## 2021 Series



# SPONSORSHIP BROCHURE



### **RESI Partnering Week November 15-19**

The Redefining Early Stage Investments (RESI) conference series brings together start-ups with early-stage investors and strategic channel partners to maximize the capability of these companies, from seed to series B, to find partners who are a fit for their technology and stage of development. RESI is cross-border and cross-domain, connecting start-ups with ten categories of global investors across the silos of drugs, devices, diagnostics, and digital health. RESI caters to both the earliest stage start-ups, those seeking grants, seed and angel capital, and the early-stage firms who seek seed, series A, and B funding.

Contact Us: RESI@lifesciencenation.com













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## Why Sponsor?





### Why Sponsor?

Sponsorship can help your company gain unprecedented visibility into the early-stage life science community, and leverage Life Science Nation (LSN)'s close-knit network of key decision-makers to make promising connections with future clients and strategic partners. Each sponsorship offering is designed to:

- Help organizations increase global exposure through high visibility branding and messaging
- Target and source assets and strategic partnerships
- Advertise products and services through programming

NEXT

Network with industry leaders

**PREVIOUS** 



### **Sponsorship Benefits**

Increase global brand and reach:

- Participate in RESI Partnering Week (16K annual attendance)
- Be featured in the Next Phase Newsletter (48K weekly readership)

Source, vet, and develop key relationships with your target audience:

- Tech Hubs Feature your constituents
- Investors Add quality companies to your portfolio
- Service Providers Increase your deal pipeline and access to investor portfolios

Access post-event attendee list, including:

- Start-up Companies
- Service Providers
- Investors
- Government Agencies
- Tech Hubs
- Showcase your product and services:
  - Moderate an expert panel
  - Host and deliver a workshop
  - Use our one-of-a-kind match-based partnering platform to connect with strategic partners and build relationships

## **Attendee Demographics**



In the past 8 years, 300+ companies have raised \$400M+ through 35+ RESI conferences.









1,200+
Participating
Attendees

2,500-3500+ Virtual Partnering Meetings

Participants from 5
Continents

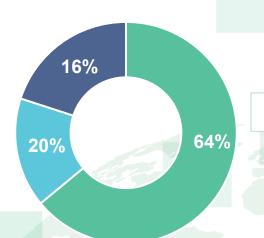
72 hours of uninterrupted partnering

**Attendee Profiles** 

46%

43%
17%
15%
14%
5%
3%
3%

### **Global Attendees**



Therapeutics	50%
Medical Device	32%
Diagnostics	13%
Digital Health	5%

Startup



000

38%

16%

### **Service Provider & Others**

Service Provider	58%
Tech Hub & Incubator	14%
Non-Profit	13%
IBanks & R&D Services	7%
Regional Organization	5%
Media & Other	4%







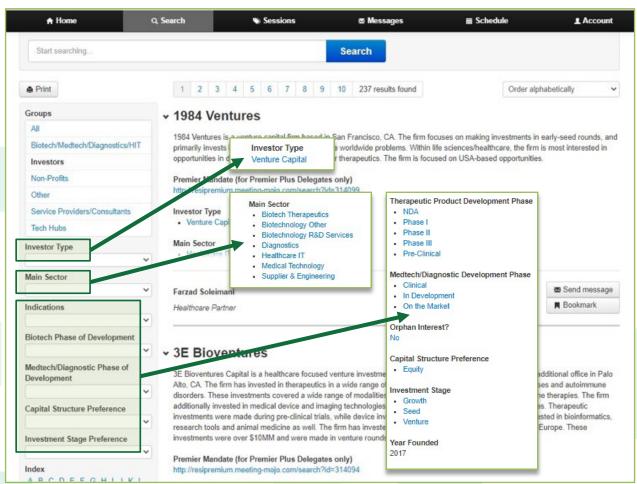
### **Standard Partnering**



Partnering Overview Partnering is one of the most valuable facets of LSN conferences. The partnering platform is designed to match attendees based on sector, indication, phase of development, etc. (see below to see criteria), eliminating the question, "Is this a good fit for my needs?" Fundraising companies match with a diverse pool of investors who fit both development stage and product set. Investors and strategic partners can explore the latest innovation in a format that easily connects them with products they are most interested in. Sponsors, exhibitors, and providers also can review attendee profiles to find the best fit for their services

How Does it Work? Partnering opens two weeks before the conference, providing time to upload personal schedules and company profiles, as well as review and request meetings with attendees using the filters based on which attendees you are most interested in meeting. LSN hosts free workshops to review platform function and provide tips for anyone who is new or inexperienced with partnering events. Click the video to view a partnering tutorial.









## **Premier Partnering**



The **Standard partnering profile** provides filterable information about each investor's sector(s), indications(s) and phase(s) of development they seek. Attendees reviewing a standard profile can judge if they are a fit for their product offerings. Standard profiles contain:

- Allocation Information
- Investor Type
- Main Sector
- Indications
- Phase of Development
- Orphan Interest
- Capital Structure Preference
- Investment Stage
- Attending Investors
  - "Book Meetings" Option

A **Premier partnering profile** provides exclusive access to full investor mandates, imported from LSN's database with 5,000+ profiles, including personal contact information for each investor. This information is gathered by LSN's investor research team, based on annual conversations and updates provided through one-on-one updates. Attendees can upgrade their standard profile to premier for an additional \$500.

### **Premier Partnering Only Content**

- Access to Investor Mandates
- Direct Contact Email
- Sectors and Sub-Sectors of Interest
- Company & Management Team Requirements

#### 6 Dimensions Capital

#### Allocation Information

6 Dimensions Capital is a healthcare-focused venture capital firm formed in 2017 through the merger of Frontline BioVentures and WuXi Healthcare Ventures. Frontline BioVentures manages 2 funds, a RMB denominated fund and a parallel USD fund. WuXi Healthcare Ventures manages its \$250 million Fund II, with WuXi PharmaTech being the anchor. The firm generally seeks to make equity investments into emerging life science companies in seed and venture stages, however, the fund also considers commercial-stage companies, depending on the opportunity. The investment size of the USD fund ranges from \$5 - \$25 million. For the RMB fund, typical investment size is RMB 30- RMB150 million. The firm currently focuses on China-based companies or overseas businesses with a China anole.

#### Sectors and Subsectors of Interest

6 Dimensions Capital is looking for new investment opportunities across a wide spectrum of life science sectors, including Therapeutics Diagnostics, Biotech R&D Services, Medical Technology and Healthcare IT. The firm is agnostic to disease indications but is most interested in areas with large market potential, including Diabetes, Cardiovascular, Musculoskeletal System and Connective Tissue, Diseases of the Eye and Oncology. Rare diseases are generally less of interest. The firm is open to invest in both small molecules and biologics, and it looks for all classes of devices. The funds are most interested in companies in preclinical and early-clinical stage, but they are open to companies in late-clinical and growth stage, on a case-by-case basis.

#### ompany and Management Team Requirements

Dimensions Capital will only invest in private companies. The firm is looking to be an active investor, sometimes taking a board seat ost-investment.

#### Investor Type Venture Capital

#### Main Sector

- · Biotech Therapeutics
- Biotechnology Other
- Biotechnology R&D Services
- Diagnostics
- Healthcare IT
- Medical Technology
- · Supplier & Engineering

#### Indications

- · Blood Diseases/Immune Disorders
- Cardiovascular
- . Cond. Orig. in the Prenatal Period
- . Congen. Deform. & Chrom. Defects
- Digestive System
- Diseases of the Ear
- · Diseases of the Eve
- · Diseases of the Nervous System
- Endocrine/Nutri/Metabolic Dis.
- . Ext. Causes of Morbidity & Mortality
- · Genitourinary System
- · Infectious and Parasitic Diseases
- · Mental and Behavioral Disorders
- Musculoskeletal Sys. & Cnnct. Tiss.
- Neoplasms/Cancer/Oncology
- Other
- Pain and Inflammation
- Physical Injury/Poisoning
- · Pregnancy/Childbirth & Puerperium
- Respiratory
- Skin and Subcutaneous Tissue

#### Therapeutic Product Development Phase

- NDA
- Phase I
- Phase III
   Phase III
- Pre-Clinical

#### Medtech/Diagnostic Development Phase

- Clinical
- In Development
- On the Market

#### Orphan Interest?

Capital Structure Preference

• Equity

#### .....

- Investment Stage
- Seed
- Venture

#### Year Founded 2017

#### **Direct Contact Email**



Click To Request a Meeting

https://digital-resi-sept.meeting-mojo.com/search?id=314001





## Who Sponsors?























Regional tech hubs, accelerators and incubators, government entities, non-profit groups and foundations introducing and showcasing their constituents to the global marketplace











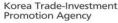
Global investors, channel partners, strategic partners and big pharma sourcing technology assets for their pipeline, channels and new silos

Service providers selling their services to funded CEOs, establishing relationships with global strategic partners and expanding market presence

Investors expanding their portfolio through technology assets, finding investment partners for joint deal syndication, and finding service providers to help develop their portfolio







**Past RESI Sponsors** 



















STETSON FAMILY OFFICE















## Sponsorship Levels & Bundles



						// W	
	Co-Organizer*	Title*	Gold*	Silver	Bronze	Exhibitor**	Ad. Sponsor
<b>Dedicated Webpage</b>	✓	<b>√</b>	$\checkmark$	$\checkmark$	$\checkmark$	<b>√</b>	
Logo Feature (Website)	✓	✓	✓	✓	✓	✓	✓
Logo Feature (Track)	✓	✓					
Logo Feature (Banner)	✓	✓					
Free Registration	6	6	5	4	3		
Discounted Registration	25%	25%	20%	15%	10%		
Newsletter Article	✓	✓	✓	$\checkmark$			✓
Newsletter Banner Ad	3	3	2	1	1		✓
Workshop or Panel	✓	✓	✓	$\checkmark$		✓	
Post-Event Attendee List	✓	✓	✓	✓			
Post-Event Attendee Contact Information	✓	✓	✓				
Regional Partner	✓						

\*Innovator's Pitch Challenge (IPC) sessions available at an additional fee.

Check IPC Page for Details

\*\*Intended for Service Providers only.

Sponsorship Bundles				
Bundle	Offer			
Sponsor 2 Events	Get the 3 <sup>rd</sup> 15% Off			
Sponsor 3 Events	Get the 4 <sup>th</sup> 25% Off			

Sponsors may bundle event deals for maximum savings and increased exposure across the early-stage arena within life science and healthcare. Organizations may sponsor two events at equal levels, and receive the same level to a third event at a 15% discount. Additionally, they may sponsor three events at the same level, and receive the same level to a fourth event at a 25% discount.





## Innovator's Pitch Challenge



Gold and Title Sponsors, as well as Co-Organizers can sponsor one or more pitch sessions during the Innovator's Pitch Challenge.

If you are an investor sourcing quality deal flow or looking to boost portfolio visibility, or a service provider raising brand recognition among potential early-stage clients, the Innovator's Pitch Challenge is an excellent occasion to achieve these goals.



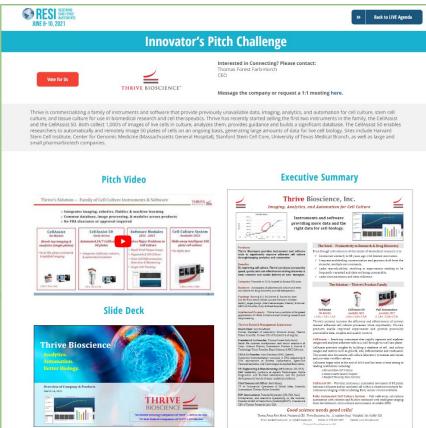
Live Q&A Session

Each session hosts five pitching companies who field questions from a live panel of investors. The price of sponsorship is \$5,000 USD per session.

The following support options are available:

LSN calls for applications, scores the applications using a proprietary expert system, and selects the top five companies to participate in the pitch session. A panel of focused investors will be selected for the live session

Sponsors select five companies to be showcased, and LSN recruits the panel of expert investors.







## Panels & Workshops

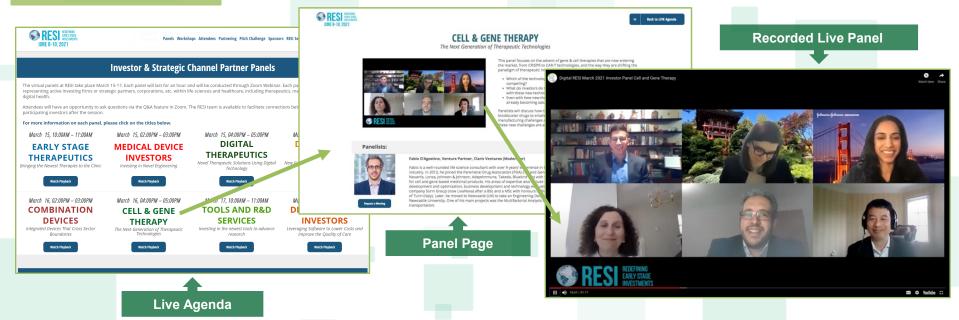


Panels can be live or prerecorded and are available for
viewing online via the event
website. These 50-minute
discussions feature four
panelists and one moderator,
made up of active investors,
strategic partners, and key
industry leaders, with a diverse
range of topics focused on the
early-stage life science
ecosystem. Sponsors may join a
panel as a moderator with a 10minute dedicated presentation
for promotion.

In order to provide maximum value, LSN goes beyond partnering with expert panels and industry workshops – each designed with the early-stage player in mind – and available to help sponsors reach their goals.

Workshops

Workshops are sponsored webinars designed to educate leaders of fundraising companies on elements of the early-stage landscape often overlooked, which can include patents, recruitment, intellectual property, insurance, financial management, and so much more. Sponsors may host a dedicated workshop to promote brand, service, or product.







**Panels** 

Ask us about the Service Provider Showcase options!

### Newsletter Article & Banner Ad



LSN's three weekly newsletters, Next Phase, The Mandate, and Age-Tech Bulletin, arrive in 50K inboxes each week, providing hot investor mandates, insightful articles, promotional news, or access to pre-recorded educational content. Sponsor banners run for three weeks which may include: company/event name, one tagline, and embedded link to the sponsor's website.



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

Europe Venture Capital

Raises New Fund for Early Stage Drugs and Platforms

Asia Life Science Fund
Looking Globally for New
Investments

**Global Insurance Giant** 

The Looming Pu
- Life Science Nation I
Chief, Office of Small
on Aging, National Ins

- By Dennis Science Medmarc Insurance

Insuring the Life Sciences Industry Since 1979
Products Liability | Clinical Trials Liability | Manufacturers E&O

We insure medical Innovation

LEARN MORE >>



Created & Produced by LIFE SCIENCE NATION

### Sponsor articles appear in one of two formats:

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, IVIA 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 eithe portfolio companies, and with to peapert speakers representing VIVA at RESI's panels and pitch sessions. You will also have the opportunity to meet

with VIV.A during EESI's cocktail party, where VIV.A 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

combing the conventional cash-for-service (CFS) model and its unique equityfor-service (EFS) model. Under the CFS model, the Group provides structures based drug discovery services to its biotechnology and pharmaceutical customers worldwide for their per-clinical targe innovative drug development, covering the full spectrum of the customers' needs for early stage drug discovery, including target protein expression and structure nesseral, its creening, lead optimization and drug candidate determination. Viva Biotech also provided ering discovery and incubation services to biotechnology start up companies with high potential under its EFS model. As of June 90, 2018, Viva Biotech hall provided drug discovery services to §88 biotechnology and pharmaceutical customers worldwide, worded on over 1,000 independent drug targets, delivered over 1,000 independent protein structures, and incubated a total of 37 early stage R&D projects. 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

at investors are taking a keen

One of the clear trends in Life Science funding is that investors are taking a loen 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 out those companies on their radar as soon as no sossible.

A majority of these hot, early-stage technologies are being developed in tech habe all around the world. The Redefining Early-Stage Interstments (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 thir faitlist. This is why at LSN we have made a purposeful effort to create a nexus between these two key players in the life series executed.

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 Banner Ad in Newsletter

Sponsor interview conducted and written by LSN's editorial team

**Check-out Previous Issues** 

**NEXT PHASE**<sup>®</sup>

THE MANDATE

AGE-TECH BULLETIN

Article with content provided by sponsor, usually with the goal to educate or provide insight while promoting products and/or services

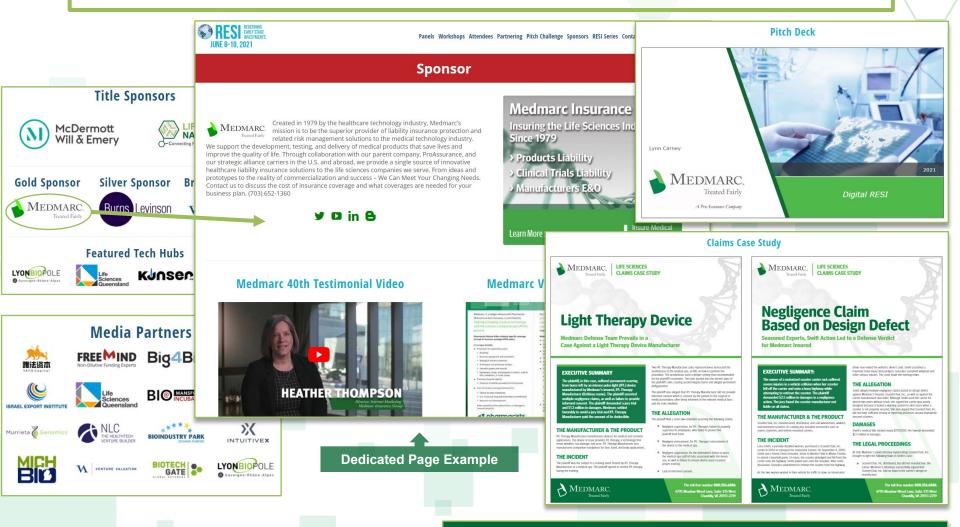




## **Dedicated Webpage**



**Sponsors** (except Ad. Sponsor) are provided a dedicated webpage that serves as their virtual exhibition booth. By clicking the sponsor's logo on the event Live Agenda, attendees gain access to their dedicated webpage, which hosts materials which can include, but are not limited to: video presentations, company description, team bios, and downloadable materials.









## **Logo Features**



### Website

LSN event websites are the centralized locations for potential and registered attendees to access news and content related to the conference, making them the most prominent display for sponsoring company logos.



### **Banner**

Event banners are used for promotion in a myriad of ways, including social media, email signatures, weekly newsletters, registration form, panel application, partnering platform, etc.



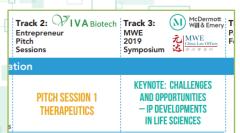
### Track

Sponsors can customize track themes, or simply have a prominent logo feature. Examples differ based on whether track includes partnering, panel, workshop, or Innovator's Pitch Challenge.

**Partnering:** The sponsor's logo will be featured in the partnering system, which all attendees access. Additionally, all sponsor attendees will have premier partnering access for free while being featured as the partnering sponsor.



Panel or Workshop: The sponsor can plan topics for panel discussions or educational workshop, source speakers, and provide additional materials.



### **Innovator's Pitch Challenge:**

The sponsor can set specific requirements and winner prizes, including services, products, cash, etc. Sponsors will also have access to review and select applications.



