. SmartPharm expects to initiate clinical proof-of-concept in Gaucher disease by the first half of 2021. The ability to address Gaucher disease would be the first SmartPharm target in a group of rare diseases known as lysosomal storage disease that include Fabry and Pompe disease and represent a large potential pipeline for the technology. In addition, our platform includes our RNA programs that address tissue regeneration/restoration following acute myocardial infarction or bone marrow transplantation.



SonALAsense is developing sonodynamic therapy (SDT) with a first-in-class, non-invasive, drug-device combination to treat recurrent glioblastoma multiforme (rGBM) and other cancers. SDT uses MRI-guided focused ultrasound together with aminolevulinic acid to selectively regress rGBM (which has no effective therapy). Compelling animal data from three independent labs.



Validus Cellular Therapeutics, Inc. (Aurora, CO) is developing a next-generation treatment for antibiotic-resistant chronic infections. In the US annually, 2.8 million people get antibiotic resistant infections, and 38,000 people die from those infections (US CDC, 2019). The WHO estimates there are 700,000 deaths globally due to antimicrobial resistance! Bacteria are often able to form resistant populations called biofilms on implanted devices, like orthopedic devices. These infections prevent the human body from healing following surgeries or common medical procedures. Untreatable infections often result in revision surgeries, loss of limbs, or death! Validus is leveraging a novel cellular approach discovered at Colorado State University allowing for critical in vitro activation of Mesenchymal Stromal Cells (MSCs) to fight infections that prevent healing. The activated MSCs seek out even deep-seated infections and re-sensitize the infection to antibiotics using a combination of direct bacterial killing and immune augmentation. Following successful clinical trials in companion dogs by CSU veterinarians, Validus is transitioning the cell therapy to humans! Validus is seeking a seed round of financing to enter clinical trials targeted to start in Q4 2020.



#### 9:00 - 9:50 AM Medtech entrepreneur





Phase 2 clinical trial to begin Q3 2020 at the Ivy Brain Tumor Center, which will provide all the (non-dilutive) funds for the trial. Seeking \$5MM in a Series A preferred financing to support operations through clinical proof of concept in rGBM in Q1 2021. Plan to follow this round with non-dilutive financing from a pharma partnership ex-US to support operations through FDA approval or an exit via M&A. Led by an experienced team of entrepreneurs and biotech executives with multiple successful exits.



CorInnova has developed the World's first minimally invasive soft robotic Cardiac Device to treat heart failure. It is a revolutionary soft robotic non-blood contacting biventricular cardiac assist device for the treatment of heart failure that would eliminate the many adverse events associated with existing cardiac assist devices due to blood contact. The device is a collapsible, biventricular soft robotic muscle that can be delivered and secured to the heart in a minimally invasive manner. The device may also reverse the progression of heart failure or event prevent its development in post-heart attack patients. The device, initially for the large and fast-growing short-term cardiac assist market (up to 7 days' use), will expand the market by \$2B to an \$6B addressable market by treating patients who cannot use existing devices.



Cell Constructs is a regenerative healthcare company dedicated to improving advanced wound care, leveraging proprietary medical device technologies, and biotechnology research and development. Cell Constructs seeks to develop and deliver to our global community highly effective advanced wound and burn therapies which address currently unmet needs in an ethical, responsible, and financially accessible manner. Building on advancements in cost-efficient biomaterials technology, Cell Constructs is committed to bringing cutting-edge treatments to patients in the United States and around the world in order to drive improvements in global health.



"Your Health is Finally in Your Hand!" PhysioCue is a four-year-old consumer digital health and therapy device development company, located in the heart of Silicon Valley, our mission is to provide innovative, immediate wellness therapies that enable patients to live healthier, happier, and longer lives. We developed a non-invasive hypertension therapy device and a migraine and headache therapy device. PhysioCue's therapy devices are portable, rechargeable, efficient, safe, user-friendly, and has none of the side effects associated with drugs. By providing the right information, tools, and support at the right time, we provide our customers and their caregivers with real-rime, personalized insights to make hypertension reduction and BP monitoring manageable. (www.physiocue.com)



#### 10:00 - 10:50 AM Advanced Platforms & Tools





Navigation Sciences, (Brookline MA), is developing, Image-guided Video Assisted Thoracoscopic Surgery (iVATS) technology for minimally invasive identification and removal of early stage lung tumors and other soft tissue cancers. The technology, which combines intraoperative imaging with Augmented Reality (AR), promises to improve surgical outcomes and increase operational efficiency. Navigations technology's key innovation is in the use of an active fiducial marker for localizing the tumor, along with augmented reality software to enable real-time, visualization and guidance with integrated surgical devices.



ReviveMed is an MIT spinout, artificial intelligence (AI)-driven drug discovery platform by uniquely leveraging data form small molecules or metabolites in the human body. Located in the heart of biotech innovation in Cambridge, ReviveMed uniquely overcomes the difficulties of identifying a large set of metabolites for each patient, based on technology that our team developed at MIT and published in Nature Methods. Our AI platform further combines the data from small molecules with other molecular data, and translates these data into novel therapeutic insights for drug discovery. Currently, ReviveMed is collaborating with tier-one pharmaceutical companies and pursuing internal drug discovery, initially focused on metabolic diseases, including non-alcoholic fatty liver.



SiSaf, a UK commercial stage biopharmaceutical company, is applying its revolutionary Bio-Courier® technology to develop life changing precision medicine. This highly versatile and validated platform has a broad portfolio of both in-house and partnered blockbuster product opportunities, especially in Gene Therapy, which is currently restricted by inefficient and expensive viral vectors limiting access to this paradigm shift in medicine. The next stage of SiSaf's pipeline expansion is aimed at making Bio-Courier technology the pre-eminent non-viral vector delivery platform in Gene Therapy. SiSaf's Bio-Courier technology leverages the unique properties of bioabsorbable silicon to overcome the constraints of current drug technologies. Ground-breaking proof-of-concept data demonstrates the safe and efficient non-invasive ocular delivery of siRNA with high transcription rates. Led by Dr Suzanne Saffie-Siebert, Ph.D., an authority in the delivery of nucleic acid and silicon innovation, her accomplished team are achieving clinical and accelerated regulatory success and expect to realize their financial goal of unicorn status within its next investment phase.



Zepto is an in-vitro diagnostics company with unique, accurate and multiplex-ready "lab-on-a-chip" biotechnology. We are developing clinical solutions with Mayo Clinic, and improving patient outcomes through superior assay performance at patients' exact points of need (a \$12B market). Zepto's fully-automated Immunoassay Platform can conveniently deliver "central lab-quality" performance at almost any point of care and targets FDA approval for a D-Dimer test in 2020. Meanwhile, Zepto's portable Liquid Biopsy Platform can deliver unparalleled sensitivity and specificity in whitespace markets, like fungal infection, and targets FDA approval in 2021.



#### 11:00 - 11:50 AM **KOREA ENTREPRENEUR**





Tomocube is an innovative medical device startup in Korea providing 3D holographic microscopy for scientists and clinicians. Tomocube is dedicated to delivering products that can enhance biological and medical research via novel optical solutions that can assist Tomocube in understanding, diagnosing, and treating human Tomocube diseases. Current optical microscopes only provide users with a 2D view of their sample. To get a 3D view, users must use expensive and invasive electron or confocal microscopes, which require extensive pre-preparation of samples and are not amenable to dynamic samples such as live cells. Tomocube's platform enables researchers to measure nanoscale, real-time, dynamic images of individual living cells without the need for sample preparation.



HysensBio is a bio-venture company of oral medicine that develops medications for incurable, chronic dental diseases. After investigating for over 20 years, HysensBio identified the world's first dentin-regenerating peptides. HysensBio focuses on creating customer values in dental and pharmaceutical industries. HysensBio discovered that CPNE7 protein induces dentin formation. The physiological dentin regeneration was confirmed in vivo. It has developed functional peptides that show the same functions as the CPNE7 protein and has applied for a patent for these peptides in 12 countries. Based on this technology, HysensBio is developing a novel peptide medicine to treat dental caries and dental hypersensitivity.



Y-Biologics is a Korean biotech company focusing on the discovery and development of novel antibody therapeutics based on its human antibody library Ymax-ABL and Bi-specific antibody platform technology ALICE. It has successfully secured its own human antibody library based on phage display to discover target antibodies and has developed 20 antibody candidates in various modalities. Following early works in discovery, it has recently developed a novel BsAb platform technology: ALiCE, which has the potential to address current BIOLOGICS unmet needs in fields of immuno oncology. ALICE has a strong potential to address these unmet needs by utilizing the unique 2-by-1 structure and the innate cellular assembly mechanism. ALiCE preserves the F(ab')2 structure of the parental antibody to maintain high binding affinity to the cancer antigen and substitutes the Fc region with a monovalent Fv to induce immune response. Unlike other bispecific antibodies with mutated structures or linkers, ALiCE enables the creation of bispecific antibodies composed only of natural elements.



BIORCHESTRA is developing optimized RNA sequences and RNA delivery technology that deliver mRNA or microRNA regulators effectively and safely. Delivering multiple mRNAs at once into the cytoplasm can mimic multi-protein complexes that function as epigenetic enzymes. Delivered microRNA regulators can be able to control multiple protein function impaired diseases like neurodegenerative disease. Moreover, unlike DNA-targeting therapeutics like gene therapy, which may insert into chromosome permanently, RNA-based therapeutics can be temporary and this leads to reduce the risk of irreversible cellular DNA changes may induce tumorigenesis. BIORCHESTRA have developed its proprietary Polyion complex micelle, the formulations for the delivery of RNA molecules to specific tissues. The company's proprietary Polyion complex micelle have several advantages over the existing legacy RNA delivery systems, for example, increased tolerability (stability) and reduced toxicities with repeated administration. It is also homogenous micellar structure which is well quality-control platform. In addition, it easily able to be mounted by target moiety to deliver at desired tissues (Brain, Liver, Blood, Skeletal muscle and Cancer tissue).



Genoplan is 23andMe for insurance. The company provides B2B genetic testing service and genomic-data-driven SaaS CRM for insurance agents and brokers. U.S. market has led the explosion in consumer genetic testing due to its interest in ancestry genetic testing (genealogy). In contrast, ethnic homogeneity and low consumer genomics awareness has resulted in slow growth of Asian markets. Genoplan's unique business model of selling its genetic testing kits to insurance agents and brokers has shown great promise to solve this Asian puzzle. Agents and brokers are about four times more likely to make an insurance sale using Genoplan's solution, compared to not offering the test. In addition, Genoplan's Saas CRM provides technological support to enhance interaction between customers and insurance agents. Revenue is expected to reach \$7 million in 2019, with monthly growth rate of 21% in the past 12 months. With offices in South Korea, Japan, Singapore, and Taiwan (2020) Genoplan is targeting East and Southeast Asia markets, which is expected to reach \$2.5 billion by 2024. Genoplan's total funding to date is \$19 million and is currently seeking Series C funding.



Noul is a four-year-old startup biotech startup focused on improving access to modern, more accurate and eco-friendly diagnostic tests for all, regardless of environmental and economic challenges through an automated Al-driven clinical testing platform, miLab. miLab is a compact, automated, all-in-one diagnostics platform that perfectly replicates the 100-year-old, gold-standard clinical testing method. The core technology of the miLab platform makes it possible for accurate clinical diagnostics to be conducted without water, without the use of earth-damaging chemicals and harsh reagents, and even without the traditional clinical lab infrastructure and skilled technicians greatly improving access to modern clinical diagnostics.



#### 1:00 - 1:50 PM Alzheimer's Diagnosis & Treatment



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NEURCGNOS

What does the ideal Alzheimer's diagnostic test look like? ... Above all, it should be as simple and painless as any of the other routine tests you get during your annual physical. In other words, a blood test would fit the bill. Bill Gates. (April 02, 2019) Neurognos is a novel diagnostic device company established in 2017 in Chile and San Antonio, Texas. We are developing a platform to create a neurodegenerative disease diagnostic test that works with a small blood sample. At Neurognos, we're connecting Alzheimer's patients with next-generation screening and diagnostic tests through the power of Machine Learning.



T-Neuro Pharma's technology is based on the breakthrough discovery of Dr. Christopher Wheeler out of Cedars-Sinai Medical Center in Los Angeles. Dr. Wheeler has generated compelling data showing that the adaptive immune system (T-cell) is a major player in the development of AD pathology. He has identified a population of abnormal T-cells that enter the brain, causing an auto-immune-like attack on resident neurons. This then leads to the classic AD pathology, including Beta-Amyloid and Tau accumulation, neuro-inflammation and cognitive decline. The immune cells responsible for this initial stage of AD are detectable in a blood sample and can identify an Alzheimer's patient very early in the progression of the disease - as early as Mild Cognitive Impairment (MCI) - possibly earlier. Our data has shown that this simple blood test is more effective than costly MRI imaging, and invasive and painful Cerebral-Spinal Fluid sampling. In addition to the biomarker utility of this discovery, Dr. Wheeler has also shown that the T-cells can be blocked from entering the brain, preventing progression of AD. Ideally, the biomarker will be utilized to detect the disease early, then the treatment will be administered to prevent the disease from ever progressing.



NeuroLucent is an early-stage company focused on developing small-molecule therapeutics to treat the cognitive loss associated with Alzheimer's disease. We are targeting Ca2+ dysregulation, an established hallmark of AD neurons. The NeuroLucent team has uncovered a key intracellular Ca2+ transporter that is elevated and hyperactive in AD neurons. Preclinical validation has been achieved through the identification of compounds that normalize Ca2+ levels and decrease disease markers in animal models



Company at initial commercial rollout, seeking series-A investment, FDA Breakthrough Device Designation, 510k submitted Dec. 2019 Data valuation, biomarker development with initial focus on Age related cognitive Health. Future platform extension into other diseases with current POC in cardiovascular disease. At Optina Diagnostics, "We are changing mindsets when it comes to brain health" Optina Diagnostics' Retinal Deep Phenotyping platform allows for early patient characterization and identification of the sources of cognitive decline. All in a decentralized, near-patient approach (consumerism), that in turn, translates into appropriate brain care and management. Our pipeline of biomarkers is aligned with the biological definition of Alzheimer's disease and other dementia, providing the whole story for proper patient management. Optina Diagnostics is conducting its clinical trials in collaboration with major academic institutions and preparing for distribution through its network of partner eye clinics across Canada, USA and Japan.





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AltrixBio has developed LuCl<sup>TM</sup>, a novel substance that transiently coats the GI mucosa to block nutrient absorption, independent of the pH environment, temporarily mimicking the effects of Gastric Bypass (RYGB). LuCl is comprised of a sucrose octasulfate aluminum complex engineered into a complex coacervate formulation linked via pH-independent electrostatic interactions. When exposed to gastrointestinal fluid, LuCl forms a sticky paste that binds to the mucosa to form a coating on the site of GI tract. LuCl 1) can be orally administered, 2) rapidly binds to the luminal surface of the stomach, duodenum, and small intestine, 3) forms a continuous barrier coating to block nutrient contact, 4) has shown in vivo efficacy in a rodent model to significantly lower postprandial glucose response, and 5) has shown no systemic absorption or toxicity, thus minimizing the risk profile. Furthermore, by adjusting viscosity and dosing of the drug, we can alter duration of exposure, thus creating a family of drug formulations to coat the intestine and alter glucose homeostasis for different periods of time. The company is advancing AJN 003 for the treatment of type 2 Diabetes. Additionally, LuCl's unique attributes may provide an ideal platform for delivery of drugs to the GI tract.



Joylux is a consumer healthtech company reinventing the multibillion-dollar women's intimate health market with proprietary, patented home-use solutions delivering clinically proven results for the millions of menopausal women suffering from pelvic floor issues. Launched in the U.S. in March 2018 under the vFit brand and cleared for sale in 42 countries, we validated our business model with more than \$3M in sales and 20K devices and consumable products sold through 300+ doctors' offices as well as online through select e-tailers and our website. Our IP portfolio includes 14 issued patents including utility patents in the US and China. Using Al and telehealth partners, our next generation connected device will help women monitor and manage their personalized treatment while collecting comprehensive menopausal health data. \$10M in funding will catapult our growth and solidify our position as the leading femtech brand.



To test 3D organ and tissue growth Prellis Biologics' developed Vascular Tissue Blanks. We now ship our scaffolds to over 30 academic and pharma research labs. Researchers use our structures to produce guaranteed large 3D organoids and to improve engraftment of tissue in transplant models. Vascular Tissue Blanks dramatically improve speed, reliability and consistency of 3D cell culture experiments, providing better results.



Every year women around the world undergo 13 million medical or cosmetic breast procedures and surgeries. Yet, there is NO STANDARD for post-op care. While the techniques used in breast surgeries have improved drastically over the years, post-surgery recovery solutions sadly, remained unchanged. Until now. EZbra is the world's first and only post-op disposable compression bra. It's specifically designed to improve the recovery experience after breast surgeries, allowing patients to recover with dignity. EZbra is a patented, sterile, disposable and absorptive, all-in-one, advanced breast dressing, tackling the challenges that arise post breast procedures (lumpectomy, mastectomy, reconstruction and aesthetic). EZbra enables surgeons to address patient discomfort immediately following surgeries and it's quick, simple application saves time in the operating room. EZbra features a frontally-fastened, adjustable design and can be worn and changed by patients, even if they have a limited range of motion. The design is fashioned to adjust to all breast shapes, complies with breast asymmetry conditions and helps anchor breast implants and stabilize drains. EZbra is a women-led company and is a part of the Femtech industry which focuses on women's healthcare and wellness.



#### 3:00 - 3:50 PM Cancer Diagnostics



## **SPONSORED BY**Global Family Office BioForum



AHEAD focuses on the development and application of AI enabled diagnostic and disease assessment tools to blood cancer treatment. We have developed leukemia cell detection models which allow physicians to identify abnormal cases promptly and avoid delays in clinical decisions such as whether to proceed with a bone marrow transplant or not. Our vision is to enable AI aided clinical decision making in the blood cancer treatment for every physician and to identify, with greater ease, optimization paths to better treatment strategies.

BREAKTHROUGH GENOMICS With our groundbreaking A.I., Breakthrough Genomics aims to achieve the impossible: transform the way that genomic data is interpreted so genomic sequencing can be scaled to millions (eventually billions) of people around the world - allowing us to generate scalable revenue, capture invaluable data, as well as remove the bottlenecks to precision medicine of the future. Breakthrough Genomics offers the first fully automated clinical genomic data interpretation platform through its ENLITER<sup>TM</sup> Software. Our platform compiles knowledge from tens of millions of published medical journals and curated databases, and intelligently links the clinical terms with diseases, genes and variants. As such, the platform not only can automate the tasks of clinical genomic diagnosis, but also can increase diagnostic yield in real-time. In fact, we have been able to diagnose some unsolved rare disease cases in 30 minutes using ENLITER<sup>TM</sup> software. ENLITER<sup>TM</sup> can reduce the analysis time from weeks to hours saving a typical genetics lab over \$2500 per sample. Breakthrough Genomics has been named to be the "Top10 Genomic Solution Providers in 2019" by Pharma Tech Outlook Magazine. We are also the winner of "Buzz of Bio Contest 2020" to recognize the most innovative company in the diagnostic field.



Glycotest is a private, market driven liver diagnostics company commercializing new and unique blood tests for life threatening liver cancers and fibrosis-cirrhosis with exclusive, worldwide rights to over 50 patent-protected serum protein biomarkers. Glycotest's lead product is its HCC Panel--a biomarker panel driven by a proprietary algorithm for detection of curable early-stage hepatocellular carcinoma (HCC), the most common form of primary liver cancer. Glycotest has significantly out- performed current standard tests in three clinical studies. We are seeking investors to participate in the commercialization of these promising diagnostic tools, which address serious unmet clinical needs for the detection of curable early-stage liver disease.



• Scanogen employs a one of a kind molecular technique, Single Molecule Scanning (SMS). SMS is a highly sensitive patented detection technology that requires no amplification and uses a single molecule signal that bypasses the complex chemistries that are the Achilles-heal of classical PCR methods. SMS has major advantages over PCR regarding sample preparation, multiplexing and cost. • In collaboration with Johns Hopkins University and \$9.5m in grants from NIH, Scanogen to date has completed the high-risk technology development phase and is currently finalizing assay development and initiating development of the automated platform. • Scanogen's first product is a fully automated system for rapid detection and identification of bloodstream pathogens. This first assay aims to replace the gold standard of blood culture for testing patients suspected of bloodstream infection by providing results in one hour instead of 2-5 days. • The Scanogen team includes the inventor of SMS technology (Al Celedon, PhD from JHU) and two former Becton Dickinson executives with extensive experience in the development (Tom Borgoyn) and commercialization (Gregory Meehan) of infectious disease diagnostic systems.









1,200+ **ATTENDEES** 

500 +•6• **Healthcare Investors** & Strategic Partners **Qualified Early Stage Investors** across 10 Categories

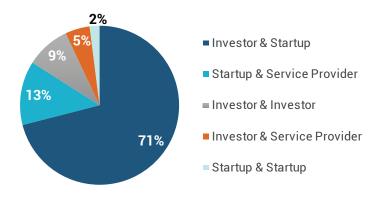


Countries

1,500+Meeting Slots

**US States** 

#### Who Meets with Whom at RESI Conferences



#### 82% C-Level Executives



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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## Global Family Office BioForum

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#### **Bronze Sponsors**





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#### **SPONSORS**







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

#### **Global Family Office BioForum**

The Global Family Office BioForum (GFOB) is the leading alliance of international Family Offices focused on healthcare/life science which meets quarterly in 18 cities in the US, Europe and Asia. GFOB also has a 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.



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





Created in 1979 by 31 members of Advamed, Medmarc's purpose is to be the superior provider of liability insurance and related risk management solutions. We support the development, testing and delivery of medical products that save lives and improve the quality of life. We provide a single source of global innovative healthcare liability insurance solutions to the life sciences companies we serve. From ideas and prototypes to the reality of commercialization and success – We can Meet Your Changing Needs.



Viva Biotech's mission is to become a cradle for innovative biotechnology companies around the world. Viva Biotech has developed a scalable business model combing 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.

#### **SPONSORS**







DAYLI Partners, based in Seoul, South Korea, is a healthcare-dedicated venture capital firm investing in therapeutics, diagnostics, medical device, and digital health. With ~\$200M USD under management, DAYLI Partners invest in every stage of company from seed to pre-IPO, with a flexible ticket size tailored to each company. DAYLI Partners' investment team consists of clinicians, researchers, healthcare analysts, and fund managers with deep industry and academic networks in the biotech and healthcare space.



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.



"The Gateway to Asia for Healthcare and MedTech" BE Capital and Taipei Medical University (TMU) will introduce the new Venture-Studio Style BE x TMU Investment Program. This program aims to increase the success rate of startups within the healthcare landscape in Asia and help you expand your market reach and valuation. Taipei Medical University has five world-class hospitals under their management, with a focus on innovation and smart hospitals. The program is individually tailored to accommodate international and local startups looking to venture into the Asian markets. The partnership BE and TMU have fostered together is the cornerstone of our core competencies. Our unparalleled access to hospital facilities, research institutes, investors, healthcare experts and other industry stakeholders help you secure funding and expand your market to Japan, Greater China, and SEA.



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



Québec is home to over 650 life sciences companies as well as 56,000 qualified workers who are active in every stage of the development of therapeutic products, medical technologies and digital health products, from discovery to marketing. With the successful completion of over a billion dollars' worth of private industrial projects in the last five years, the Québec life sciences ecosystem is booming. Many of the industry's global leaders have chosen Québec as the ideal business partner for their production activities.

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







#### **INVESTOR PLATFORM**

5,000 early stage life science investors across 10 categories

#### **COMPANY PLATFORM**

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

#### FOCUS ON CURES ACCELERATOR

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















#### **FUNDRAISING ADVISORY FIRM**

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

#### **GLOBAL NETWORK OF INVESTORS**

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

#### **INTEGRATED WITH LSN & RESI**

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



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