

2022 Series



**LIFE SCIENCE
NATION**

Connecting Products, Services & Capital

ONSITE SPONSORSHIP



RESI REDEFINING
EARLY STAGE
INVESTMENTS

RESI Boston
September 21-23, 2022

Westin Copley Place | Boston, MA



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
- Network with industry leaders

SPONSORSHIP BENEFITS

1

Increase global brand and reach through the Redefining Early Stage Investments (RESI) partnering conference series, LSN's various newsletters and media partnerships, as well as global education ecosystem.

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:

- Early-stage Startups
- Service Providers
- Investors
- Government Agencies
- Tech Hubs

4

Showcase your product and services through curated educational vehicles, such as workshops and panels.

5

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

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

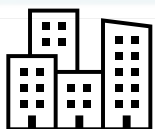


CONFERENCE AT-A-GLANCE

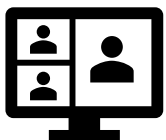
| | |
|--------------------------|-----|
| Venture Capital | 27% |
| Angel & Family Office | 19% |
| Big Pharma & Medtech | 17% |
| Corporate VC | 14% |
| Others | 8% |
| Endowments/Foundations | 6% |
| Government Organizations | 9% |

| | |
|-----------------------|-----|
| Professional Services | 39% |
| CRO/CMO | 30% |
| Non-Profit | 18% |
| Suppliers | 8% |
| Other | 5% |

Format



**2 Days Onsite
Partnering**



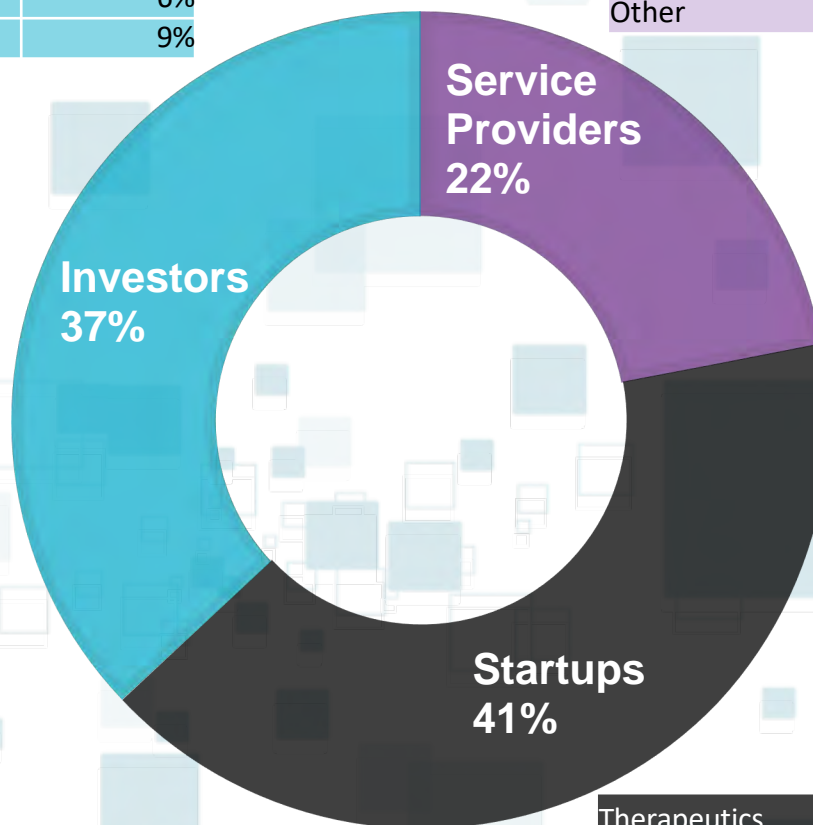
**1 Day Virtual
Partnering**



14 Onsite Panels



**14 Onsite Pitch
Sessions**



| | |
|----------------|-----|
| Therapeutics | 47% |
| Medical Device | 32% |
| Diagnostics | 16% |
| Digital Health | 5% |

SPONSORSHIP PACKAGES



RESI REDEFINING
EARLY STAGE
INVESTMENTS

[Dedicated Webpage](#)

[Logo Feature \(Website\)](#)

[Logo Feature \(Program Guide\)](#)

[Logo Feature \(Onsite Signage\)](#)

[Onsite Exhibit Space](#)

Free Registrations

[Program Guide Ad](#)

[Newsletter Interview](#)

Discounted Registrations

[Pitch Session Sponsorship](#)

[Onsite Workshop or Panel](#)

[Choice of Sponsored Onsite Materials](#)

[Choice of Sponsored Onsite Meals](#)

[Reception Sponsorship & Introduction](#)

[Partnering Platform Sponsor](#)

Price

| TITLE | GOLD | SILVER | BRONZE | EXHIBITOR |
|-----------|-----------|--------|--------|-----------|
| ✓ | ✓ | ✓ | ✓ | ✓ |
| ✓ | ✓ | ✓ | ✓ | ✓ |
| ✓ | ✓ | ✓ | ✓ | ✓ |
| ✓ | ✓ | ✓ | ✓ | ✓ |
| ✓ | ✓ | ✓ | ✓ | ✓ |
| 6 | 5 | 4 | 3 | 1 |
| Full Page | Full Page | ½ Page | ¼ Page | |
| ✓ | ✓ | ✓ | ✓ | |
| ✓ | ✓ | ✓ | ✓ | |
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| \$75K | \$25K | \$15K | \$10K | \$4K |

DEDICATED WEBPAGE

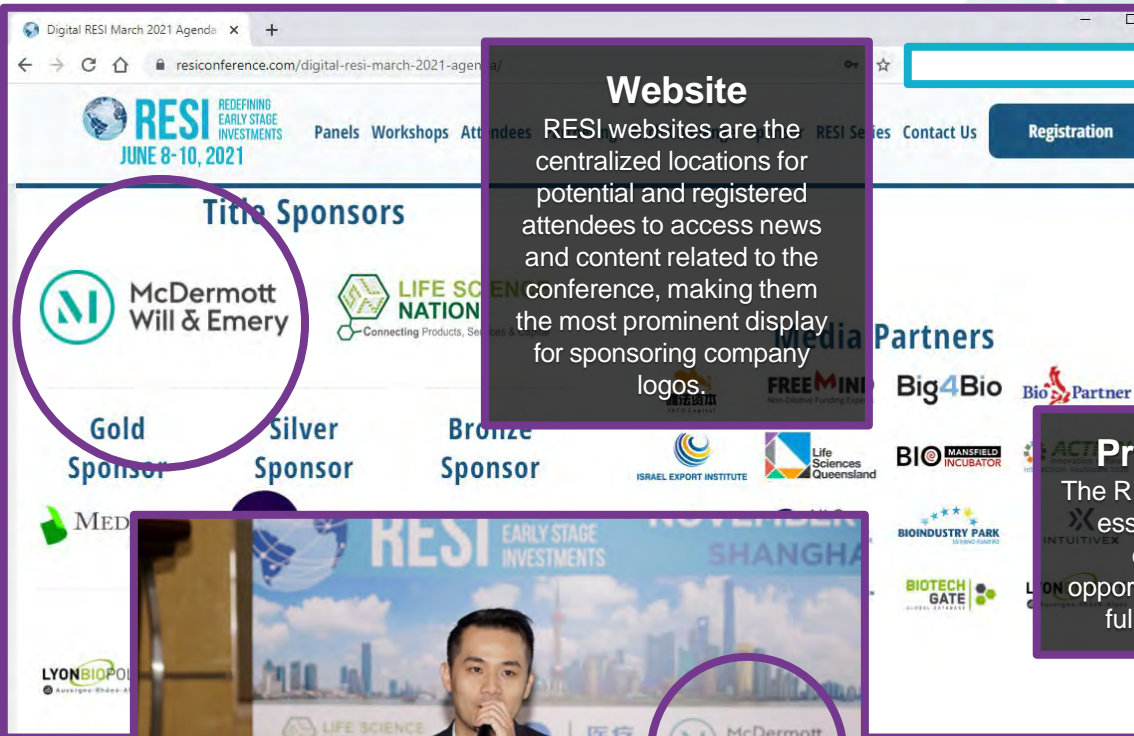
All sponsors are provided a dedicated webpage that serves as their virtual exhibition booth. By clicking the sponsor's logo on the event Live Agenda, attendees gain access to their dedicated webpage, which hosts materials which can include, but are not limited to video presentations, company description,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

The collage displays several key components of a sponsor's dedicated webpage:

- Main Sponsor Page:** Features the RESI logo (Resolving Early Stage Investments, June 8-10, 2021), navigation links (Panels, Workshops, Attendees, Partnering, Pitch Challenge, Sponsors, RESI Series, Contact Us, Registration), and a prominent "Sponsor" header. The Medmarc Insurance Group logo and mission statement are featured, along with a list of covered areas: Products Liability, Clinical Trials Liability, and Manufacturers E&O.
- Pitch Deck:** A slide titled "Pitch Deck" by Lynn Carney, featuring the Medmarc logo and the tagline "Treated Fairly. A Pro-Assurance Company." It also mentions "Digital RESI 2021".
- Title Sponsors:** Logos for McDermott Will & Emery and Life Science Nation.
- Gold Sponsor:** Medmarc.
- Silver Sponsor:** Burns Levinson.
- Bronze Sponsor:** Venture Salutation.
- Featured Tech Hubs:** Logos for Lyon Biopole, Life Sciences Queensland, Künser, and INCUBATORS 213T.
- Testimonial Video:** A video featuring Heather Thompson, Director General, with the text "HEATHER THOMPSON" and "Director General".
- Claims Case Study:** Two detailed case studies are shown:
 - Light Therapy Device:** Titled "Medmarc Defense Team Prevails in a Case Against a Light Therapy Device Manufacturer". It includes an executive summary, the allegation, the manufacturer and product, the incident, and damages.
 - Negligence Claim Based on Design Defect:** Titled "Seasoned Experts, Swift Action Led to a Defense Verdict for Medmarc Insured". It includes an executive summary, the allegation, the manufacturer and product, the incident, and damages.

Dedicated Page Example

LOGO FEATURES



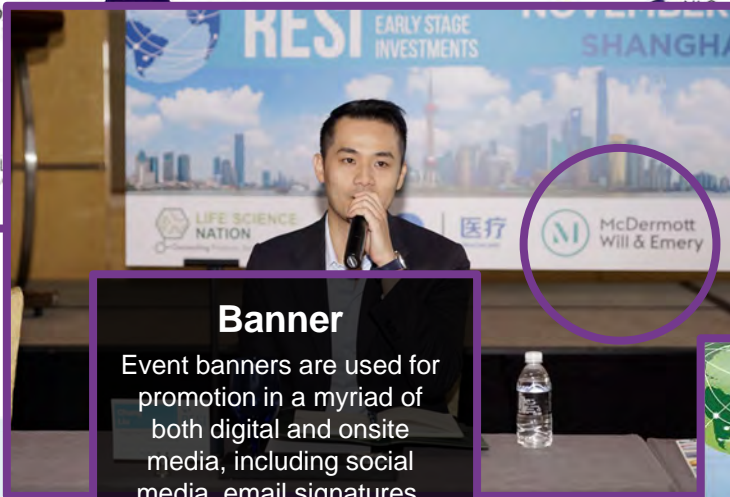
Website

RESI 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.



Program Guide

The RESI Program Guide is essential to the onsite experience with opportunities for ¼, ½, and full-page ad options.



Banner

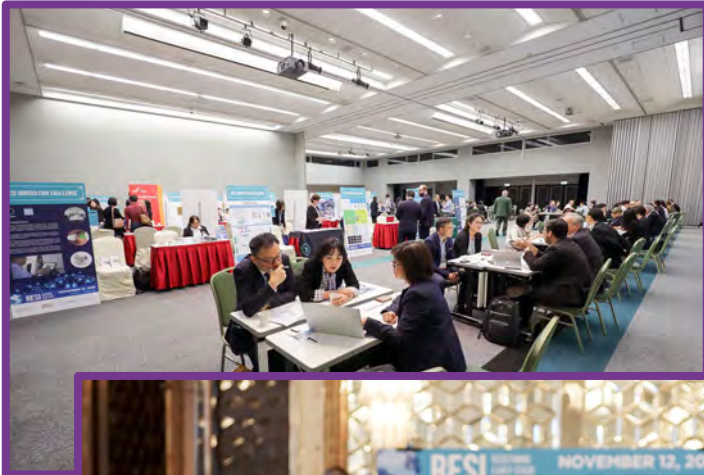
Event banners are used for promotion in a myriad of both digital and onsite media, including social media, email signatures, weekly newsletters, registration form, panel application, partnering platform, etc.



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

ONSITE EXHIBITION

The RESI Exhibit Hall is the center of the conference and partnering experience. As the event hub, the Exhibit Hall is the one-stop-shop for partnering, networking, Innovator's Pitch Challenge posters, and sponsor tables. This allows for a steady stream of foot traffic and countless opportunities for connection!



NEWSLETTER PROMOTION

LSN's **Next Phase**, **The Mandate**, and **Age-Tech Bulletin** newsletters arrives in 50K inboxes providing hot investor mandates, insightful articles, promotional news, or access to pre-recorded educational content.

Title, **Gold**, **Silver**, and **Bronze** sponsors have the opportunity to be interviewed for any newsletter in either an audio or written capacity or provide their own copy to promote their products and services.

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

Sponsor Content

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

By **Candice Ho**, 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 R&D projects.

Written Interview

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 **Robust 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 startups. 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

Audio Interview

What Makes a Great Banking Partner?

By **Rory McCann**, Marketing Manager & Conference Producer, LSN



A question not asked enough by early-stage startup founders when looking for banking options is, "Which available resources are specific to the needs of my company and industry?" In a recent conversation with **First Republic Bank's** **Nikhta Rao**, we discussed this question, why it isn't asked enough, and what founders stand to gain when they understand how much more valuable a banking relationship can be when it's the right fit. We discuss First Republic's life science toolkit and the resources available to early-stage startups in life science and healthcare.

Listen to our conversation and get to know First Republic Bank at **RESI Pastoring Week**, September 13-15. **Sign up today** and mark your calendar for the sessions answering your questions about what a powerful banking relationship can do for you.



Tuesday, September 14 | 11 AM EDT

Beyond Banking: Finding the Right Financial Partner for You

- **Nikhta Rao**, Managing Director, Life Science, First Republic Bank
- **Dennis Ford**, CEO, Life Science Nation

When your startup firm gains traction, you will inevitably need a bank that can add value and understand your distinct early-stage entrepreneurial needs. There are an array of financial institutions that have programs in the life science market to aid and guide early-stage entrepreneurs to set up the right financial packages. First Republic Bank is a leader in the early-stage life science market with decades of experience and dedicated teams that provide support to scientific entrepreneurs. In this friendly chat, we discuss the programs and services available for startups and how to engage and take advantage of the FRB offerings to help your business grow.

View Previous Issues

NEXT PHASE

AI THE MANDATE

Capital & Channels Newsletter

Age-Tech Bulletin

INNOVATOR'S PITCH CHALLENGE

Title, **Gold**, and **Silver** sponsors can participate in pitch sessions during the **Innovator's Pitch Challenge** – RESI's pitch competition which features 4 startups organized by sector to pitch directly to a panel of relevant investor judges and participate in a live Q&A.



Track 3:
**Entrepreneur Workshops
& Pitch Challenge**

**McDermott
Will & Emery**

VENTURE VALUATION
GLOBAL VALUATION SERVICES

**COMPANY VALUATION
FOR FUNDRAISING**

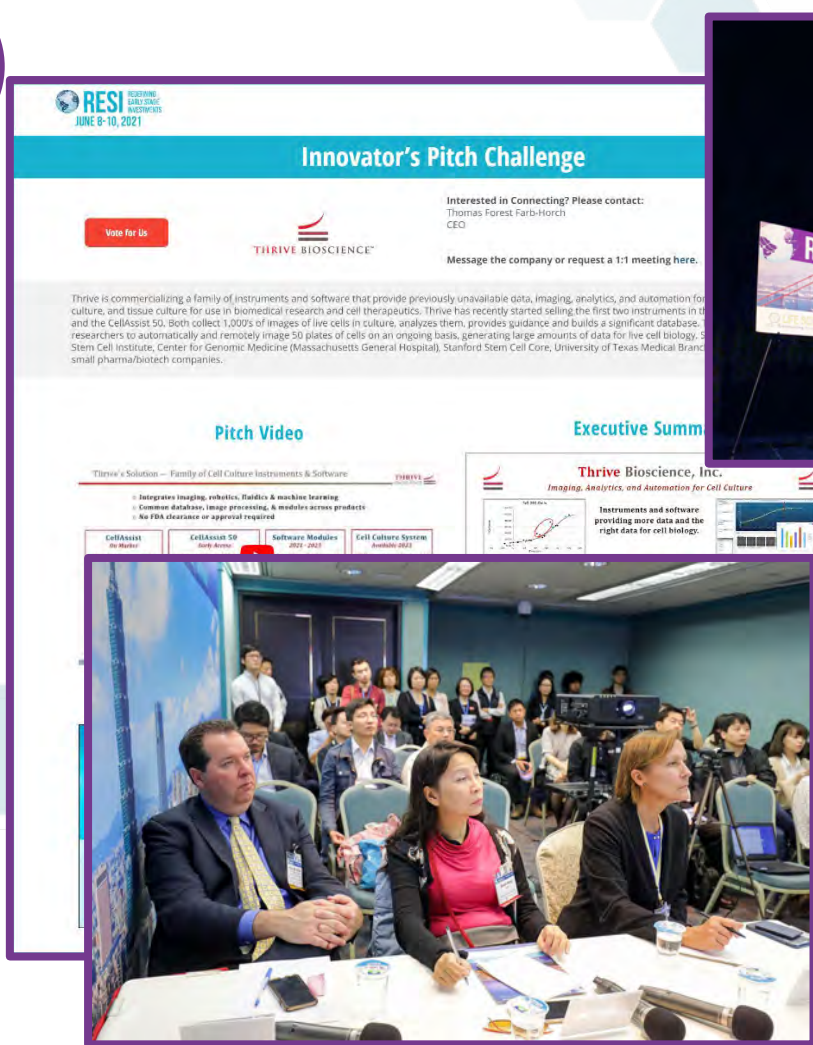
**McDermott
Will & Emery**

**NEGOTIATING
TERM SHEETS**

BREX

**SETTING UP FINANCE TO SCALE
YOUR LIFE SCIENCES COMPANY**

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



RESI REGIONAL
ECONOMIC
STIMULUS
INITIATIVE
JUNE 8-10, 2021

Innovator's Pitch Challenge

Interested in Connecting? Please contact:
Thomas Forest Farb-Horich
CEO

Vote for Us

THRIVE BIOSCIENCE

Message the company or request a 1:1 meeting here.

Thrive is commercializing a family of instruments and software that provide previously unavailable data, imaging, analytics, and automation for culture, and tissue culture for use in biomedical research and cell therapeutics. Thrive has recently started selling the first two instruments in the CellAssist 50, both collect 1,000s of images of live cells in culture, analyze them, provides guidance and builds a significant database. Researchers to automatically and remotely image 50 plates of cells on an ongoing basis, generating large amounts of data for live cell biology. Stem Cell Institute, Center for Genomic Medicine (Massachusetts General Hospital), Stanford Stem Cell Core, University of Texas Medical Branch, small pharma/biotech companies.

Pitch Video

Thrive's Solution — Family of Cell Culture Instruments & Software

- Integrate imaging, robotics, analytics & machine learning
- Common database, image processing, & modules across products
- No FDA clearance or approval required

| CellAssist 50 | CellAssist 50 | Software Modules | Cell Culture System |
|---------------|---------------|------------------|---------------------|
| CellAssist 50 | CellAssist 50 | Software Modules | Cell Culture System |

Executive Summary

Thrive Bioscience, Inc.
Imaging, Analytics, and Automation for Cell Culture

Instruments and software providing more data and the right data for cell biology.



Benefits Available Include:

1

Logos featured prominently throughout the session (sponsor's choice theme/sector)

2

Reserved spot on judging panel to participate in live Q&A.

PANELS & WORKSHOPS

Panels are live onsite and are available for viewing online via the event website. These discussions feature active investors, strategic partners, and key industry leaders, with a diverse range of topics focused on the early-stage life science ecosystem. **Title**, **Gold**, and **Silver** sponsors may join an existing panel as a moderator or host their own topic with sourced panelists to participate in a lively and informative discussion.



LIVE AGENDA

| Wednesday, June 8 | | |
|-------------------|---|----------------------|
| 11 AM EDT | AI vs. Life Science Panel <i>(With Games First in Early Stage session)</i> | Watch Recorded Video |
| 12 PM EDT | MWWE Workshop | Watch Recorded Video |
| 1 PM EDT | Corporate VC Panel <i>The Changing Landscape & New Opportunities</i> | Watch Recorded Video |
| 2 PM EDT | Asia Cross-Border Panel <i>Building Global Partnerships</i> | Watch Recorded Video |
| 4 PM EDT | Tales from the Road: Age-Related Diseases <i>Investing in Innovation & Treatments</i> | Watch Recorded Video |
| Thursday, June 9 | | |
| 11 AM EDT | Age-Tech Care Management Panel <i>Technology Improving the Care of Older Adults</i> | Watch Recorded Video |
| 12 PM EDT | NIH SEED | Watch Recorded Video |
| 1 PM EDT | Impact Investors Panel <i>More Than Financial Return</i> | Watch Recorded Video |
| 2 PM EDT | Team, Tech, & Traction in Early-Stage AI Panel <i>Investing in the Intersection of Digital Health and Medicine</i> | Watch Recorded Video |
| 3 PM EDT | Software-Enabled Medical Devices Panel <i>Answering the Intersection of Digital Health and Medicine</i> | Watch Recorded Video |
| 4 PM EDT | Tales from the Road: Biotech and MedTech Innovators <i>Entrepreneurs on Their Funding Journey</i> | Join the Live Panel |

ONSITE PANEL

Workshops are 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. **Title**, **Gold**, and **Silver** sponsors may host a dedicated workshop to promote brand, service, or product.

DEDICATED WEBPAGE

Title Sponsor

McDermott Will & Emery

For life science leaders looking to chart their path to success, McDermott Will & Emery is an increasingly leading law firm offering mission-critical business solutions that are equally informed by market intelligence and human expertise. We facilitate the power of collaboration in being the right combination of people, skills, and knowledge to bear the right time. Composed of top lawyers with demonstrated strength across intellectual property, pharmaceutical and regulatory 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 spirit of life science knowledge, learning from the particular skills of individuals and the collective experience of our team. This makes us uniquely qualified to help you solve business problems across the full life science value chain 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 25 offices worldwide and a strategic alliance with AMEC China Law Office in Shanghai.

Impact & Meaning

June 8, 12 PM EDT: Navigating 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 attendees with an overview of the latest trends in term sheets, with a focus on founder and management equity opportunities. The workshop will cover common types of terms in early-stage life science term sheets, including preferred stock, convertible preferred stock, and convertible preferred stock. Attendees will learn how to negotiate these terms and what to look for in a term sheet.

Brian M. Garrison, Partner, McDermott Will & Emery

Brian M. Garrison is a partner in the New York City office of McDermott Will & Emery, where he focuses on corporate governance, employment and equity compensation matters and the intersection of law and business.

Aruna Sharma, Partner, McDermott Will & Emery

Aruna Sharma is a partner in the New York City office of McDermott Will & Emery, where she focuses on corporate governance, employment and equity compensation matters and the intersection of law and business.

David Hadden, Founder, Hadden & Hadden

David Hadden has extensive experience launching, growing, and building successful ventures from incubation to exit, with particular expertise in healthcare, biotechnology, digital health, and related technology and service areas. He has deep knowledge and broad perspective from 20+ years in leadership roles at virtually all sides of the table, including VC, entrepreneur, CEO, board member, founder, advisor, consultant, and investor. David has led, co-founded and co-owned dozens of leading firms and startups, with exits including IPO, M&A, and strategic acquisitions. He is currently co-founder and managing director of Hadden & Hadden, a leading venture capital firm focused on early-stage life science investments.

David Hadden, Founder, Hadden & Hadden

David Hadden has extensive experience launching, growing, and building successful ventures from incubation to exit, with particular expertise in healthcare, biotechnology, digital health, and related technology and service areas. He has deep knowledge and broad perspective from 20+ years in leadership roles at virtually all sides of the table, including VC, entrepreneur, CEO, board member, founder, advisor, consultant, and investor. David has led, co-founded and co-owned dozens of leading firms and startups, with exits including IPO, M&A, and strategic acquisitions. He is currently co-founder and managing director of Hadden & Hadden, a leading venture capital firm focused on early-stage life science investments.

ONSITE MATERIALS & MEALS

Showcase your brand with onsite materials, including reusable water bottles, notebooks, pens, and tote bags. These products are designed to fit common needs while onsite at conferences, while also delivering brand visibility with functionality.

Title sponsor logos are featured on the attendee badge lanyard with a choice of additional placement on either reusable water bottle or conference tote.

Gold sponsors choose to have their logos featured on either a reusable mug, notebook, or pen.

Looking for something specific?

Let our BD team know how we can most prominently and efficiently showcase your logo and optimize brand visibility at RESI!

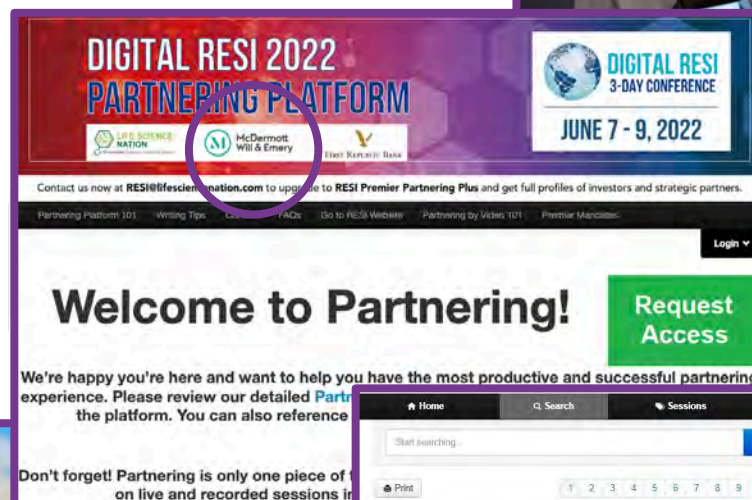


Title & Gold sponsorship also includes meals – each sponsor chooses a meal or coffee break of their choice, and their logo is prominently visible in onsite signage, as well as web and onsite agendas. Choices are first-come-first-served!

Title sponsors retain exclusive prominence for evening receptions, which also include a formal introduction.

PARTNERING

How Does it Work? Partnering opens three 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.



Title sponsors retain exclusive rights for partnering platform sponsorship, which includes prominent logo displayed throughout web-based platform and onsite partnering space.

Partnering is one of the most valuable facets of RESI conferences. Fundraising companies match with a diverse pool of investors who fit both development stage and product set.

