



**LIFE SCIENCE  
NATION**

Connecting Products, Services & Capital



**RESI**

REDEFINING  
EARLY STAGE  
INVESTMENTS

# Conference Brochure

Digital RESI

March 22-24, 2022

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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](mailto:RESI@lifesciencenation.com)**

## 2022 Conference Dates

Digital RESI JPM	January 11-13, 2022
Digital RESI March	March 22-24, 2022
RESI San Diego	June 14-16, 2022
RESI Boston	September 20-22, 2022
RESI Asia	November 15-17, 2022

Over the past decade, **300+** companies have raised **\$400M+** through **35+** RESI conferences.

**600-800**  
Participating  
Attendees per  
Conference

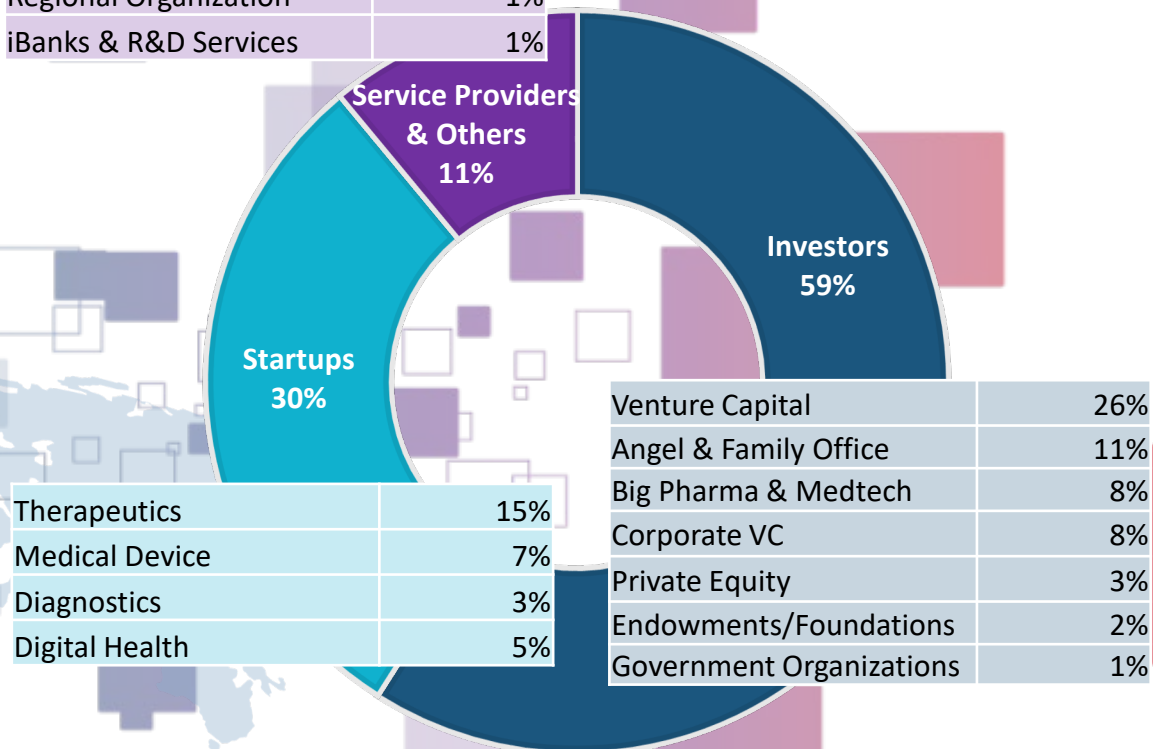
**1,500+** Virtual  
Partnering Meetings  
per Conference

Participants from  
**40+** Countries in  
2021

**3 Days of 24 hr.**  
Partnering

Service Provider	8%
Tech Hub	1%
Non-Profit	1%
Regional Organization	1%
iBanks & R&D Services	1%

## 2021 ATTENDEE PROFILES






Tuesday

Wednesday

Thursday

## All-Day Partnering

10AM EST	Innovator's Pitch Challenge #1	Mental & Behavioral Health Panel	Innovator's Pitch Challenge #8
		Innovator's Pitch Challenge #5	
11AM EST	Early-Stage Therapeutics Panel	Age-Tech Devices Panel	Precision Medicine Panel
12PM EST	Entrepreneur Workshop 	Entrepreneur Workshop 	Entrepreneur Workshop 
1PM EST	Innovator's Pitch Challenge #2	Innovator's Pitch Challenge #6	Cell & Gene Therapy Panel
			Innovator's Pitch Challenge #9
2PM EST	Longevity, Health & Wellness Panel	Medtech Strategies Panel	Defining AI Investment Panel
3PM EST	Seed Funds Panel	AI Drug Discovery & Development Panel	Innovator's Pitch Challenge #10
	Innovator's Pitch Challenge #3		
4PM EST	Tales from the Road: AI Innovators on their Fundraising Journey	Tales from the Road: Biotech and MedTech Innovators on their Fundraising Journey	Tales from the Road: Age-Tech Innovators on their Fundraising Journey
5PM EST	Innovator's Pitch Challenge #4	Innovator's Pitch Challenge #7	Innovator's Pitch Challenge #11

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**Partnering Overview** Partnering is one of the most valuable facets of RESI 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.

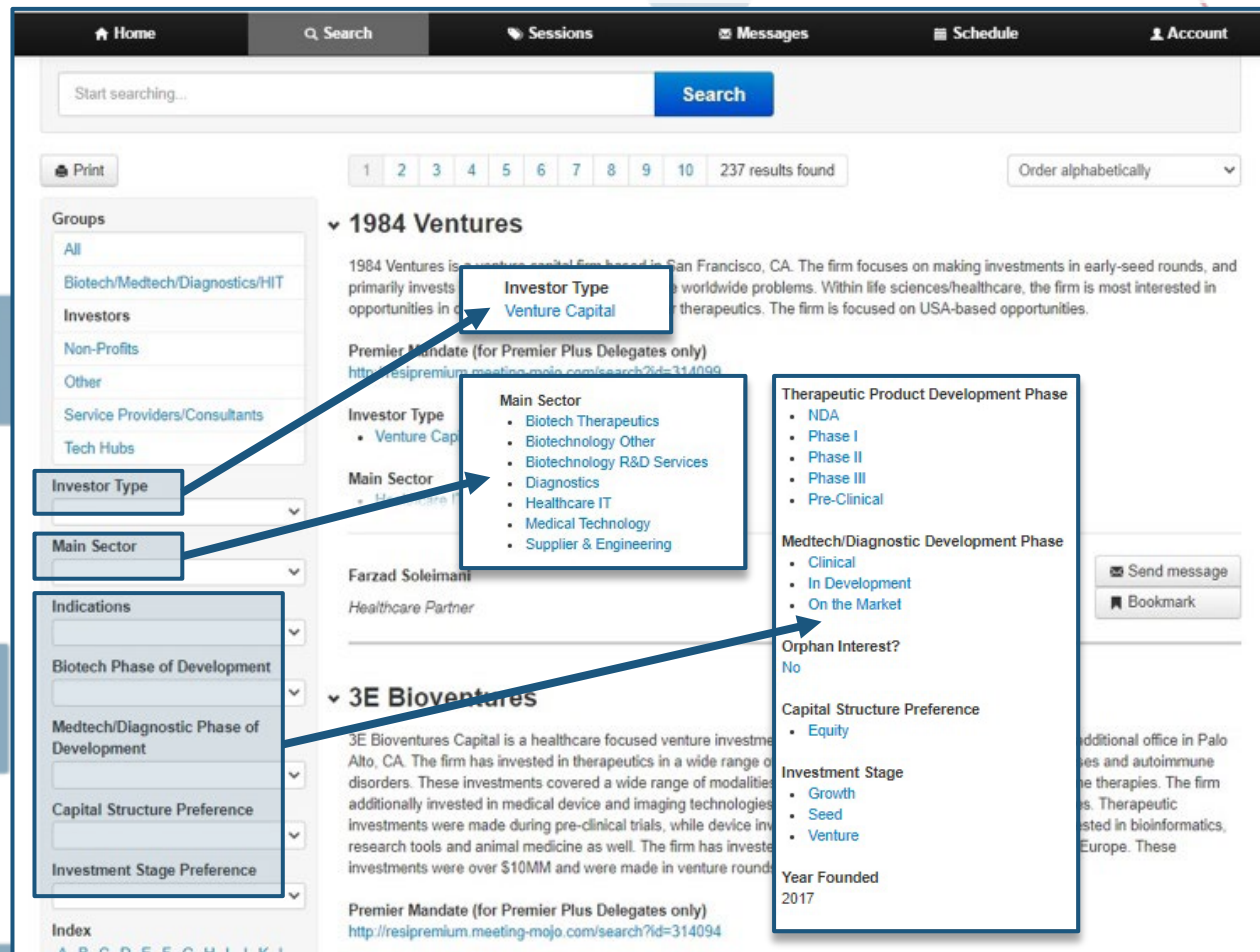
**How Does it Work?** Partnering opens two weeks before the conference, providing time to upload personal schedules and company profiles, as well as review and request meetings with attendees using the filters based on which attendees you are most interested in meeting. LSN hosts free workshops to review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



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## Digital RESI Partnering Tutorial

Greg Mannix  
Chief Conference Officer, VP of Global Business Development  
g.mannix@lifesciencenation.com



The screenshot displays the Digital RESI Partnering platform interface. At the top, there is a navigation bar with links for Home, Search, Sessions, Messages, Schedule, and Account. Below this is a search bar with the placeholder text "Start searching..." and a "Search" button. To the left of the main content area is a sidebar with various filter categories: Groups (All, Biotech/Medtech/Diagnostics/HT, Investors, Non-Profits, Other, Service Providers/Consultants, Tech Hubs), Investor Type, Main Sector, Indications, Biotech Phase of Development, Medtech/Diagnostic Phase of Development, Capital Structure Preference, and Investment Stage Preference. The main content area shows search results for "1984 Ventures". The results include a brief description of the company, its location (San Francisco, CA), and its focus on early-seed rounds. Below this, there are sections for "Investor Type" (Venture Capital), "Main Sector" (Biotech Therapeutics, Biotechnology Other, Biotechnology R&D Services, Diagnostics, Healthcare IT, Medical Technology, Supplier & Engineering), "Therapeutic Product Development Phase" (NDA, Phase I, Phase II, Phase III, Pre-Clinical), "Medtech/Diagnostic Development Phase" (Clinical, In Development, On the Market), "Orphan Interest?" (No), "Capital Structure Preference" (Equity), "Investment Stage" (Growth, Seed, Venture), and "Year Founded" (2017). The results also include a "Premier Mandate" section with a link to the company's profile. At the bottom of the results, there is a section for "3E Bioventures" with a brief description of the company and its focus on healthcare.



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# 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 angle.

#### 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.

#### 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 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 Eye
- 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. & Connect. 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 II
- Phase III
- Pre-Clinical

#### MedTech/Diagnostic Development Phase

- Clinical
- In Development
- On the Market

#### Orphan Interest?

No

#### Capital Structure Preference

- Equity

#### Investment Stage

- Growth
- Seed
- Venture

#### Year Founded

2017

## Direct Contact Email

Executive Director  
Contact Email

Click To Request a Meeting  
<https://digital-resi-sept.meeting-mojo.com/search?id=314001>

# Innovator's Pitch Challenge

The **Innovator's Pitch Challenge** (IPC) is an opportunity for early-stage companies to gain additional exposure to conference attendees, pitch directly to a panel of relevant investors, and participate in a live Q&A session. Participating companies pay registration and a pitching fee to host their company materials on the Live Agenda and participate in the live Q&A session. The live Q&A sessions are available to the entire conference, but include a curated panel of investor judges to conduct the Q&A. All attendees are encouraged to vote for the most innovative company. Each session's winner will be announced after the conference on the conference website and in the Next Phase Newsletter. Winners receive free registrations to future partnering events.



Live Q&A Session

## Apply for Innovator's Pitch Challenge

A one-day or three-day [registration](#) + \$800 pitch fee are required to participate.



"I'm really happy to have participated in RESI and the IPC format. The investors were predominantly stage-and sector-appropriate for a biotech start up... The IPC format was helpful in that we were able to post a short pitch online for on-demand viewing as well as having a 'live' discussion. Several of the panelists met with me after the panel, and I've been contacted by one investor (so far) outside the meeting after they'd seen the video pitch. I'm happy to recommend this meeting and the IPC format for early-stage biotech companies-I think this was money and time well spent for us."

- Ross Breckenridge, CEO, Arjuna Therapeutics

# Panels & Workshops

**Panels** can be live or pre-recorded 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 10-minute dedicated presentation for promotion.

## Panels

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.

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JUNE 8-10, 2021

Panels Workshops Attendees Partnering Pitch Challenge Sponsors RESI

### Investor & Strategic Channel Partner Panels

The virtual panels at RESI take place March 15-17. Each panel will last for an hour and will be conducted through Zoom Webinar. Each panel represents active investing firms or strategic partners, corporations, etc. within life sciences and healthcare, including therapeutics, medical devices, and digital health.

Attendees will have an opportunity to ask questions via the Q&A feature in Zoom. The RESI team is available to facilitate connections between participating investors after the session.

For more information on each panel, please click on the titles below.

<p>March 15, 10:00AM – 11:00AM</p> <p><b>EARLY STAGE THERAPEUTICS</b></p> <p>Bringing the Newest Therapies to the Clinic</p> <p>Watch Playback</p>	<p>March 15, 02:00PM – 03:00PM</p> <p><b>MEDICAL DEVICE INVESTORS</b></p> <p>Investing in Novel Engineering</p> <p>Watch Playback</p>	<p>March 15, 04:00PM – 05:00PM</p> <p><b>DIGITAL THERAPEUTICS</b></p> <p>Novel Therapeutic Solutions Using Digital Technology</p> <p>Watch Playback</p>
<p>March 16, 02:00PM – 03:00PM</p> <p><b>COMBINATION DEVICES</b></p> <p>Integrated Devices That Cross Sector Boundaries</p> <p>Watch Playback</p>	<p>March 16, 04:00PM – 05:00PM</p> <p><b>CELL &amp; GENE THERAPY</b></p> <p>The Next Generation of Therapeutic Technologies</p> <p>Watch Playback</p>	<p>March 17, 10:00AM – 11:00AM</p> <p><b>TOOLS AND R&amp;D SERVICES</b></p> <p>Investing in the newest tools to advance research</p> <p>Watch Playback</p>
		<p><b>INVESTORS</b></p> <p>Leveraging Software to Lower Costs and Improve the Quality of Care</p> <p>Watch Playback</p>

Live Agenda

Panel Page

RESI REDEFINING EARLY-STAGE INVESTMENTS  
JUNE 8-10, 2021

### CELL & GENE THERAPY

The Next Generation of Therapeutic Technologies

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 small molecule manufacturing challenges and how these new challenges are a

**Panelists:**

Fabio D'Agostino, Venture Partner, Claris Ventures (Moderator)

Fabio is a well-rounded life science consultant with over 9 years of experience in the industry. In 2013, he joined the Panellist Drug Association (PDA) and Gen Novartis, Lonza, Johnson & Johnson, Adaptimmune, Takeda, Bluebird bio) with for cell and gene based medicinal products. His areas of expertise include development and optimization, business development and technology evaluation company Sorin Group (now LivaNova) after a BSC and a MSC with honor in the of Turin (Italy). Later, he moved to Newcastle (UK) to take an Engineering role at Newcastle University. One of his main projects was the Multifactorial Analysis of transportation.

Recorded Live Panel

Digital RESI March 2021 Investor Panel Cell and Gene Therapy

Watch later Share

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16:57 / 50:11

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Digital RESI helps companies gain unprecedented visibility into the early-stage life science community, and also leverage **Life Science Nation** (LSN)'s close-knit network of key decision-makers to make promising connections with future clients. Service providers are an important asset to the LSN community, and service provider registration increases deal pipeline and access to investor portfolios, as well as introduce early-stage companies developing the hottest new technologies in drugs, devices, diagnostics and digital health to the many opportunities available through service providers. [Contact us to learn more!](#)

## Past Partners



FIRST REPUBLIC



## Title Sponsor



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

[Request a Meeting](#)

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.

Tuesday (1/11) - 12 PM EST

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.



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.



Richard Smith, Counsel, McDermott Will & Emery

Richard B. Smith focuses his practice on representation of life sciences companies and related transactions. He has served as counsel to public, private and emerging life sciences companies, advising those companies on strategic business transactions such as licensing, joint ventures, and collaborations involving research, development, marketing, supply, clinical development and co-promotion of pharmaceutical, diagnostic and medical device products.

Richard also advises companies on other corporate issues common to life sciences companies, including corporate formation of new ventures, venture capital, private equity, venture philanthropy and other forms of financing, mergers and acquisitions, as well as university and institutional licensing and intellectual property strategies.

[Dedicated Page Example](#)

In order to best serve the investor community, as well as their strategic partners and portfolios, RESI is offering a new selection of services designed to enhance the conference experience and increase value to our investor community. The program will provide additional visibility to investors and their portfolios to help them source assets and make connections effectively at RESI events. The program also provides opportunities for involvement that tailors the event to specific objectives.



Click to View Investor Brochure

## RESI's Conference Model, Resources & Community

- Participate in Digital RESI (16K annual attendance)
- Source elite assets through the partnering platform
- Increase visibility to the early-stage investment ecosystem
- Be featured in the Next Phase Newsletter (50K weekly readership)

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

- Elevate firm brand to the early-stage investment community
- Feature your portfolio companies to strategic partners
- Get to know fundraising entrepreneurs whose technology and stage of development are a fit for your investment theme.

## Access post-event attendee list, including:

- Start-up Companies
- Service Providers
- Investors
- Government Agencies
- Tech Hubs

## Showcase your firm and portfolio:

- 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**

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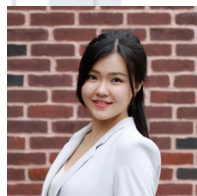
All below registration types include access to Live Agenda and Partnering Platform.

Startup	Service Provider	Tech Hub	Investor
<u>1-Day Partnering</u> <b>\$695</b>	Exhibition Package* <b>\$1,495</b>	Constituents <b>\$598</b>	<b>Complimentary*</b>
<u>3-Day Partnering</u> Super Early Bird (Until Jan. 28) <b>\$895</b> Early Bird (Until Feb. 18) <b>\$995</b> Standard <b>\$1,195</b>	<i>*Includes 3-Day Partnering and Virtual Exhibition Page</i>	<i>Includes 3-Day Partnering and exclusive offer for startups who've raised &lt;\$2M</i>	<i>*Terms apply – click here to read qualified investor requirements.</i>
Premier Package <b>\$500</b>	Workshop Package* <b>\$2,495</b>	Management* <b>1 Complimentary registration and a virtual exhibition in the Global Tech Hub Gathering.</b>	<b>INVESTOR REGISTRATION</b>
Innovator's Pitch Challenge Pitch Fee <b>\$800</b>	<i>*Includes 3-Day Partnering, Virtual Exhibition Page and 1-Hour Live Workshop</i>	<i>*Terms apply – contact us to learn more and gain access to exclusive tech hub offers!</i>	<b>VIEW INVESTOR PROGRAM BROCHURE</b>
	<b>VIEW SPONSORSHIP BROCHURE</b>		

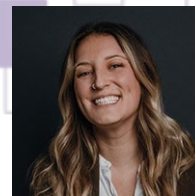
Want to learn more? The LSN BD team is available to answer questions and share additional details to help you meet your partnership goals!



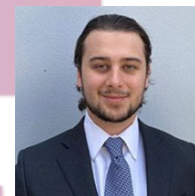
**International**  
**Greg Mannix**  
 VP, International BD  
[Book a Meeting](#)



**East Coast (USA) & China**  
**Candice He**  
 VP, BD & Global Investment Strategist  
[Book a Meeting](#)



**Midwest (USA) & Canada**  
**Antoinette Lowre**  
 Manager, BD  
[Book a Meeting](#)



**West Coast (USA)**  
**Alexander Vassallo**  
 Manager, BD  
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