



RESI REDEFINING
EARLY STAGE
INVESTMENTS

DIGITAL RESI CONFERENCES & EVENTS SPONSORSHIP BROCHURE



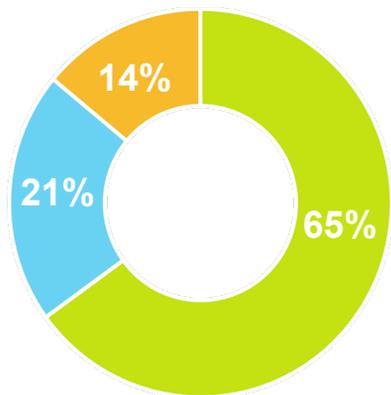
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LIFE SCIENCE NATION
Connecting Products, Services & Capital

RESI Overview

RESI is the Biggest Partnering Conference in The North America Focuses on The Early-Stage Life Science Investments and Strategic Partnerships.

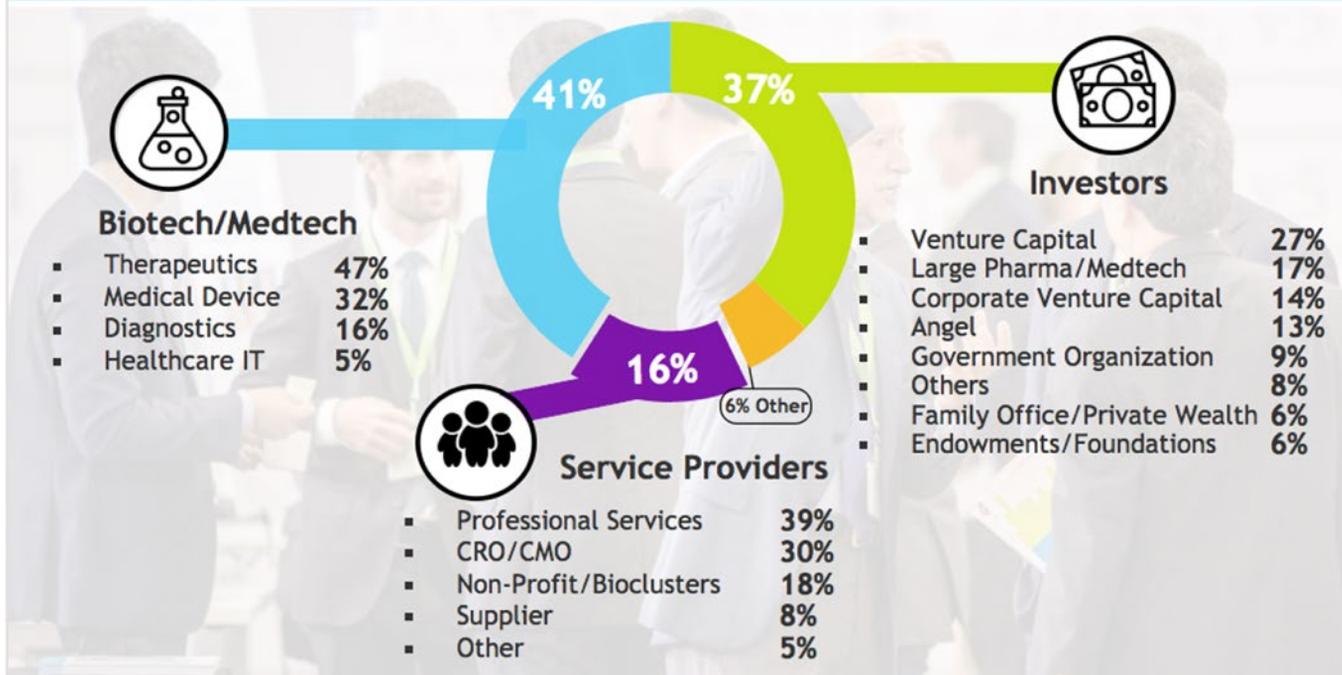


- Attendees from **30+** Countries
- **6** RESIs per Year Since 2013
- **700+** Attendees Per RESI

■ North-American ■ Europe ■ Asia

In the past **7** years, over **300** companies have raised **\$400+ MM** through **30** RESI Conferences.

TAKE A LOOK AT YOUR AUDIENCE



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Compelling Metrics of RESI's Digital Format



700-1000+
Participating
Attendees



2,500-3500+
Virtual Partnering
Meetings



Participants
from **5**
Continents



96 hours of
uninterrupted
partnering

24-hour Digital RESI Global Event



April 29th, 2020, at 7:00 a.m. Est



April 29th, 2020, at 4:00 p.m. Est



April 29th, 2020, at 11:00 p.m. Est



April 30th, 2020, at 3:00 a.m. Est

[Click here to see the Digital RESI Live Agenda Example](#)

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Digital RESI Sponsorship Levels

	Co-Organizer	Title	Gold	Sliver	Bronze	Exhibitor	Ad. Sponsor
<u>Dedicated Webpage</u>	X	X	X	X	X	X	
<u>Free Registration</u>	6	6	5	4	3	2	
<u>Discounted Additional Registration (% off)</u>	25%	25%	20%	15%	10%		
<u>Logo Featured on RESI Website</u>	X	X	X	X	X		X
<u>3-week Newsletter Banner Ad.</u>	3	3	2	1	1		X
<u>One Newsletter Article</u>	X	X	X	X			X
<u>Workshop or Panel Moderator Slot</u>	X	X	X	X			
<u>5 Slots for Pitch Sessions</u>	X	X	X				
<u>Branding of One Track</u>	X	X					
<u>Logo Featured on the RESI Banner</u>	X	X					
<u>Revenue Share</u>	X						



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Dedicated Webpage



By clicking the sponsor's logo on the Digital RESI Live Agenda, Attendees will access a dedicated webpage of the sponsor, which including a Video Presentation, Company Description, Presenter's Bio, and Downloadable Marketing materials.



Registration Participants Pitch Session Innovation Challenge Partnering Sponsorship RESI Series

Partnering Login

WELCOME TO DIGITAL RESI PARTNERING EVENT

Connecting Early Stage Products With Capital & Channel Partners

[BACK TO EVENT PORTAL](#)

Sponsor



McDermott
Will & Emery

For life sciences leaders seeking to clear their path to success, McDermott Will & Emery is an industry-leading law firm offering mission-first business solutions that are equally informed by market intelligence and proven experience. We harness the power of collaboration to bring the right combination of people, skills and knowledge to bear at the right time. Composed of top lawyers with demonstrated strength across intellectual property, transactional and litigation law and FDA regulatory, we're a purpose-built team of thought leaders united by a passion for our work. For decades, we have embraced the value of focused knowledge, harnessing both the particular skills of individuals and the collective experience of our team. This makes us uniquely qualified to help

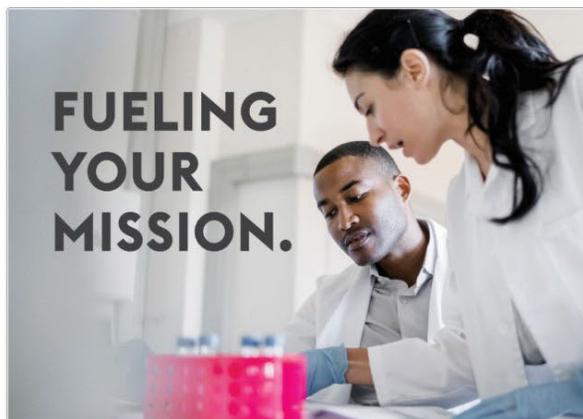
you move business initiatives across the finish line when it matters and anticipate what's next. McDermott Will & Emery is a leading international firm with a diversified business practice. Currently numbering more than 1,100 lawyers, we have 20 offices worldwide and a strategic alliance with MWE China Law Offices in Shanghai.



Negotiating Term Sheets: What's Best for the Company and What's Best for You?

This interactive workshop, organized and led by McDermott Will & Emery, will provide wisdom to early stage CEOs and management on the latest trends in term sheets, with a focus on founder and management equity opportunities. 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.

- McDermott Digital Health Practice
- McDermott FDA Practice
- McDermott Life Sciences Practice
- Life Sciences Entrepreneurs Acceleration Program
- Life Sciences Investment Practice Brochure



Your passionate pursuit of progress drives innovation in life sciences and healthcare. We know where you're coming from, but more importantly we can help you get where you're going. Let us help you navigate the legal and regulatory landscape.

[VISIT US AT MWE.COM/LIFESCIENCES](https://www.mw.com/lifesciences)



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Free Registration & Discounted Additional Registration



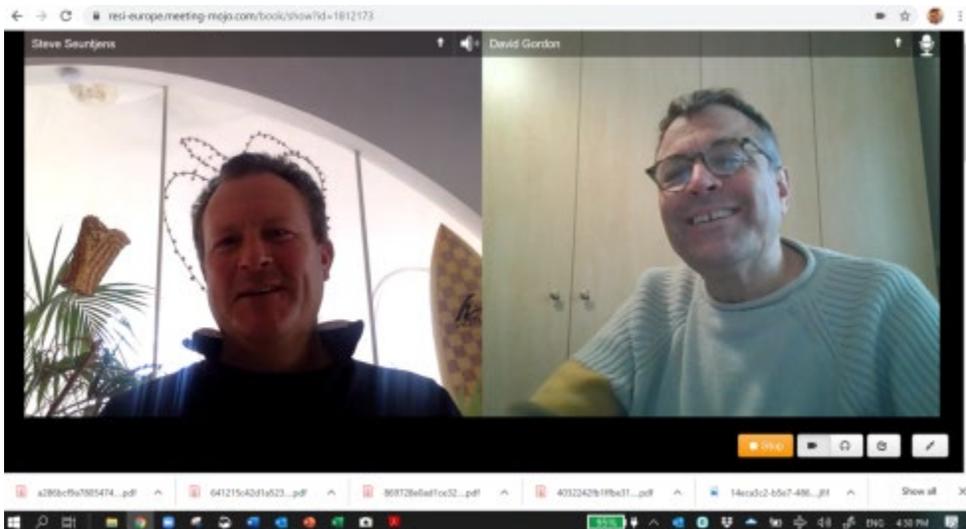
Standard Registration

\$750

3-Day Registration

\$495

1-Day Registration



- 24 hours per day / 12~16 meeting slots per day on average
- Live video meetings embedded in partnering system with screen share
- Platform Matching Your Company with Investors & Strategic Partners Based on Your Technology & Phase of Development
- Access all conference content

***Premier Package Any RESI Ticket + \$500 Upgrade Fee**

*Premier partnering gives you additional and exclusive access to the full profile of all investors attending, which are imported from the LSN Investor Platform that has more than 5,000 investors listed, including personal contact information for each investor. This information is gathered by the LSN Research team, based on one-on-one conversations with the investors and updates gathered every 1-6 months.

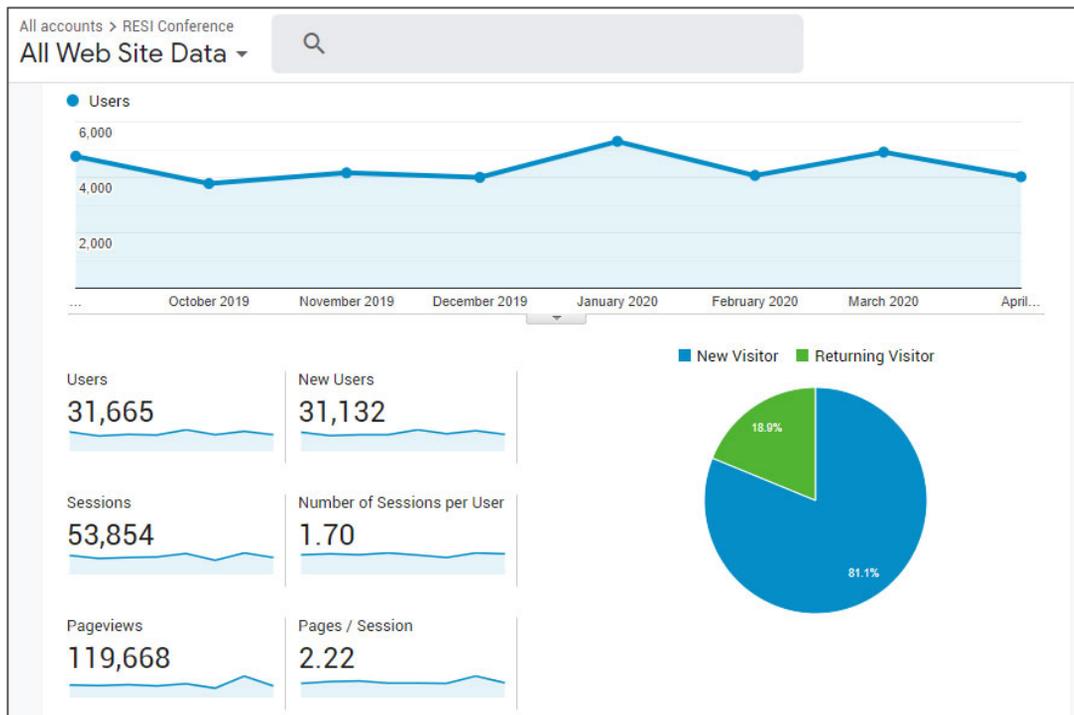
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Logo Featured on RESI Website



On average, the RESI website has 15,000 pageviews from 4,000 unique users every month.



The logo of sponsor will be featured on the RESI Website upon the signed agreement, and until the Conference ends.



Title Sponsors



Gold Sponsors



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3-week Newsletter Banner Ad.



LSN Newsletter delivers to 36,000+ readers on every Thursday through email, which features 3 articles, and the sponsor banner ads. The Newsletter articles will be posted on LSN's official social media accounts too, including LinkedIn, Twitter, Facebook and WeChat, largely increasing the visibility of sponsor by covering all LSN's media channels.

Life Science Nation Newsletter | February 27, 2020 | Issue 357

LIFE SCIENCE NATION
Connecting Products, Services & Capital

NEXT PHASE»

The LSN Story | Investor Platform | Company Platform | RESI Conference | Fundraising Consulting

HOT Life Science Investor Mandates (Feb. 20 - Feb. 26)

NIH Is Supporting Entrepreneurs To Address The Looming Public Health Crisis
- Life Science Nation Interview with **Todd Haim, Ph.D.**, Chief, Office of Small Business Research, National Institute on Aging, National Institutes of Health

Europe Venture Capital
Raises New Fund for Early Stage Drugs and Platforms

Asia Life Science Fund
Looking Globally for New Investments

Global Insurance Giant

Todd Haim

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

Dennis Ford

The sponsor's banner will be featured in the Newsletter for 3 weeks, which may include: The company/event name, one tagline, and embedded link to the sponsor's website.

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RESI REDEFINING EARLY STAGE INVESTMENTS
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Connecting Products, Services & Capital

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One Newsletter Article



The Sponsor's Newsletter article could be in two formats:

1. An educational article with the promotion purpose, written by the sponsor. E.g. providing insights on the industry trends, while introducing the service of sponsor;
2. An interview with Sponsor with the promotion purpose, conducted and written by the RESI team.

VIVA Biotech, Shanghai, China based CRO will be the Innovation Challenge Gold Sponsor for RESI

By **Candice He**, Global Investment Strategist, LSN



After supporting the RESI Conference Series with delegates and speakers for many years, VIVA Biotech has become a Gold Sponsor of RESI Shanghai and RESI San Francisco. At RESI, you will be able to meet with VIVA's delegation of elite portfolio companies, and with top expert speakers representing VIVA at RESI's panels and pitch sessions. You will also have the opportunity to meet with VIVA during RESI's cocktail party, where VIVA will

present the awards for the RESI Innovation Challenge! Finally, RESI Shanghai attendees will also have the opportunity to take a tour of VIVA Biotech's incubator. We hope you will join us and our sponsors and partners at RESI Shanghai.

About VIVA Biotech



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

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

Interview with M2D2: How Global Tech Hubs Showcase Startups to Investors at RESI



An interview with **Mary Ann Picard**, COO of the M2D2 Incubator

– By **Greg Mannix**, VP of International Business Development, LSN



One of the clear trends in Life Science funding is that investors are taking a keen interest in earlier and earlier-stage companies. Some investors will put money in at a very early stage, while others will come in a bit later, but what is very clear is that they all want to identify the most significant new technology breakthroughs in the life sciences and put those companies on their radar as soon as possible.

A majority of these hot, early-stage technologies are being developed in tech hubs all around the world. The Redefining Early-Stage Investments (RESI) conference series is an excellent opportunity for these Tech Hubs to gain visibility among investors who will want to track the technologies being incubated and accelerated in their facilities. This is why at LSN we have made a purposeful effort to create a nexus between these two key players in the life science ecosystem.

I recently spoke to **Mary Ann Picard**, COO at Massachusetts Medical Device Development (M2D2) Center about how RESI plays a part in the success of her program and its constituent companies.

Greg Mannix: *First of all, I consider M2D2 a perfect example of a Tech Hub. Could you give me some context as to what M2D2 is?*

Mary Ann Picard: M2D2 is an incubator program for medical device and biotech early stage startup companies. M2D2 is a joint project with UMass Lowell and UMass Medical School. No affiliation with UMass is required and no equity taken. Resident companies have access to a whole host of university

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Workshop or Panel Moderator Slot



The sponsor can choose two formats for the 50-min session:

- Holding a dedicated workshop to promote the sponsor's brand, service, or product. The workshop theme should be related to early-stage life science and upon RESI team's agreement.
- Joining an RESI investor panel as the moderator, with a 10-min dedicated "presentation for promotion" time.

RESI team will send out up to 2 marketing mailings for the session to the target attendees.

Welcome Digitally to RESI Europe: We Got This!
Extended from March 23 - 25, 2020
Connecting Early Stage Products With Capital & Channel Partners

[BACK TO DIGITAL RESI EUROPE LIVE AGENDA >](#)



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.

- [Download The NIH SBIR/STTR Programs Slide Deck](#)



5 Slots for Pitch Sessions



With the name featured on the Pitch Session, the sponsor can choose one of the two formats:

1. According to the preference and requirements of the sponsor, RESI team will source and select top-5 start-ups to join the named pitch session. After RESI, the sponsor will have a Q&A session with all 5 pitching companies.
2. The Sponsor can have 5 portfolio companies to showcase on the named pitch. RESI team will invite a 4-5 experienced investor panel of related fields for the Q&A session after the conference.

FEATURED COMPANY PITCH SESSION
(Click Logo to See Information)

FEATURED BY WIB
Women In Bio

Branding of One Track



The sponsor can have a customized theme of a whole track, and have the logo featured on the track:

- **Partnering:** The sponsor's logo will be featured on the 1-1 partnering system, which all attendees need to use. Plus, all sponsor attendees will have premier partnering access for free, while being featured as the partnering sponsor.
- **Innovation Challenge (IC):** The sponsor can set up the specific requirements for IC, and will need to prepare prizes for the 3 winners (services/products/cash, etc.) upon agreement with RESI Team. The sponsor will get the lists of all IC applications.
- **Investor panels or workshop track:** The sponsor can decide the topics of 8 investor panels or workshops upon the agreement with the RESI team, while the RESI team can help to invite speakers.

RESI INNOVATION CHALLENGE

RESI INNOVATION CHALLENGE \$100,000 RESI CASH

www.RESIConference.com

We welcome you to participate in the RESI Innovation Challenge!

Sponsored by

MEDMARC, 40, IVA Biotech

DIGITAL RESI 2020 PARTNERING PLATFORM

Sponsored by LIFE SCIENCE NATION

DIGITAL RESI THREE DAY CONFERENCE JUNE 8 - 10, 2020

Contact us now at RESI@lifesciencenation.com to upgrade to RESI Premier Partnering Plus and get full profiles of investors and strategic partners.

Partnering Platform 101 Writing Tips Contact FAQs Go to RESI Website Premier Mandates

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Organizations Attendees

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Track 3: MWE 2019 Symposium

McDermott Will & Emery

MWE China Law Offices

KEYNOTE: CHALLENGES AND OPPORTUNITIES – IP DEVELOPMENTS IN LIFE SCIENCES

LEGAL UPDATE ON US/EUROPEAN HEALTH MARKETS

HOT LEGAL TOPICS IN LIFE SCIENCE/HEALTH INDUSTRIES

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

KEY LEGAL ISSUES ON CROSS-BORDER INVESTMENT AND MGA TRANSACTIONS

FUND RAISING FROM PE/VC & CORPORATE GOVERNANCE

Logo Featured on the RESI Banner



The RESI banner will be displayed on the RESI website, all email campaigns, RESI team's email signatures, and RESI Live agenda. Featuring the logo on RESI Banner will largely increase the brand visibility of the sponsor.



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Revenue generated as a result of the Co-Organizer effort will be open to the revenue split to be determined.

More Benefits for Co-Organizer

Broad RESI Network of the Target Clients

Global Brand Visibility

**Established RESI Systems:
Registration, Partnering, Tech-evaluation**

Easier Content Delivery

Member Discounts

Win-win Revenue Share Model



Partial List of Past RESI Sponsors



STETSON FAMILY OFFICE



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