2022 Series



DIGITAL SPONSORSHIP BROCHURE



DIGITAL RESI JPM, JANUARY 11-13

DIGITAL RESI, MARCH 22-24

RESI SAN DIEGO, JUNE 14-16

RESI BOSTON, SEPTEMBER 20-22

RESI ASIA, NOVEMBER 15-17







CONTENTS



Why Sponsor?

4

8

9

Conferences

- 4. Attendee Demographics
- **5. Standard Partnering**
- 6. Premier Partnering
- Who Sponsors?
- **Sponsorship Levels**
- **Sponsorship Branding**
 - 9. Dedicated Webpage
 - 10. Logo Features
 - 11. Newsletter Article & Banner Ad
 - 12. Panels & Workshops
 - 13. Innovator's Pitch Challenge







SPONSORSHIP





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
- Network with industry leaders

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)

2

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

3

Access post-event attendee list, including:

- · Start-up Companies
- Service Providers
- Investors
- Government Agencies
- Tech HubsF

4

Showcase your product and services:

- · Moderate an expert panel
- Host and deliver a workshop

5

Use our one-of-a-kind match-based partnering platform to connect with strategic partners and build relationships



NEXT

Attendee Demographics



In the past 10 years, 300+ companies have raised \$400M+ through 35+ RESI conferences.









1,000+ **Participating** Attendees

2,500-3500+ Virtual Partnering Meetings

Participants from **30+** Countries

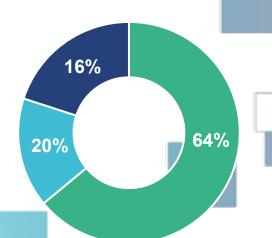
72 hours of uninterrupted partnering

Attendee Profiles

46%

enture Capital	43%
ngels & Family Office	17%
ig Pharma & Medtech	15%
orporate Venture Capital	14%
rivate Equity	5%
ndowments & Foundations	3%
overnment Organizations	3%





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

Startup





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%



BACK







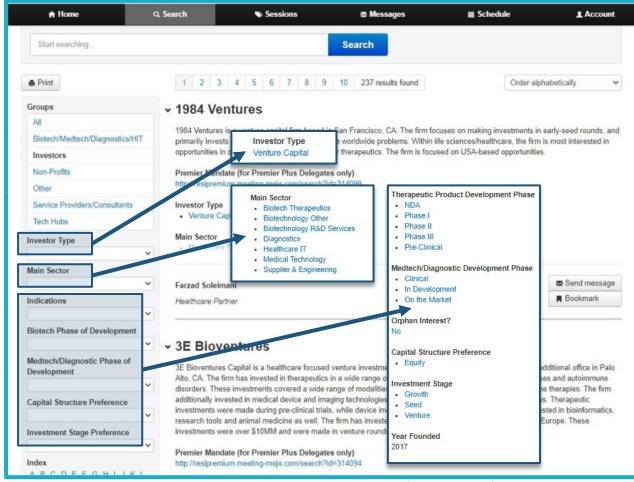
Standard Partnering



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 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 below 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 oneon-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 commercialstage 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 angle

Sectors and Subsectors of Interest

6 Dimensions Capital is looking for new investment opportunities across a wide spectrum of life science sectors, including Therapeutic 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.

Company and Management Team Requirements

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

Investor Type Venture Capital

Main Sector

- Biotech Theraper

- 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 Disor
- Other
- · Pain and Inflammation
- Physical Injury/Poisoning
- Pregnancy/Childbirth & Puerperium
- Skin and Subcutaneous Tissue

Therapeutic Product Development Phase

- · NDA
- · Phase I
- Phase II
- · Phase III
- · Pre-Clinical

Medtech/Diagnostic Development Phase

- Clinical
- In Develop
- · On the Market

Orphan Interest?

Capital Structure Preference Equity

- Growth
- Seed Venture

Year Founded

Direct Contact Email



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





Who Sponsors?



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



















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











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

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

























Sponsorship Levels & Bundles



	Co-Organizer*	Title*	Gold*	Silver	Bronze	Ad. Sponsor	Service Provider Showcase
Dedicated Webpage	✓	\checkmark	✓	✓	✓		\checkmark
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	✓	√	✓	✓		✓	
Newsletter Banner Ad	3	3	2	1	1	√	
Workshop or Panel	✓	√	✓	✓			✓
Post-Event Attendee List	✓	√	✓	✓			
Post-Event Attendee Contact Information	✓	✓	✓		-		
Regional Partner	✓			_			
Price	\$150K	\$25K	\$15K	\$10K	\$5K	\$2K	\$1.5K

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

Sponsorship Bundles

Bundle	Offer
Sponsor 2 Events	Get the 3 rd 15% Off
Sponsor 3 Events	Get the 4th 25% Off

View IPC Page for Details

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.



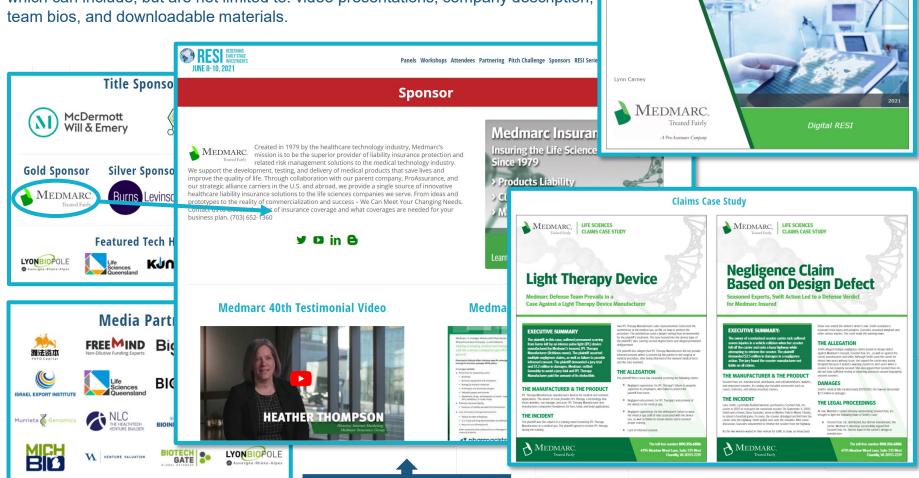


Dedicated Webpage



Pitch Deck

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.



Dedicated Page Example







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

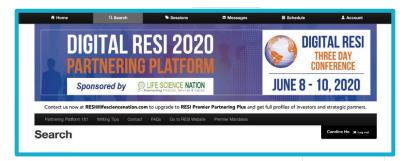
Event banners are used for promotion in a myriad of ways, including social media, email signatures, weekly newsletters, registration form, panel application, partnering platform, etc.



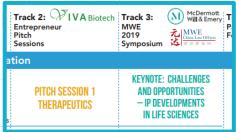
Track

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.







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 prerecorded educational content. Sponsor banners run for three weeks which may include: company/event name, one tagline, and embedded link to the sponsor's website.

Life Science Nation Newsletter | February 27, 2020 | Issue 357 LIFE SCIENCE NEXT PHASE NATION The LSN Story | Investor Platform Company Platform | RESI Conference | Fundraising Consulting Life Science NIH Is Supporting Entrepreneurs To Address Investor Mandates The Looming Public Health Crisis (Feb. 20 - Feb. 26) Life Science Nation Medmarc Insurance

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

Asia Life Science Fund Looking Globally for New Investments

Global Insurance Giant

Chief, Office of Small on Aging, National Ins



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



Created &



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



elegates and speakers for many years, VIVA Biotech has e a Gold Sponsor of RESI Shanghai and RESI San ancisco. At RESL you will be able to meet with VIVA's delegation of elite portfolio companies, and with top ers representing VIVA at RESI's panels and ssions. You will also have the opportunity to mee

with VIVA during RESI's cocktail party, where VIVA will the awards for the RESI Innovation Challenge! Finally, RESI Shanghai tendees will also have the opportunity to take a tour of VIVA Biotech's ubator. We hope you will join us and our sponsors and partners at RESI

About VIVA Biotech



a cradle for innovative the world Viva Riotech has developed a scalable business model

ional cash-for-service (CFS) model and its unique equity ice (EFS) model. Under the CFS model, the Group provides structure sed drug discovery services to its biotechnology and pharmaceutical customer rldwide for their pre-clinical stage innovative drug development, covering the I spectrum of the customers' needs for early stage drug discovery, including et protein expression and structure research, hit screening, lead optimizatio ubation services to biotechnology start-up companies with high potential nder its EFS model. As of June 30, 2019, Viva Biotech had provided drug scovery services to 388 biotechnology and pharmaceutical customers dwide, worked on over 1,000 independent drug targets, delivered over ooo independent protein structures, and incubated a total of 37 early stag

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

ar trends in Life Science funding is that investors are taking a keep iterest 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 hat they all want to identify the most significant new technology breakthrough: in the life sciences and put those companies on their radar as soon as possible.

hubs all around the world. The Redefining Early-Stage Investments (RESI) onference 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

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

Grea 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?

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

Banner Ad in Newsletter

Sponsor interview conducted and written by LSN's editorial team





THE MANDATE

AGE-TECH BULLETIN



Article with content

sponsor, usually

educate or provide

promoting products

with the goal to

and/or services

provided by

insight while



Panels & Workshops

Panels



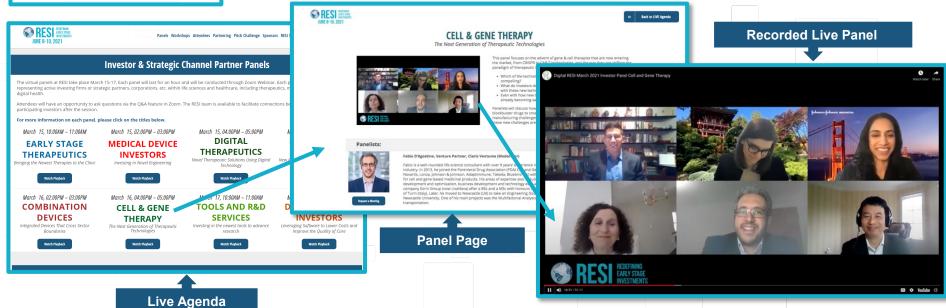
Panels can be live or prerecorded and are available for
viewing online via the event
website. These 50-minute
discussions feature four
panelists and one moderator,
made up of active investors,
strategic partners, and key
industry leaders, with a diverse
range of topics focused on the
early-stage life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

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.







Ask us about the Service Provider Showcase options!

Innovator's Pitch Challenge





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

Gold and Title Sponsors, as well as Co-Organizers can sponsor pitch sessions during the Innovator's Pitch Challenge. Investors sourcing quality deal flow or looking to boost portfolio visibility and service providers raising brand recognition among potential early-stage clients can also take advantage or the Innovator's Pitch Challenge as an excellent occasion to achieve these goals.

