RESI
REDEFINING EARLY STAGE INVESTMENTS

WWW.RESICONFERENCE.COM

BOSTON 2022
SEPT. 21-22 | BOSTON, MA

SEPT. 23 | VIRTUAL

PRESENTED BY

LIFE SCIENCE NATION
Connecting Products, Services & Capital

ONSITE GUIDE

Early stage investors, fundraising CEOs,
scientist entrepreneurs, strategic partners, and service providers
now have an opportunity to Make a Compelling Connection

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CONTENT

BOSTON 2022

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WELCOME TO RESI

Welcome to RESI Boston 2022! Life Science Nation (LSN) is pleased to welcome the vibrant community of global early-stage investors, strategic partners, and life science and healthcare entrepreneurs back after more than two years of virtual content and partnering. The global COVID-19 pandemic shifted us all from our normal routines, but also shifted the world's gaze to the unmet needs in drugs, devices, diagnostics, and digital health. The Redefining Early Stage Investments (RESI) conference series has been a powerful networking tool for those who develop innovation in these spaces over the past decade, and we are thrilled to be joining you all in celebration and collaboration in Boston.

RESI Boston features two days of in-person partnering, panels, workshops, and the Innovator's Pitch Challenge (IPC) September 21-22, with an additional day to accommodate virtual partnering on September 23. If you're a frequent flyer at RESI, you know to expect quality panel discussions and educational workshops. We are pleased to bring back two days of live panels, highlighting insights and perspectives from early-stage investors, as well as successful entrepreneurs, covering topics that range from understanding a potential investor type to hot sectors, like AI and age-tech.

The IPC will also have its in-person debut, featuring a new format for pitching companies to stand out to investors and strategic partners at RESI. More than 50 finalists will pitch directly to a live audience and panel of investor judges, who will offer questions and feedback on their product, services, technology, and presentation. Attendees will be able to vote for their favorite pitch, as well as learn more about each company through their poster display in the exhibit hall.

As you peruse the exhibit hall, learn more about the tech hubs and service providers that add a collaborative and mission-driven energy to the RESI community. Connect with these organizations to learn how they support early-stage companies to succeed in their fundraising and beyond. Learn from these players in both educational and exhibit formats and use the dynamic networking receptions to discover new and exciting ways RESI can connect you with strategic partnerships. LSN would also like to thank longtime RESI sponsors **McDermott, Will & Emery, Medmarc, Burns & Levinson**, and **Big4Bio**. This year, we are proud to welcome **Eli Lilly, First Republic Bank, Shinhan Square Bridge**, and **Husch Blackwell** to their first in-person RESI, and we look forward to facilitating meaningful connections between these powerful players and the innovators at RESI.

Most importantly, RESI is designed to connect early-stage companies with the capital, licensing, and channel partners that are a fit for their product and stage of development, this is done primarily through partnering. RESI partnering is a global platform that helps buyers and sellers connect on many different criteria that are essential for booking well-fitting meetings. We invite you to explore the possibilities available through RESI partnering and to make the most of your time at RESI. We are glad you are here!

Sincerely,

Dennis Ford
Founder & CEO, Life Science Nation
Creator of RESI Conference Series

LIFE SCIENCE NATION
Connecting Products, Services & Capital

THE WESTIN COPLEY PLACE

3RD FLOOR

7:00 – 8:00 AM: Registration & Breakfast Buffet
12:00 - 1:00 PM: Lunch Buffet
5:00 - 7:00 PM: Networking Reception

WiFi: RESI_Boston_Conference
PW: resi2022

EXHIBIT TABLE

1 McDermott Will & Emery	2 MEDMARC Treated Fairly	3 LIFE SCIENCE NATION Connecting Products, Services & Capital	4 LIFE SCIENCE NATION Connecting Products, Services & Capital
5 Shinhan S²BRIDGE INCHEON	6 National Institute on Aging (NIA)	7 ONTARIO CANADA	8 IMPACT
9 Lilly	10 THE MEDTECH CONFERENCE Powered by AdvaMed	11 CAPITAL ADVISORS GROUP	12 Digital Health Recruitment
13 30e SCIENTIFIC™	14 CBSET INNOVATING TECHNOLOGY INTEGRATING SCIENCE IMPROVING LIVES	15 ICS	16 watershed
17 BROUGHTON	18 BIO MANSFIELD INCUBATOR	19 kilobaser	20 NEOSOME Life Sciences, LLC
21 30e SCIENTIFIC™	22 Mispro Biotech Services Own your science.	23 Burns Levinson	

INNOVATOR'S PITCH CHALLENGE

1 LEUKO	2 Navigation SCIENCES	3 VOXIMETRY	4 FatiAbGen	5 KORTUC
6 knowledge palette	7 PATCHD	8 APTAMIR	9 DurVena, Inc.	10 EPIVARIO

11 Vivonics

12 BILAYER THERAPEUTICS

13 AORTICLAB

14 NeuroGT

15 luminary therapeutics

16 Amplified sciences

17 Q Thero

18 carocell bio

19 NANOCAN THERAPEUTICS CORPORATION

20 sonoscope

21 Verndari

22

23 REVBIO TRANSFORMING BONE REPAIR

24 OXFORD DRUG DESIGN

25 calciscon

26 PhotoPharmics

27 ALPHYN BIOLOGICS

28 bio superior

29 hoba THERAPEUTICS

30 AlgoDx

31 plife BIOTECH

32 SpIntellx

33 PURMINDS NEUROPHARMA

34 WEARABLE Sensing

35 applikate

36 CURATherapeutics

37 Proteios Technology
Empowering the discovery and manufacturing of advanced therapeutics.

38 NELDERM

39 NexThera
Innovative Platform Technology

40 REMEDIUM

41 AzarGen Biotechnologies

42 MyoGene Bio

43 AVM BIOTECHNOLOGY

44 Ernest pharmaceuticals

45 FRAMESHIFT

46 KeViRx
Think Big With Small Molecules

47 NOVA Thin Film Pharmaceuticals

48 Elastrin
Restoring the Elastic of Life

49 ELVEE

50 GIVE mHealth

51

52 OPTIGUMS

53 suma

54 2Morrow

SHINHAN SQUARE (S2) BRIDGE PITCH SESSION

Shinhan S²BRIDGE INCHEON

56 Portrai

57 ABLE Labs

58 MicrobiotiX

59 RUDACURE
For your quality and painless life

60 BioMe
WITH BENEFICIAL MICROBES

61 Promedius

62 BAE RYEO INNOVATION

RESI Boston Bash

Westin Copley 3rd floor Foyer

Reception Sponsored by

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The Adam Matthew Trio
OLD SCHOOL ROCK
JAZZ AND R&B

LSN will be presenting awards to the IPC winners

Westin Copley Chefs have designed a unique food offering featuring The Best of Boston Neighborhoods:

- **Back Bay**
- **Chinatown**
- **South End**
- **Seaport**
- **Fenway**

Join Life Science Nation, the RESI community, and the Adam Matthew Trio to celebrate RESI's return to Boston and the Innovator's Pitch Challenge winners, which will be announced during the reception. In honor of our hometown roots, we are featuring cuisine from the best of Boston neighborhoods, including:

Back Bay | Chinatown | South End | Seaport | Fenway

AGENDA

SEPTEMBER 21, WEDNESDAY

7:00 – 8:00 AM: **Registration & Breakfast Buffet**
8:00 AM – 5:00 PM: **Onsite Partnering**

9:00 - 9:50 AM	**ANGELS PANEL** *Explaining the Process of Engagement*	**INNOVATOR'S PITCH CHALLENGE #1 THERAPEUTICS: ONCOLOGY**	
10:00 - 10:50 AM	**MEDICAL DEVICE PANEL** *Investing in Novel Engineering*	**INNOVATOR'S PITCH CHALLENGE #2 THERAPEUTICS**	
11:00 - 11:50 AM	**TALES FROM THE ROAD BIOTECH** *The Fundraising Biotech Founder*	**INNOVATOR'S PITCH CHALLENGE #3 MEDICAL DEVICES**	McDermott Will & Emery **NEGOTIATING TERM SHEETS**

12:00 - 1:00 PM: **Lunch Buffet Sponsored by** MEDMARC Treated Fairly

1:00 - 1:50 PM	**DIAGNOSTICS PANEL** *Next-Gen Tech Changing Treatment Paradigms*	**INNOVATOR'S PITCH CHALLENGE #4 DIGITAL HEALTH**	Shinhan S²BRIDGE INCHEON **SHINHAN SQUARE (S2) BRIDGE SESSION 1**
2:00 - 2:50 PM	**TALES FROM THE ROAD AI INNOVATION** *AI at the Intersection of Health & Tech*	**INNOVATOR'S PITCH CHALLENGE #5 THERAPEUTICS**	Shinhan S²BRIDGE INCHEON **SHINHAN SQUARE (S2) BRIDGE SESSION 2**
3:00 - 3:50 PM	**NEW, NOW, AND NEXT IN LONGEVITY INVESTMENT PANEL** *Opportunities & Priorities in Age-Tech*	**INNOVATOR'S PITCH CHALLENGE #6 MEDICAL DEVICES & DIAGNOSTICS**	HUSCH BLACKWELL **LEVERAGING IP FOR ZGROWING AN INVESTABLE MEDTECH COMPANY**
4:00 - 4:50 AM	**FAMILY OFFICES PANEL** *Perspectives on Seed & Series A Rounds*	**INNOVATOR'S PITCH CHALLENGE #7 MEDICAL DEVICES: ONCOLOGY**	**FOSTERING DIVERSITY IN LIFE SCIENCE ENTREPRENEURSHIP** *Hosted by* ***National Institute on Aging***

5:00 - 7:00 PM: **Networking Reception Sponsored by**

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AGENDA

SEPTEMBER 22, THURSDAY

7:00 – 8:00 AM: **Registration & Breakfast Buffet**
8:00 AM – 5:00 PM: **Onsite Partnering**

9:00 - 9:50 AM	**DIGITAL HEALTH PANEL** *Leveraging Software, Lowering Costs & Improving Care*	**INNOVATOR'S PITCH CHALLENGE #8 THERAPEUTICS**	
10:00 - 10:50 AM	**BIG PHARMA PANEL** *Strategies for Preclinical & Early Clinical Assets*	**INNOVATOR'S PITCH CHALLENGE #9 DIGITAL HEALTH: AI**	
11:00 - 11:50 AM	**TALES FROM THE ROAD MEDTECH** *Medtech Startups Redefining Possibility*	**INNOVATOR'S PITCH CHALLENGE #10 THERAPEUTICS**	LIFE SCIENCE NATION Connecting Products, Services & Capital **BRANDING & MESSAGING**

12:00 - 1:00 PM: **Lunch Buffet Sponsored by** MEDMARC. Treated Fairly

1:00 - 1:50 PM	**CORPORATE VC PANEL** *The Changing Landscape & New Opportunities*	**INNOVATOR'S PITCH CHALLENGE #11 MEDICAL DEVICES**	LIFE SCIENCE NATION Connecting Products, Services & Capital **IT ALL STARTS WITH YOUR STORY**
2:00 - 2:50 PM	**AI HEALTHCARE INVESTMENTS PANEL** *Defining Tech and Discovering Potential*	**INNOVATOR'S PITCH CHALLENGE #12 R&D / DRUG DELIVERY**	
3:00 - 3:50 PM	**TALES FROM THE ROAD AGETECH** *Age-Tech Innovators on Their Fundraising Journey*	**INNOVATOR'S PITCH CHALLENGE #13 THERAPEUTICS**	LIFE SCIENCE NATION Connecting Products, Services & Capital **IDENTIFYING YOUR GLOBAL TARGET LIST**
4:00 - 4:50 AM	**ONCOLOGY INNOVATION PANEL** *The Search for New Approaches to Diagnosing & Treating Cancer*	**INNOVATOR'S PITCH CHALLENGE #14 MEDICAL DEVICES & DIGITAL HEALTH**	

5:00 - 8:00 PM: **RESI Boston Bash Sponsored by**

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PARTNERING FORUM

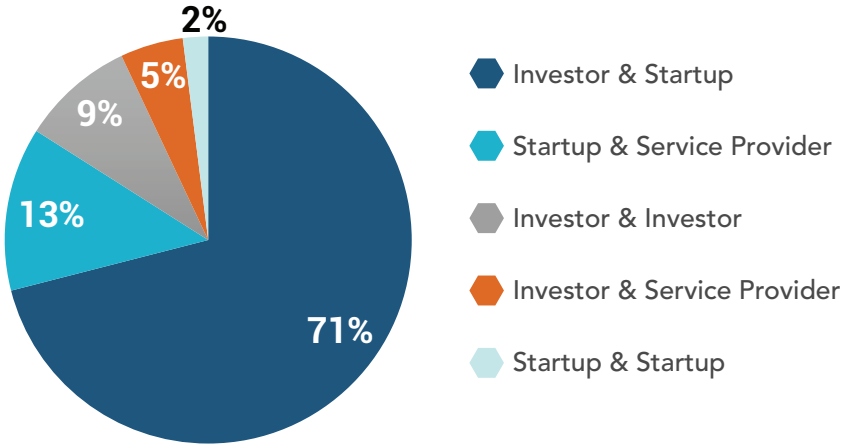
SEPTEMBER 21-22: IN-PERSON PARTNERING MEETING
SEPTEMBER 23: VITURL PARTNERING MEETING

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

Startup Type	*Percentage*
Therapeutics	47%
Medical Device	32%
Diagnostics	16%
Digital Health	5%

Service Provider Type	*Percentage*
Professional Services	39%
CRO/CMO	30%
Non-Profit	18%
Suppliers	8%
Others	5%

Who Meets with Whom at RESI Conferences



RESI provides a partnering forum for all stakeholders in the early stage life science world to reach out to others and build the relationships that will carry new technologies towards commercialization.

LILLY FOR BETTER

At Lilly, we are constantly evolving the way we discover, develop and manufacture medicines to bring new treatments to the people who need them even faster – and to expand access to these medicines for even more people around the world.

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INVESTOR PANEL & TALES FROM THE ROAD

	Moderator & Panelists
9:00 - 9:50 AM **ANGELS PANEL** *Explaining the Process of Engagement*	• **Dave Fogel**, Member of Screening & Due Diligence Committees, Mass Medical Angels (M) • **Christine Bunt**, Member, Launchpad Venture Group • **Elizabeth Cho-Fertikh**, Co-Founder & Managing Director, Meda Angels • **Wei Tao**, Board Director & Chair, Bio/Genomics, Life Science Angels
10:00 - 10:50 AM **MEDICAL DEVICE PANEL** *Investing in Novel Engineering*	• **Z Haroon**, Chairman and General Partner, Julz Co (M) • **Sam Goldberger**, Co-Founder & Managing Partner, Ambit Health Ventures • **Kristin King**, Member, Boston Harbor Angels • **Brock Reeve**, CEO and Co-Founder, Eos BioInnovation • **Maria Shepherd**, Founder & CEO, Medi-Vantage
11:00 - 11:50 AM **TALES FROM THE ROAD BIOTECH** *The Fundraising Biotech Founder*	• **Stanley Kim**, Co-Founder & CEO, WinSanTor (M) • **Auriane Gamelin**, Co-Founder & COO, OncoXome • **John Ramunas**, Co-Founder & CEO, Rejuvenation Technologies • **Collin Horner**, Co-Founder & CBO, Cura Therapeutics • **Courtney Young**, Co-Founder & CEO, MyoGene Bio
1:00 - 1:50 PM **DIAGNOSTICS PANEL** *Next-Gen Tech Changing Treatment Paradigms*	• **Tom Miller,** Managing Partner, GreyBird Ventures (M) • **Alex de Winter**, Vice President of New Ventures, Danaher Corporation • **Bruce Cohen**, Venture Partner, Xeraya Capital • **Joshua Phillips**, Founder & Managing Partner, Catalyst Health Ventures
2:00 - 2:50 PM **TALES FROM THE ROAD AI INNOVATION** *AI at the Intersection of Health & Tech*	• **Robert Quinn**, CEO, Patchd (M) • **Alicia Chong Rodriguez**, Founder & CEO, BloomerTech • **Jessica Gibson**, CEO, Co-Founder, Ariel Precision Medicine • **Nan-Wei Gong**, CEO, Figur8 • **Jinwoo Kim**, CEO, HAII
3:00 - 3:50 PM **NEW, NOW, AND NEXT IN LONGEVITY INVESTMENT PANEL** *Opportunities & Priorities in Age-Tech*	• **Joshua Barney**, Member, Barrington Angels (M) • **Moshe Bellows**, General Partner, Maccabee Ventures • **Lisa Fabiny-Kiser**, CEO, SENS Research Foundation • **Ray Jang**, Senior Associate, Primetime Partners • **Jenny Poth**, Vice President, Proprietary Investments, Ziegler LinkAge
4:00 - 4:50 AM **FAMILY OFFICES PANEL** *Perspectives on Seed & Series A Rounds*	• **Catherine Zhang**, Partner & Management Committee, Kajko, Weisman & Colasanti, LLP (M) • **Sherry Grisewood**, Senior Investment Officer, FoxHill Asset Management • **Ron Paliwoda**, Founder and President, Paliwoda Group

(M) Moderator

ANGEL PANEL

Explaining the Process of Engagement

This panel focuses on angels in Biotech investment and how angels assess current biotech investment trends and criteria. Topics may include:

- Types of deals Biotech angels like to do
- What it's like to work with an angel investor
- How biotech and investment landscapes evolving

Angel investors have been one of the first go-to investors as an incredibly important source of capital for fundraising entrepreneurs. Panelists will highlight the perspective of an angel when approaching a deal in the space. Angels will explain their investment preferences and their evaluation criteria, and provide overall advice in how to approach and build relationships with them. The panel will serve as an educational opportunity for scientist entrepreneurs to better understand the trends in angel investment in the bio-pharmaceutical field.

• **Dave Fogel**, Member of Screening & Due Diligence Committees, Mass Medical Angels

David Fogel is Managing Director of Swifton CFOs LLC, an outsourced CFO firm that provides emerging businesses with strategic and cost-effective financial leadership. David has been an active presenter and panelist with TechStars, MassChallenge, CleanTech Open, The Venture Forum, Greentown Labs, MIT Enterprise Forum Smart Start Program, M2D2 and YouthCities. He is also an active member of the screening and due diligence committees of Beacon Angels, TiE Boston Angels and Mass Medical Angels. David also is an Adjunct Instructor at Northeastern University and WPI.

• **Christine Bunt**, Member, Launchpad Venture Group

Christine is a serial entrepreneur, investor, founder, and executive of several life sciences companies. BuntAssociates provides capital and executive staffing for startup companies in biotechnology and health care IT. Most recently, Christine has served as CEO and Chairman of the Board at Verseau Therapeutics. Prior to starting and growing Verseau, she was the CEO and Founder of INTICA Biomedical (personalized medicine/cancer) and TARIS Biomedical. TARIS was co-founded with Prof. Michael Cima and Prof. Robert Langer from MIT (acquired by Allergan in 2014 for $588 million and J&J in 2019 for an undisclosed amount). Previously, Christine was with Merck & Co., where she assumed various leadership positions in worldwide commercialization for inflammation, neuroscience, and cardiovascular products. Prior to Merck, she assumed various R&D, business management, and commercialization functions at Hoffmann-La Roche in Basel, Switzerland. Christine holds degrees in Medical Technology and Immunochemistry (Biochemistry) from the Institute for Hygiene and Infectious Diseases / Medical School of the University of Saarbrücken in Germany. Christine was a Venture Partner with 20/20 HealthCare Partners, a private global investment group. She mentors entrepreneurs and new technology startups at the MIT Deshpande Center. She serves on the boards of the BIDMC (Beth Israel Deaconess Medical Center) Cancer Center and the HMS (Harvard Medical School) Institute for RNA Medicine.

• **Elizabeth Cho-Fertikh**, Co-Founder & Managing Director, Meda Angels

Elizabeth is the Cofounder & Managing Director of MEDA Angels, a healthcare-focused angel investor group that she and a few physician-investor colleagues established. The Washington, DC-based MEDA Angels invests in mid-seed and Series A stage opportunities in health and wellness segments from across the country and on occasion, internationally. She is a trained cancer biologist with over 25 years cross-functional experience in academia, biotech and startups spanning drug development, preclinical studies - clinical trials, regulatory affairs, and capital raising. Elizabeth enjoys mentoring startups at incubators in the DC metropolitan area including Halcyon House, Johns Hopkins, Georgetown University and the Korea Innovation Center-DC, and frequently speaks at investment forums and judges startup pitch showcases. She received her BA from Johns Hopkins, her MS from Georgetown University, her PhD from Thomas Jefferson University, and completed her postdoctoral training in cancer epigenetics at the NIH & Harvard Medical School.

• **Wei Tao**, Board Director & Chair, Bio/Genomics, Life Science Angels

Wei Tao, Ph.D., is a Silicon Valley based investor passionate about venture investment. Dr Tao focuses on early stage life science and healthcare companies with explosive growth potential, commercializing disruptive technology to address critical unmet needs and improve societal well being. Dr. Tao is a sought-after value-add investor and adviser. He built extensive connections with the entrepreneurial community in Silicon Valley and beyond. Dr. Tao is an adviser to a number of entrepreneurship initiatives at leading institutions such as Stanford University, UC Berkeley and UCSF. As a result he enjoys unparalleled access to proprietary deal flow, screening hundreds of promising deals every year. He is an active member of Life Science Angels, the premier life science focused investment group. He served on the board of LSA and several venture-backed companies.

SEPTEMBER 21 | 10:00 AM - 10:50 AM

MEDICAL DEVICES PANEL

Investing in Novel Engineering

Investing in medical devices has become more complex with time. While standard medical devices are still a mainstay, there are an increasing amount of combination devices, software-enabled devices and diagnostic devices that require investors to have expertise in multiple sectors. Panelists may discuss topics such as:

- The benefits vs. risks of devices that cross sectors
- Regulatory challenges
- Amount/type of data they want to see before investing

Panelists will discuss how to meet the challenges of raising financing for a new device and advise startups on how to make the investment case for their novel technology. Panelists will also explore what technology areas are of top interest to them and how a startup can make themselves stand out in the crowd.

• **Z Haroon**, Chairman and General Partner, Julz Co M

Dr. Haroon brings over two decades of experience in venture, private equity, corporate/business development and academia (with direct transactional and operational exposure of 15+ years in China) to lead Julz, a US based fund focused in healthcare opportunities worldwide. Julz has offices in NC and Suzhou China to exploit the tremendous opportunity offered in healthcare in both US and China. The investment spans all facets from innovative drugs, devices to services such as hospitals and diagnostic labs.

• **Sam Goldberger**, Co-Founder & Managing Partner, Ambit Health Ventures

Sam practiced as an ophthalmologist and ophthalmic facial plastic and reconstructive surgeon for 24 years in Southern California. In addition to managing a successful surgical practice, Sam is the author of numerous scientific papers and served as an Assistant Clinical Professor of Ophthalmology at the University of Southern California Keck School of Medicine and at Children's Hospital Los Angeles. After earning his MBA as a Sloan Fellow at MIT in 2016, Sam was recruited by a private equity firm to be CEO of their ophthalmology division. Sam led a very large and successful ophthalmology practice roll up. In 2018, he founded and led his own healthcare and life-science investing firm, Rangol Partners. Sam is board certified by the American Academy of Ophthalmology and a member of the American Society of Ophthalmic Plastic and Reconstructive Surgery. He earned a B.S. in Biology from MIT, a Medical Degree from Albert Einstein College of Medicine, and an MBA from MIT Sloan.

• **Kristin King**, Member, Boston Harbor Angels

A Yale University Entrepreneur-in-Residence (EIR) since 2018, Kristin King is currently Vice President, Corporate Development & Strategy at Defibtech, a Nihon Kohden company based in Guilford. With over 20 years' experience across a variety of commercial and technical functions as well as responsibilities for strategic business development, Kristin has worked on healthcare solutions within both startup ventures as well as within multinational companies. She is an active angel investor with Boston Harbor Angels and serves on the Executive Board of Boston Entrepreneurs' Network.

• **Brock Reeve**, CEO and Co-Founder, Eos BioInnovation

Brock Reeve is CEO and Co-founder of Eos BioInnovation, an investment company focused on incubating and launching companies in the regenerative medicine field. Prior to Eos, Brock was the Executive Director of the Harvard Stem Cell Institute, a research center comprised of the schools of Harvard University and its affiliated hospitals and research institutions. Brock's prior experience was in the commercial sector in both management consulting and operations for technology-based companies, with a focus on life sciences. Brock was the former CEO of IVIVA Medical where he is now on the Board of Directors. He is a co-founder of Elevian, on the Board of Directors of Thrive Bioscience and also on the Board of Trustees for the Pioneer Charter School of Science in Everett, MA. Brock received a BA and MPhil from Yale University and an MBA from Harvard Business School.

• **Maria Shepherd**, Founder & CEO, Medi-Vantage

Maria brings objective, multifaceted medical device and life sciences experience and MedTech marketing and business strategy know-how to her clients. Her expertise, gained in Marketing Leadership roles including Vice President of Marketing at Oridion Medical (now Covidien/Medtronic), Director of Marketing at Philips Medical, and Group Marketing Manager at Boston Scientific, has been further honed by close to a decade of consulting to start-ups, mid-market leaders and Fortune 100 companies, like Amgen and InfoBionic. Maria serves on the Investment Committee of Aligo Innovation, she co-chairs the Medical Device, Diagnostics and Life Sciences Corporate Relations Committee for the Healthcare Businesswomen's Association and has served on the corporate board of the Anesthesiology Patient Safety Foundation. Her undergraduate degree is in Biology from the University of Pennsylvania and her MBA, magna cum laude, from Babson College.

SEPTEMBER 21 | 11:00 AM - 11:50 AM

TALES FROM THE ROAD: BIOTECH

The Fundraising Biotech Founder

Competition is as fierce in the biotech industry as it has ever been – new vaccine technologies are being developed to target critical infectious diseases, small molecules are being applied to new therapeutic areas such as autoimmune and fibrotic indications, and advances in our understanding of the pathogenesis of neurological and cardiovascular indications have unlocked novel immunotherapeutic avenues. With this being observed, and the industry shifting back to in-person meetings, it is more important than ever to hone your company story and amplify your fundraising journey. Join us on Tales from The Road to hear from actively fundraising entrepreneurs to hear how they have tackled some of the biggest challenges during their partnering initiatives:

- How did entrepreneurs identify investors that fit their technology?
- How did they pitch their companies and accurately portray their unique value points to strategic partners?
- Given that dialogue leads to a relationship that then leads to an allocation or partnership, what have been the best methods for building successful relationships with various early-stage investors?

Furthermore, entrepreneurs will share unique insights and tips they have gained from their fundraising experiences, and how others can work towards a more successful campaign.

• **Stanley Kim**, Co-Founder & CEO, WinSanTor M

Stanley Kim is currently CEO and co-founder of WinSanTor. WinSanTor is the first company to clinically prove regrowth of peripheral nerves (IENF). It is currently preparing for its Ph-3 for diabetic peripheral neuropathy, and running several Ph2 trials in multiple indications. The entire team of WinSanTor is singularly focused on maximizing patient impact, and Stanley Kim is passionate on making this work. He has been fortunate to work with amazing people throughout his career: previously running the intellectual property at The Salk Institute, and starting two companies that pioneered machine learning (SoftMax acq by Qualcomm and Emotient acq by Apple).

• **Auriane Gamelin**, Co-Founder & COO, OncoXome

Auriane Gamelin, MBA Entrepreneurship and Finances, Co-Founder and COO of OncoXome, has held operational roles at Fortune 500 companies for over a decade, starting with Xerox France. After completing her MBA, Ms. Gamelin managed the production of TV shows at Walt Disney Animation Studios and later Warner Brothers. Later, she worked at the fast-growing Snap Inc., where she vastly increased the platform's international markets after hiring her own team and implementing proper strategies. With this operational experience, Ms. Gamelin decided to fully commit to advancing cancer research and started OncoXome with her father, Erick. She also earned certifications in drug development processes from UC-Berkeley and completed a training program in clinical investigations at the FDA headquarters.

• **Collin Horner**, Co-Founder & CBO, Cura Therapeutics

Collin Horner has over 20 years of experience in the field of business development, marketing & communication, working in the areas of health science, real estate development, and corporate branding, launching numerous successful marketing and advertising campaigns for multinational corporations as well as early-stage startups. Currently, focusing on business development to raise Cura Therapeutics Series A round to fund its IND-enabling studies, Phase 1 clinical trials, non-dilutive funding strategy, and strategic partnering outreach.

• **John Ramunas**, Co-Founder & CEO, Rejuvenation Technologies

John Ramunas is co-founder and CEO of Rejuvenation Technologies Inc. a biotech founded around the topic of John's PhD thesis at Stanford University on healthspan extension by telomere extension using mRNA encoding telomerase (TERT mRNA). Rejuvenation has raised $9.5M since its founding in 2018 and is embarking upon its series A round.

• **Courtney Young**, Co-Founder & CEO, MyoGene Bio

Courtney Young, Ph.D., Co-founder and CEO, MyoGene Bio- Dr. Young completed her B.S. in Chemical and Biomolecular Engineering at Johns Hopkins University, a Master of Research in Biomedicine at University College London, and a Ph.D. in Molecular Biology and postdoctoral fellowship in Neurology at University of California, Los Angeles (UCLA). Throughout this time, Dr. Young has received numerous awards and fellowships including the National Science Foundation Graduate Research Fellowship, the Charles E. and Sue K. Young Graduate Student Award, the UCLA Jules Brenner Award and the Magnify Entrepreneurial Spirit Award. Dr. Young co-founded and became CEO of MyoGene Bio in 2018 and has been there full time since mid-2019.

DIAGNOSTICS PANEL

Next-Gen Tech Changing Treatment Paradigms

This panel focuses on investments in innovative diagnostics, ranging from IVD, genomics, precision medicine, and more. Topics may include:

- Current areas of interest
- Current challenges in this ecosystem – Navigating the competitive landscape
- Commonly observed red flags
- Successful deals

Panelists will discuss how companies can successfully fundraise for their budding diagnostics technology and the best way to successfully approach and develop a relationship with relevant investors. Panelists will also explore current areas of interest and why they are relevant, as well as developmental and regulatory hurdles and how companies can address these problems to attain key milestones.

• **Tom Miller,** Managing Partner, GreyBird Ventures M

After receiving a degree in Nuclear Engineering from the University of Massachusetts at Lowell, Tom earned his Masters degree in Medical Physics at the Harvard/MIT Health Sciences and Technology joint program. He worked at Los Alamos, the Swiss Institute for Nuclear Research, Brookhaven National Laboratory, and MGH. Tom then joined Siemens where he became the ¬rst non-German CEO of a German factory and business unit. He left Siemens to become CEO of the global medical operations of Carl Zeiss. He then joined Analogic Corporation as CEO. After three years, Tom left to become CEO of LightLab Imaging. Completing a sale of LightLab, Tom re-joined Siemens as a member of the operating board of Siemens Healthcare and the CEO of Customer Solutions Division. Tom co-founded GreyBird in mid-2013 with an investment focus on technologies enabling precision medicine diagnosis.

• **Bruce Cohen**, Venture Partner, Xeraya Capital

Bruce Cohen is a Venture Partner with Xeraya Capital and CEO of Anergent Pharmaceuticals. He was the founding President and CEO of Acacia Biosciences, Cellerant Therapeutics and VitaPath Genetics. He also served as CFO at GeneSoft Pharmaceuticals and held senior positions in business development and marketing at Sequus Pharmaceuticals and at Baxter. Bruce holds a BA, cum laude and an MA from Tufts University, as well as an MBA with distinction from Harvard Business School.

• **Alex de Winter**, Vice President of New Ventures, Danaher Corporation

Alex de Winter is with Danaher Equity Ventures, where he invests in life sciences tools and clinical diagnostic startups. Prior to Danaher, he was a managing director at GE Ventures, where he invested in precision medicine startups like Labcyte, Raindance, Singular Genomics, Syapse, and Veracyte. Alex previously worked at Mohr Davidow Ventures, and was a research scientist at Pacific Biosciences and 454 Life Sciences. Alex earned his PhD in Chemistry from Stanford, his MBA from UC Berkeley, and his BA in Chemistry and English from Amherst College.

• **Joshua Phillips**, Founder & Managing Partner, Catalyst Health Ventures

Josh is a Founder and Managing Partner of CHV and has been a member of the Investment Committees of the general partners of CHV I and CHV II since 2008. He is actively involved in all aspects of fund management including investments and capital raising and has led CHV I and CHV II investments in the medical device, women's health and molecular diagnostics markets. He led CHV's investments in Allegro Diagnostics (acquired by Veracyte), Vortex Medical (acquired by AngioDynamics), SevenOaks Biosystems (acquired by Medline), Sera Prognostics (NASD: SERA), Pavilion Medical, Saphena Medical, Cruzar Medsystems, Conformal Medical, Brixton Biosciences, EyeCool Therapeutics, and Epitel. He is a Director of Sera Prognostics, Pavilion Medical, Saphena Medical, and Cruzar Medsystems, and a past Director of Allegro Diagnostics, Vortex Medical, and SevenOaks Biosciences.

SEPTEMBER 21 | 2:00 PM - 2:50 PM

TALES FROM THE ROAD: AI INNOVATION

AI at the Intersection of Health & Tech

Hear from fundraising entrepreneurs on their processes researching, pitching, and working with investors. AI technology has incredible potential in healthcare, but also raises unique challenges. Hear from founders on how AI fits into their story and solutions, and how they sourced the right investors for them.

• **Robert Quinn**, CEO, Patchd M

When I was 12 I was told, that if I didn't get a liver transplant, I'd be dead before my 22nd birthday. At the age of 21, I received that urgently-needed liver transplant. Following the transplant, I suffered 18 separate bouts of sepsis, a condition that occurs when the body over-reacts to a serious infection. It directly kills 1 in every 6 times (CDC, 2018). You don't have to be a mathematician to realize I'm an anomaly. The only reason that I am alive is that I can tell when I am getting sick. I get sore legs and a warm face and I show up to the hospital early to be treated. The extra time saved my life. We quickly realized that if I could tell I was getting sick and save my own life, we could use deep learning and wearables to do the same thing for others. With this in mind, and a desire to change the trajectory of the millions of people who get sepsis every year, Patchd was born.

• **Alicia Chong Rodriguez**, Founder & CEO, BloomerTech

Alicia Chong Rodriguez is the CEO at Bloomer Tech. She graduated from the MIT Electrical Engineering & Computer Science program and MIT IDM, where her research focused on sex-specific, computationally-generated, cardiac biomarkers at the MIT Computational Cardiovascular Research Group. She received the MIT Legatum Fellowship and the MIT Graduate Women of Excellence Award. She has also been recognized as a 2021 TED Fellow, 2018 Medtech Boston 40 under 40 Healthcare Innovator, and in the top 100 Female Founders across the U.S. by Inc Magazine. Prior to MIT she worked in the semiconductor industry at companies such as HP and Teradyne and co-founded MenTe en Acción (Mujeres en Tecnología) where she currently serves on the board as a technical advisor.

• **Jessica Gibson**, CEO, Co-Founder, Ariel Precision Medicine

Jessica is the CEO and co-founder at Ariel. Her background in genomics, healthcare and pharma is now enabling Ariel to create strategic partnerships and collaborations that serve multiple customers in the healthcare community. Jessica loves working at Ariel because she has been able to build innovative solutions to enable the diagnosis and management of chronic diseases and really move the needle on a number of challenging conditions.

• **Nan-Wei Gong**, CEO, Figur8

Founded in 2016, FIGUR8 is a MIT STEX 25 company formed by a group of engineers, researchers and designers with expertise in wearable computing, digital health and sports science. They share the same passion in creating the most intuitive and effective way to understanding human movement and to bring what's only available to the elite few today to the hands of the everyday user.

• **Jinwoo Kim**, CEO, HAII

Kim is a CEO and Founder of HAII inc. HAII is a digital therapeutics company based in Seoul, South Korea. It aims to become the global leader in digital therapeutics specializing in the management of central nervous system (CNS) diseases such as Alzheimer's and Stroke. All of HAII's solutions share the same architecture consisting of two key modules. The first module is a digital biomarker that screens and diagnoses early phases of diseases utilizing big data collected by patients' own smartphone. The second module is a treatment agent that provides customized therapeutic solutions through conversational AI technology. Kim is the professor at Yonsei University, and brings more than 30 years of experience in HCI (Human and Computer Interaction). He went to MIT, Sloan School of Management as a visiting scholar, and University of California, Irvine as a visiting associate. Kim holds Ph.D & MS specialized in HCI from Carnegie Mellon University and an MBA from University of California at Los Angeles (UCLA).

SEPTEMBER 21 | 3:00 PM - 3:50 PM

NEW, NOW, AND NEXT IN LONGEVITY INVESTMENT

Opportunities & Priorities in Age-Tech

By 2030 1 in 6 people in the world will be over 60 years of age. Globally, the senior population is rapidly growing and the opportunities in the age-tech space abound. But this niche market has its intricacies. Hear from longevity investors on their predictions for what's next, what they're looking for, and trends they see sticking.

• **Joshua Barney**, Member, Barrington Angels M

Joshua Barney is a California and Illinois licensed attorney. He has served as general counsel and financial advisor for the U. S. operations of several foreign corporations including LSIS USA (formerly LG), Kawasaki Trading and Kia Corporation. His legal background includes corporate joint ventures, merger and acquisitions, corporate start-ups, and trade secret litigation. He has been a co-founder of several technology and biotech companies. He currently manages two angel funds, Barrington Angels and SISU Funds. He holds degrees from CSU Chico, University of California, Davis, and Columbia University, NY.

• **Moshe Bellows**, General Partner, Maccabee Ventures

Moshe is a managing principal of Maccabee Ventures. A YU faculty member and attorney, he brings more than 25 years of experience as an entrepreneur, strategic investor, and trusted advisor to early stage technology companies across several industries. Moshe's expertise includes SilverTech®, Digital Health, PropTech, FinTech and Cybersecurity. Technology companies in which Moshe has been involved include Envoy America, Indicative, Wisio, Tembo Health, Xtify (acquired by IBM) and kSolo (acquired by Fox Interactive Media/MySpace). • J.D. Fordham Law • LMSW, Wurzweiler School of Social Work • B.A. Yeshiva University • FINRA Series 7 and 63

• **Lisa Fabiny-Kiser**, CEO, SENS Research Foundation

Previously serving as SRF's Executive Director, Lisa worked closely with the organization's preceding CEO's for more than a decade, dedicating her expertise towards building all aspects of the organization. With an educational background in Life Sciences and industry experience in microbiology, stem cells, and flow cytometry, Lisa joined SRF in 2010 as a volunteer in the laboratory. She transitioned into organizational administration in early 2012, and with a strong focus on finance and operations advanced into greater roles that balanced the financial, research, educational, and outreach operations of the organization. A Bay Area transplant from the Midwest, she is fully dedicated to advancing rejuvenation biotechnologies and guiding SRF forward as a significant and leading-edge contributor in this rapidly growing field.

• **Ray Jang**, Senior Associate, Primetime Partners

Ray joined the Primetime team in 2020 and was previously an associate at Rex Health Ventures, the corporate venture arm of UNC. At Rex, Ray spent three years focused on investments in the healthcare space - working with physicians and administrators to create innovation in healthcare IT, medical devices, therapeutics, and diagnostics. He previously founded an international healthcare education company, and after its acquisition, went on to obtain his MBA from University of North Carolina, Kenan-Flagler. He received his undergraduate degree in Bio-chemistry and Economics from University of California – San Diego.

• **Jenny Poth**, Vice President, Proprietary Investments, Ziegler LinkAge

Jenny Poth joined Ziegler in 2016. Under Ziegler Proprietary Investments & Fund Management, Jenny works with the firm's portfolio companies and strategic partners to maximize value for all stakeholders. Jenny was previously part of the Corporate Finance Healthcare team, advising healthcare services and healthcare information technology companies on various strategic and financial alternatives. She is a co-author of Ziegler's white paper series, "Deconstructing the Telehealth Industry." Prior to Ziegler, Jenny was a financial effectiveness intern at PricewaterhouseCoopers Consulting, where she supported an external quality assessment team overseeing acquisition activities at a large technology solutions firm. Before interning at PricewaterhouseCoopers Consulting, Jenny was also a summer analyst at Ringleader Ventures, where she identified, investigated and acted as the primary contact for investment targets in the healthcare, insurance, energy and education sectors. Jenny graduated magna cum laude from the University of Notre Dame with a Bachelor of Business Administration in finance and a second major in theology.

SEPTEMBER 21 | 4:00 PM - 4:50 PM

FAMILY OFFICES PANEL

Perspectives on Seed & Series A Rounds

This panel focuses on understanding how family offices view direct investments in early-stage healthcare opportunities (seed – series A) and how they differ from and compare to VCs. Topics may include:

- Primary differences between institutional VCs and family office investors
- How family offices source investments / how to get on their radar
- Trends in the early-stage healthcare investment space

The primary goal of this panel is to help entrepreneurs understand how family offices view early-stage investments in the healthcare space and best practices for approaching, pitching, and working with these groups as well as debunking some common misconceptions about family offices.

• **Catherine Zhang**, Partner & Management Committee, Kajko, Weisman & Colasanti, LLP M

Catherine Liyun Zhang is a partner and a member of the firm's Management Committee. She focuses on business and corporate law, estate planning, employment law, and intellectual property. Attorney Zhang represents corporations on complex matters, including company formation, governance, venture-capital financing, mergers and acquisitions, and cross-border transactions. She represents a wide variety of clients ranging from entrepreneurs and startups, to medium and large companies, including life sciences (biotech, biopharmaceutical, medical device, and healthcare services), medical practices, non-profit organizations, software, business and financial services, legal services, consulting, venture capitals, restaurants, and real estate developers. Attorney Zhang also represents C-level and executives in employment matters, advising them on employment contracts and equity compensation. Attorney Zhang received her Juris Doctor degree from Boston University School of Law with a concentration in intellectual property law. Prior to her doctoral studies, she received her Bachelor of Science degree from Peking University and Master of Science degree from Michigan State University. Before joining the firm, Attorney Zhang worked at a boutique law firm in the greater Boston area and a prestigious international law firm in its China headquarters. Attorney Zhang is active in local community services and serves on the board of directors/trustees of several non-profit organizations, including the Lexington Chamber of Commerce. Attorney Zhang is also a frequent presenter at conferences and seminars.

• **Sherry Grisewood**, Senior Investment Officer, FoxHill Asset Management

Sherry has extensive Wall Street professional experience in banking, corporate advisory and research capacities primarily for early stage life science and related technology companies with particular focus in therapeutic areas where there is an intersection of technologies. Sherry currently chairs the Audit Committee and is a member of the Compensation Committee for Tapimmune, Inc., and sits on the Board of Oncolix, Inc., both public companies, and Mobitech Regenerative Medicine, Inc., a private orthopedics device company. Sherry holds FINRA general securities, investment banking and research principals licenses, is a member of the CFA Institute, TERMIS, ASGCT, Women in Bio and the Jazz Society of New Jersey.

• **Ron Paliwoda**, Founder and President, Paliwoda Group

Ron Paliwoda in an accidental entrepreneur and seasoned investor, primarily through the firm he founded 20 years ago, The Paliwoda Group. This privately held firm targets early-stage projects with intellectual property that complement its existing business divisions, products and technologies. In the healthcare sector, it uses the Health Tech Fund to focus on projects that can reduce healthcare costs by improving operational efficiencies at service providers, and by empowering healthcare consumers to better manage the cost of their treatment. Ron advises talented teams with novel approaches to solving big challenges, including projects in the medical technology space like Genotype Diagnostics, who use machine-learning systems to better understand how genetic variation can lead to disease; and BioArray, who streamline personal health monitoring by converting complex data into clear insight. Ron is actively involved in issues that concern the environment, health and excellence in education, and is a passionate advocate for supporting early-stage innovation by offering local working environments where startups are nurtured, and high-potential leaders are continuously challenged to excel. He holds degrees from the University of Michigan in Psychology, Anthropology, and Zoology, and may be found on any given Saturday during College Football season cheering for his beloved Michigan Wolverines.

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INVESTOR PANEL & TALES FROM THE ROAD

	Moderator & Panelists
9:00 - 9:50 AM **DIGITAL HEALTH PANEL** *Leveraging Software, Lowering Costs & Improving Care*	• **Arianne Kidder**, Principal, Seae Ventures (M) • **Tomoko Ishikura**, Partner, Kicker Ventures • **Vic Lanio**, Partner, Flare Capital Partners • **Cyril Philip**, Vice President of Digital Ventures, Bon Secours Mercy Health • **Matt Weinberg**, Partner, Max Ventures
10:00 - 10:50 AM **BIG PHARMA PANEL** *Strategies for Preclinical & Early Clinical Assets*	• **William Kohlbrenner**, CSO, Life Science Nation, VP of Drug Development, BioLoomics (M) • **Imran Nasrullah**, Vice President & Head, Collaborate2Cure Hub US, BD & Licensing, Bayer • **Steve Cohen**, Executive Director, Translational Medicine-Oncology & Internal Medicine, & Search & Evaluation, Daiichi Sankyo • **Jennifer Ma**, Executive Director, Business Development & Licensing, Novartis • **Jim MacKrell**, Associate Vice President & Head of Boston Venture Science Team, Eli Lilly • **Rekha K. Paleyanda**, Director, Oncology Business Development, Takeda
11:00 - 11:50 AM **TALES FROM THE ROAD MEDTECH** *Medtech Startups Redefining Possibility*	• **Maria Shepherd**, President & Founder, Medi-Vantage (M) • **Angie Conley**, CEO, Abilitech • **Michael Finkelstein**, Co-Founder & Pres. R&D, Neuro20 Technologies • **Brian Hess**, CEO & Founder, RevBio • **David Robertson**, Sr. Imaging Specialist, Asyst Medical
1:00 - 1:50 PM **CORPORATE VC PANEL** *The Changing Landscape & New Opportunities*	• **Andy Merken**, Partner, Corporate and Securities Co-Chair, Life Sciences, Burns & Levinson (M) • **Rowan Cade**, Program Manager, BARDA Ventures (Division of Research Innovation and Ventures (DRIVe)) • **Adam Kundzewicz**, Executive Director, Boehringer Ingelheim Venture Fund • **Jasmina Marjanovic**, Director, AbbVie Ventures • **Ronak Savla**, Director, Strategic Ventures, Catalent Strategic Ventures
2:00 - 2:50 PM **AI HEALTHCARE INVESTMENTS PANEL** *Defining Tech and Discovering Potential*	• **Wasim Malik**, Co-Founder and Managing Partner, Iaso Ventures (M) • **Poorya Hosseini**, Partner, Camford Capital • **Lana Caron**, Innovation Lead, Philips Ventures • **Lu Zhang**, Managing Partner, Fusion Fund
3:00 - 3:50 PM **TALES FROM THE ROAD AGETECH** *Age-Tech Innovators on Their Fundraising Journey*	• **Steve Weissblum**, Mentor-in-Residence, Techstars Future of Longevity Accelerator, Techstars (M) • **Wendy Bronfin**, CEO, BRIGHT • **Anthony DePasqua**, President, EnClear Therapies • **Chekesha Kidd**, Senior Health & Wellness Executive, Kinumi • **Sam Yang**, Managing Director and Co-Founder, Xandar Kardian
4:00 - 4:50 AM **ONCOLOGY INNOVATION PANEL** *The Search for New Approaches to Diagnosing & Treating Cancer*	• **Andrew Meadow**, General Partner, Health Innovation Capital (M) • **Kalyan Chakravarthy**, Senior Manager, External Innovation, Ipsen • **Miles Gerson**, Senior Investment Director & Partner, Takeda Ventures • **Atul Varadhachary**, Managing Partner, Fannin Innovation Studio

(M) **Moderator**

DIGITAL HEALTH PANEL

Leveraging Software, Lowering Costs & Improving Care

This panel focuses on investing in innovative digital health products that bring new efficiencies to the healthcare system, change how care is delivered or managed, and how patients are involved in their own care. Panelists will explore topics related to investing in digital health, including:

- In what kinds of digital health technologies are they interested in investing?
- What metrics and evidence do you look for in a digital health startup?
- How can an early-stage digital health company demonstrate the value of their products?
- What are the main challenges for startups raising capital in this space?

The moderator and panelists will discuss this rapidly evolving field of healthcare investment, and will introduce the audience to the key fundraising opportunities and challenges facing digital health entrepreneurs today.

• **Arianne Kidder**, Principal, Seae Ventures M

Arianne Kidder is Principal and Chief Financial Officer at Seae Ventures. She brings 17 years of experience in finance and operations leadership in healthcare and technology, ranging from early-stage startups to Fortune 500 organizations. Arianne previously served as senior manager at Ernst & Young and vice president of finance at Buoy Health, a digital health company that uses AI technology to provide personalized clinical support the moment an individual has a health concern, where she led the company through tremendous growth during the COVID-19 pandemic. She is a graduate of Questrom School of Business at Boston University and currently participates as a member of Global Women in VC, the world's largest global community for women in venture capital.

• **Tomoko Ishikura**, Partner, Kicker Ventures

Tomoko Ishikura is a Partner at Kicker Ventures and a board director of Co-Studio. Her investments focus on digital healthcare solutions that transform the future of healthcare. Before funding Kicker Ventures, Tomoko was Business Development Advisor to a global medical device company, Nipro. Prior to Nipro, she worked for Axios International in France, UNICEF in Rwanda, PwC's PRTM, and a biotech start-up in Japan. She specializes in cross-business cultural communications and has extensive experience in facilitating negotiations to enable the global expansion of healthcare companies. Tomoko is a pharmacist by training and holds MBA from INSEAD.

• **Vic Lanio**, Partner, Flare Capital Partners

Vic is a Partner at Flare Capital Partners, where he has been involved with the following companies: Elektra, Aspen RxHealth, Axuall, Circulation, Cohere, Visitpay, higi, Tausight, Oui, Votive, Vita, Piction, Marigold and Ounce. Prior to joining Flare Capital, Vic worked in product and business development at naviHealth, where he was responsible for enterprise product strategy. Vic worked at McKinsey & Company, where he focused primarily on health system strategy. He also worked at PricewaterhouseCoopers in their Health Industries Advisory Practice, focusing on operational improvement, revenue cycle, and personalized medicine. Vic obtained his B.S. from Boston College, with majors in Physics and Management with a concentration in Finance. He also obtained his M.B.A. from the MIT Sloan School of Management.

• **Cyril Philip**, Vice President of Digital Ventures, Bon Secours Mercy Health

Cyril Philip is the Vice President of Digital Ventures at Bon Secours Mercy Health. In his role, he looks to invest in innovative healthcare technology companies which can add value to the broader BSMH vision. Prior to joining BSMH, Cyril spent seven years building the investment platform at Providence Ventures ("PV"), the $300M venture fund of Providence. During his tenure at PV, Cyril completed over 30 financing transactions and three exits in the healthcare technology, tech-enabled services, and digital health sectors. Prior to PV, Cyril was a middle-market Private Equity investor at Halyard Capital and started his career at UBS Investment Bank in their Global Healthcare Group. Cyril graduated from Carnegie Mellon University's Tepper School of Business. He is currently based in Seattle and is from New York City.

• **Matt Weinberg**, Partner, Max Ventures

Matt was a former White House appointee in the Obama administration where he helped drive $6 billion in federal funding to early-stage technology startups. Prior, he managed city-wide funding programs at the NYC Economic Development Corporation that invested in the City's technology ecosystem. Matt is an op-ed contributor on Forbes, TechCrunch, and several other publications and is a University of Washington and Columbia Business School alum.

BIG PHARMA PANEL

Strategies for Preclinical & Early Clinical Assets

In recent years, big pharma companies have begun looking outwards for innovative new therapeutics to add to their pipelines. This panel brings together speakers from various big pharma companies to discuss topics such as:

- How big pharma sources assets
- The evaluation and investment process
- Key factors of interest
- How early-stage big pharma is willing to look

These panelists will shed light on the process that big pharma goes through when sourcing early-stage assets and advise startups on how they can best make a case for themselves. Panelists will also explore various trends within the therapeutics marketplace, what assets are of interest to their company, and what they think will be big in the future.

• **William Kohlbrenner**, CSO, Life Science Nation, VP of Drug Development, BioLoomics M

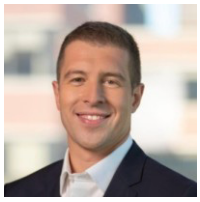
Dr. Kohlbrenner is currently Chief Scientific Officer at Life Science Nation (LSN). In addition, he is Vice President of Drug Development at BioLoomics, an early-stage technology company that has developed an AI-driven platform for discovering novel peptide/protein drugs. Before that, he was CEO of NeuroLucent, a Chicago-based company working on Alzheimer's disease. Prior to joining LSN, Bill was a director at AbbVie, where he led a global scouting team and conducted strategic assessments of early- and late-stage pipeline opportunities. Earlier in his career, Bill led drug discovery research programs in oncology, antivirals and antibacterials. Bill has co-authored numerous research articles (~60) examining the fundamental aspects of various drug targets and the molecular basis of drug action. He received his Ph.D. from the State University of New York (SUNY) and completed postdoctoral training at the Molecular Biology Institute at UCLA.

• **Steve Cohen**, Executive Director, Translational Medicine-Oncology & Internal Medicine, & Search & Evaluation, Daiichi Sankyo

Following a BA from Yeshiva University & an MD from New York Medical College, Dr. Cohen completed Internal Medicine Residency & Endocrinology Fellowship at Harvard Medical School. Dr. Cohen has continued practicing medicine, initially at Harvard Medical School & the Brigham & Women's Hospital, & presently as an Assistant Clinical Professor of Medicine, New York-Presbyterian University Hospital. Dr. Cohen began his career in pharma in 2003 at Novartis Institutes for Biomedical Research. He then moved to Merck Research Laboratories. Dr. Cohen joined Daiichi Sankyo in 2008 to head Metabolism in External Scientific Affairs. He has been expanding outside of Internal Medicine to include Oncology, while maintaining his primary duties in the search for new compounds. Additionally, Dr. Cohen is the Lead Investor Representative of Daiichi Sankyo Pharma in Hatch Biofund Management LLC for academic sites & incubator biotech companies interested in developing drugs, primarily in Oncology & Cell & Gene Therapies.

• **Jennifer Ma**, Executive Director, Business Development & Licensing, Novartis

Jennifer joined the Novartis Institutes for BioMedical Research (NIBR) in 2015 focusing on licensing and transactions. NIBR is the early R&D unit of Novartis, responsible for programs from drug discovery stage through early clinical development, covering all the therapeutic interest areas for Novartis. The licensing team establishes diverse kinds of collaborations with biotech companies and academics. Prior to joining NIBR, Jennifer held progressively more senior business and licensing roles at AstraZeneca/Medimmune and 5AM Ventures, and started her career setting up a Novartis-academic spin-out. She received a B.A. in Chemistry from Harvard University, a Ph.D. in organic chemistry from the California Institute of Technology, and an M.B.A. from Harvard Business School.



• **Jim MacKrell**, Associate Vice President & Head of Boston Venture Science Team, Eli Lilly

Jim MacKrell provides leadership and expertise at the intersection of Lilly's industry leading venture capital strategy and R&D. With the goal to identify, propel and deliver innovation, he is driven by the opportunity to translate basic science to potential novel therapies for patients. He is an experienced drug hunting scientist and project leader with proven track record of discovering and developing new molecular entities in the biopharmaceutical industry. A PhD-trained molecular physiologist, he has a deep therapeutic understanding of metabolic and endocrine disease landscape. With proven R&D leadership, he has served as a trusted partner and corporate advisor to advance internal and external innovation, business development, and licensing initiatives.

• **Imran Nasrullah**, Vice President & Head, Collaborate2Cure Hub US, BD & Licensing, Bayer

Leads Bayer's Open Innovation Center for the East Coast, and is responsible for early access to technology and co-creation of new companies. Drives several mentoring & partnering programs he created at Bayer. Recipient of Boehringer Ingelheim's President Award. Extensive experience covering business development, alliance management, partnering and licensing activities in diagnostics, personalized medicine, therapeutics, and technology platforms. Demonstrable track record at Boehringer Ingelheim, Genzyme Genetics, Millennium Pharmaceuticals, MassBio, Dana Farber Cancer Center and Mayo Clinic.Founded BI Grass Roots Innovation programs – BI Office Hours, BI Academy, and BI Innovation Prize. Additionally, founded Massbio's Pharma Days and MassConnect, a start-up mentoring service. Additionally, founded PharmaDays, a MassBio partnering service connecting major pharmaceutical companies with biotechnology and the academic community for one-on-one partnering.Industrial Expertise: Intrapreneurship, search & evaluation, business development, licensing, negotiation, transactions, collaboration and alliance formation & management; inflammation, oncology, metabolics therapeutics and diagnostics.

• **Rekha K. Paleyanda**, Director, Oncology Business Development, Takeda

Rekha K. Paleyanda is Director, Oncology Business Development at Takeda. Prior to that, she was Director of Servier BioInnovation, the external innovation engine for the privately-held pharmaceutical company, Servier Group. Rekha led business development in the U.S., with a focus on in-licensing innovative therapies from early-stage through clinical proof of concept. Her goal was to develop strong partnerships for Servier with key stakeholders in the US healthcare, biotech and research communities. Launched to expand Servier's global presence in early 2018, BioInnovation was located in Kendall Square in Cambridge, MA. Previously, Dr. Paleyanda directed the Office of Technology Commercialization at the University of Massachusetts and was a Senior Business Strategy & Licensing Manager in the Innovation Office of Partners HealthCare. Before that, she co-founded a biologics startup and worked on developing therapeutics for rare genetic diseases at Transkaryotic Therapies (now part of Takeda). She holds a Ph.D. in Genetics from the George Washington University in Washington DC and completed a post-doctoral fellowship at the Holland Lab for Biomedical Sciences in Rockville, MD.

SEPTEMBER 22 | 11:00 AM - 11:50 AM

TALES FROM THE ROAD: MEDTECH

Medtech Startups Redefining Possibility

As important as the therapeutic compounds administered to treat disease are the devices designed to ensure a high standard of care both within and outside of healthcare settings. Ranging from wearable monitors to regulate insulin levels to state-of-the-art surgical tools, medical devices, especially those combined with AI systems, constitute a fascinating sector within the life sciences industry. Given their crucial role in society, it is more important than ever to highlight the unique value points of your medical technology when approaching investors and strategic partners. Join us on Tales from The Road to hear from actively fundraising entrepreneurs to hear how they have tackled some of the biggest challenges during their partnering initiatives:

- How did entrepreneurs identify partners appropriate for their stage of development?
- How did they develop a compelling narrative to establish dialogue and build relationships?
- Given the recent impacts of the pandemic on the global stock market, how does the medical technology industry look as we approach the end of 2022 and start of 2023?

Furthermore, entrepreneurs will share unique insights and tips they have gained from their fundraising experiences, and how others can work towards a more successful campaign.

• **Maria Shepherd**, President & Founder, Medi-Vantage

Maria brings objective, multifaceted medical device and life sciences experience and MedTech marketing and business strategy know-how to her clients. Her expertise, gained in Marketing Leadership roles including Vice President of Marketing at Oridion Medical (now Covidien/Medtronic), Director of Marketing at Philips Medical, and Group Marketing Manager at Boston Scientific, has been further honed by close to a decade of consulting to start-ups, mid-market leaders and Fortune 100 companies, like Amgen and InfoBionic. Maria serves on the Investment Committee of Aligo Innovation, she co-chairs the Medical Device, Diagnostics and Life Sciences Corporate Relations Committee for the Healthcare Businesswomen's Association and has served on the corporate board of the Anesthesiology Patient Safety Foundation. Her undergraduate degree is in Biology from the University of Pennsylvania and her MBA, magna cum laude, from Babson College.

• **Angie Conley**, CEO, Abilitech

Angie Conley has served as Abilitech's President and Chief Executive Officer since founding the company in late 2016. Under her leadership, Abilitech has launched their first device in the US and Canada, raised over $15 million in equity and is generating revenue. Conley's broad work experience in the medical device industry directly translates to her role as CEO of Abilitech Medical. Prior to founding Abilitech, Angie held leadership roles in several different medical device companies, including working with exoskeletons at Magic Arms and six different cardiovascular devices at Medtronic. She is an alumna of the prestigious Texas Medical Center, Springboard Enterprise, and Praxis accelerator programs, and serves on the MedExecWomen board of directors.

• **Michael Finkelstein**, Co-Founder & Pres. R&D, Neuro20 Technologies

Michael worked with medical providers and universities for the past five years to develop electro-muscle stimulation applications for EMS products in physical rehabilitation fields and human performance. His 19 years of experience in public administration and research, including graduate level grant writing, helped him bridge the gap between non-profit social research to transition to life sciences research and development. He holds a BA from Binghamton University, two graduate degrees, and additional graduate certificates, including from the Parsons School of Design. Michael has experience leading organizations, supervising 100+ employees and managing annual budgets in excess of $15 mil.

• **Brian Hess**, CEO & Founder, RevBio

Brian founded RevBio in 2014 with the goal of commercializing Tetranite®, a regenerative bone adhesive with 6+ patents. The biomaterial platform promises to transform bone repair across a body of human and animal indications. Brian co-invented this technology while at Stryker Corporation where he received the 2010 Innovator of the Year Award for this novel invention. During his tenure at Stryker, Brian also developed and launched HydroSet™, a commercially successful synthetic bone substitute, a predicate to RevBio's Tetranite technology. Prior to founding RevBio, Brian was the CTO at InVivo Therapeutics where he led the R&D organization which developed a class III biomaterial that gained FDA approval (to evaluate its use in clinical trials for treating patients with traumatic spinal cord injury). Brian is co-inventor and holder of over twelve patents. He received his BS in Mechanical Engineering from the UW-Madison and his MBA from the MIT Sloan School of Management.

• **David Robertson**, Sr. Imaging Specialist, Asyst Medical

David has been in the medical device industry for more than 40 years holding positions in research, development, Human Factors engineering, clinical, regulatory, quality, sales training, marketing, and new business development (technology assessment) - in start-ups, mid-sized, and large. Development activities include coordination and participation in international product and technology assessment through simulations, animal and human clinical studies in North, Central, and South America, China, Europe, India, and Australia. His most recent enterprise was helping to cofound a device startup with extensive animal and human clinical trials. The company achieved an IPO, and 2 FDA 510(k) clearances. It sold to Allergan for $550 million. He has been awarded 28 patents, co-authored over 20 publications and presented at national and international medical conferences. David earned a BA in Biology, and a MS in Scientific Instrumentation from the University of California. He is a Vietnam era veteran of the United States Navy.

SEPTEMBER 22 | 1:00 PM - 1:50 PM

CORPORATE VC PANEL

The Changing Landscape & New Opportunities

Corporate venture capital firms are an important source of capital for early-stage companies. Many major pharmaceuticals and large corporations have set up a corporate investment arm to identify early-stage companies. Strategically and financially driven in varying degrees, the implications of working with CVCs are huge, as the resources, network, and guidance provided by the CVC and the associated parent company are incredibly valuable to an entrepreneur who is actively growing their business.

This panel will discuss the following topics and more:

- How are CVCs different from traditional VCs?
- How strategically vs. financially are CVCs driven, and how does this affect their decision-making process?
- How closely does the CVC communicate with the parent company?
- What does working with a CVC entail?

Panelists will discuss each of their investment mandates and how they relate to corporate interests, and how they have been sourcing opportunities during COVID. Panelists may also explore current trending areas of interest, and what they see as emerging fields in the near future.

• **Andy Merken**, Partner, Corporate and Securities Co-Chair, Life Sciences, Burns & Levinson M

Andy is a Partner in the Corporate Group and the Venture Capital & Emerging Companies Group. He is also the Co-Chair of both the Life Sciences Group and the Securities Group. Andy focuses on business and transactional matters for a wide range of clients, with a particular concentration on Seed round and Venture Capital financings, recapitalizations, mergers & acquisitions, private equity transactions, and corporate governance. Additionally, Andy represents entrepreneurs, start-up and growth-stage companies, and investment banks, as well as venture capital investors, private foundations, family offices, and angel investors, in formation and structuring matters, equity and compensation, business contracts and general business advice and planning. Andy also represents C-level and R&D executives in employment matters, including equity compensation. Andy works with clients in a variety of industries, including life sciences), business services, software, financial services, venture capital, investment banking, consulting, legal services, consumer products, staffing, food services, real estate, and entertainment.

• **Rowan Cade**, Program Manager, BARDA Ventures (Division of Research Innovation and Ventures (DRIVe))

Rowan Cade is Co-Founder and Program Manager of BARDA Ventures, a public-private partnership using venture capital practices to invest in technologies for pandemic response and global health security. The partnership between BARDA and Global Health Investment Corporation (GHIC) leverages U.S. government funding and private investor capital, as well as BARDA's scientific, technical, clinical, and regulatory expertise and networks, GHIC employs venture capital investment practices to foster and accelerate the development of medical countermeasures and related technologies.

• **Adam Kundzewicz**, Executive Director, Boehringer Ingelheim Venture Fund

Adam is a trained scientist with a PhD in neuroscience from University of Geneva, University of Lausanne and EPFL, Switzerland. He has published several articles in international peer reviewed journals and lectured at international conferences on developmental neuroscience and retinal degeneration. Adam started his career with Boehringer Ingelheim Corporate Market Access Team in 2012 as a Senior Global Payer Strategy Manager. He then moved to the UK and Ireland in 2015 to head the Pricing and Contracting Team. Adam returned to Germany in 2018 to lead the Strategic Market Access Initiatives as well as Tech Partnerships within the Global Healthcare Affairs and Patient Engagement Team. Prior to joining Boehringer Ingelheim Adam worked as a life sciences strategy consultant for IQVIA, IBM Watson Health Consulting and Simon-Kucher & Partners. He also worked as a research assistant at Jules Gonin Eye Hospital and as a Junior Project Leader at AnalyCen.

• **Jasmina Marjanovic**, Director, AbbVie Ventures

Jasmina is trained scientist with over a decade of combined experience in pharma and academic research. Prior to joining AbbVie Ventures, Jasmina was part of Search and Evaluation team sourcing strategic partnerships across all stages of asset development. As trained chemist with experience in chemical biology, Jasmina began her career in drug discovery.

• **Ronak Savla**, Director, Strategic Ventures, Catalent Strategic Ventures

Ronak Savla is Director, Strategic Ventures at Catalent Pharma Solutions. In his role, Ronak is responsible for expanding and nurturing the company's strategic partnerships with life science venture capital firms, biotechnology incubators, consulting firms, and academic technology transfer offices. Ronak is involved with the management the Catalent's limited partnership positions and with the company's direct venture investments. Previously, Ronak led the Medical Affairs and Competitive Intelligence functions at Innate Pharma, a biotechnology company harnessing the innate immune to develop novel therapeutics. Ronak has a Pharm.D. and Ph.D. from Rutgers University and a M.B.A. from Johns Hopkins University – Carey Business School.

SEPTEMBER 22 | 2:00 PM - 2:50 PM

AI HEALTHCARE INVESTMENTS PANEL

Defining Tech and Discovering Potential

Hear from leaders investing in AI products across drugs, devices, diagnostics, and digital health. Learn more about what investors have to offer healthtech startups. Learn what entrepreneurs can gain from partnerships that understand their tech and how to take it to the next level.

• **Wasim Malik**, Co-Founder and Managing Partner, Iaso Ventures M

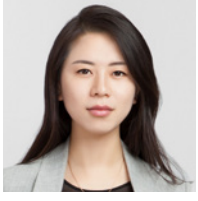
Wasim oversees the overall strategy, investments and partnerships at Iaso Ventures. He previously served as Chief Digital Strategist at Roivant Sciences. As part of his work, Wasim has served on the faculty at MGH and MIT. He currently sits on the board at The Epilepsy Foundation, Scaffold Therapeutics, Altimate Health, ClexBio and BioTrak Health, with previous roles at Saphetor and monARC Bionetworks. He serves as a Senior Advisor for Life Sciences at Health Catalyst. He is a startup mentor at Endless Frontier Labs, Creative Destruction Lab, and Dreamit Ventures. He is an angel investor. He has published 100+ research papers, holds 7 patents, and has received numerous international awards. He serves on multiple Steering Committees, grant review panels, and the national scientific research councils of 6 countries. Wasim received his DPhil from Oxford, postdoctoral training from MIT, and finance education from Harvard Business School.

• **Poorya Hosseini**, Partner, Camford Capital

Poorya Hosseini is a Partner at Camford Capital. Camford Capital Management, LLC operates as a venture capital firm based in Palo Alto, California. Camford Capital invests in AI, Bio, Crypto, and Consumer sectors. The team brings decades of combined experience in investment, research, entrepreneurship, and operations to serve the portfolio companies in growing and achieving success.

• **Lana Caron**, Innovation Lead, Philips Ventures

Before joining Philips Ventures, Lana served as an independent start-up advisor and innovation consultant working with health tech and digital health companies. She's also held leadership roles as VP of Sales & Marketing for an early-stage digital learning start-up, Director of Corporate Development at Sensata Technologies (formerly Texas Instruments) and Manager of Strategy & Business Development at Philips Healthcare. Based in Cambridge, Massachusetts, she advises founders at MassChallenge and other start-up accelerators. She's also an avid supporter of the Boston innovation community and its mentorship of aspiring entrepreneurs at MIT, Harvard and Tufts University. Lana holds MS in Economics and MBA degrees and is a frequent speaker on strategic partnering, ecosystem innovation and digital transformation.



• **Lu Zhang**, Managing Partner, Fusion Fund

Lu Zhang, Founder and Managing Partner of Fusion Fund, is a renowned Silicon Valley-based investor, a serial entrepreneur, and a Stanford Engineering alumna. Lu is a World Economic Forum Young Global Leader (Class of 2018) and was recently selected as a Best 25 Female Investor by Business Insider. She has also garnered other accolades including the Featured Honoree in VC of Forbes 30 Under 30, Silicon Valley Women of Influence, Town & Country 50 Modern Swans – Entrepreneurship Influencer, and Top 10 All America Chinese Youth. Lu is also on the Jury Board of Cartier Young Leader Award. Prior to starting Fusion Fund, she was the Founder and CEO of a medical device company focused on non-invasive technology for the early diagnosis of Type II diabetes (acq. 2012). Lu is a frequent speaker at tech events and conferences such as Davos Economic Forum, Future Investment Initiative (FII), Forbes, Web Summit, SuperReturn, etc. and also serves as a mentor and advisor to several tech innovation programs in Silicon Valley. Lu is the board member of the Youth Council of Future Forum and Future Science Award. She received her M.S. in Materials Science and Engineering from Stanford University.

SEPTEMBER 22 | 3:00 PM - 3:50 PM

TALES FROM THE ROAD: AGETECH

Age-Tech Innovators on Their Fundraising Journey

Age-tech entrepreneurs are pounding the pavement, seeking funding to enable seniors to live longer, healthier lives. Learn the strategies they've implemented to stand out to investors, book meetings, make deals, and work effectively with investors and strategic partners.

• **Steve Weissblum**, Mentor-in-Residence, Techstars Future of Longevity Accelerator, Techstars M

Steve Weissblum is a healthcare entrepreneur and senior executive with deep experience in digital health and healthcare services. As Chief Revenue Officer for UCM Digital Health, Steve is responsible for all revenue-related activities, overseeing sales, marketing, business development, partnerships and customer success. An accomplished entrepreneur, Steve has started, scaled and managed healthcare services companies in the NEMT and EMS space, and was the co-founder and CEO of one of the first direct-to-consumer telehealth platforms. Steve is an active member of multiple advisory boards and mentors early stage digital health and age-tech companies at the UnitedHealthcare Accelerator and is a Mentor In Residence for the Techstars Future of Longevity Accelerator, leveraging his experience selling to health systems, employers, payers and senior living to help companies build a scalable sales process and go-to-market strategy. Steve earned his MBA from Columbia Business School.

• **Wendy Bronfin**, CEO, BRIGHT

As CEO, Wendy Bronfin brings deep knowledge and passion for technology-based products rooted in education and health for all ages, from children to the elderly. As a mother and caregiver for a parent with cognitive decline, Wendy shares in BRIGHT's determination to fight Alzheimer's disease as a global health crisis. Immersed in the global startup ecosystem, Wendy recently led product and marketing at Techstars, the worldwide network helping entrepreneurs succeed. She is an executive consultant to leading HealthTech, EdTech, and Smart Home companies creating new product and platform strategies for smart homes, and the future of wellness. Wendy is a former CEO of CreatorBox, a technology-toy startup and SVP Consumer Products & Marketing at Houghton Mifflin Harcourt and served as GM of NOOK Kids for Barnes & Noble where she led the innovation of the family digital book business. Wendy holds a BS from Lehigh University, Bethlehem, PA. She is on the Board of Camelback Ventures, and is a founding partner of The Mothers' Day Movement.

• **Anthony DePasqua**, President, EnClear Therapies

Mr. DePasqua is an operating executive and entrepreneur with 20 years of success guiding healthcare innovation in oncology, neurosurgery and orthopedics from concept through commercialization and wide market adoption. Most recently head of BD & Strategy at Medtronic Advanced Energy. Mr. DePasqua started his career in marketing and sales for early stage med-tech companies such as Harvest Technologies (acquired by TERUMO) and Salient Surgical (acquired by Medtronic) before moving on to portfolio management, strategy and BD. Specialties: Development of new markets, Entrepreneurial leadership, Accessing adjacent markets, Clinical/economic translation, Capital raising, Company formulation, New technology development, Patient advocacy partnerships, KOL relationships

• **Chekesha Kidd**, Senior Health & Wellness Executive, Kinumi

Founder & CEO of Kinumi, an exciting new Techstars company on a mission to partner with active older adults to realize their vision of successful aging. Chekesha is a senior health and wellness executive with a results-driven mindset and proven, year-after-year success achieving revenue, profit, and business growth objectives within start-up, turnaround, and rapid-change environments for businesses exceeding $1 billion revenue. Chekesha was SVP, CCO and GM of Delta Dental of Minnesota and previously served as VP, Group Life and Voluntary Products at The Hartford as well as President of Aetna's student health business. She also has diverse health administration experience working in clinical research, state policy and federal lobbying efforts over the course of her career. Chekesha earned her MBA in finance and corporate strategy and a MHSA from the University of Michigan and is magna cum laude graduate of Florida A&M University.

• **Sam Yang**, Managing Director and Co-Founder, Xandar Kardian

Sam Yang has been a serial entrepreneur from the dot-com era while he was still in high school. During the past 23 years, Sam launched 8 start-ups, two of which were venture-backed, including his latest, Xandar Kardian Inc., which just raised its first Series A funding. He is currently the co-founder and CEO of Xandar Kardian, a company focused on disruptive radar healthcare solutions that are now FDA 510(k) cleared for RHR + RR monitoring of patients in hospitals, long-term facilities and residential homes.

SEPTEMBER 22 | 4:00 PM - 4:50 PM

ONCOLOGY INNOVATION PANEL

The Search for New Approaches to Diagnosing & Treating Cancer

This panel is a discussion on topics relevant to investment in current innovations in the oncology space. Topics the panelists might consider discussing include:

- The technologies/approaches that investors find the most compelling
- Whether platform technologies or single assets are preferred for investment/partnerships
- What criteria do investors use when assessing companies for their portfolio or pipeline

Panelists can discuss the industry-wide changes currently seen, including the advance of personalized medicine and the rise of new therapeutic approaches (CAR-T, oncolytic viruses etc.), and how that is affecting the investing landscape.

• **Andrew Meadow**, General Partner, Health Innovation Capital M

For over 20 years, Andrew has achieved a significant track record of success within three critical areas of healthcare innovation: overseeing and advancing novel therapeutics and medical technologies from inception to NDA approval; executing complex corporate development transactions including capital formation, alliance management, and acquisitions; and venture finance and initial company creation. As a Principal investor with Essex Woodlands, the Michigan Economic Development Corp's Life Science Venture Fund, and Excelyrate Capital, Andrew's investing experience includes 12 executed investments. Andrew's tenure as a senior healthcare financial, business development and commercial strategy executive includes multinational experiences in pharma (Baxter) and rapid growth venture backed companies including SkinAxis and Conceivex, Inc. During his tenure at UBS Warburg, Andrew worked on a number of market leading biotech and medtech transactions. In addition, Andrew has worked with the National Institute of Health (NIH) and nationally recognized indication specific advocacy groups.

• **Kalyan Chakravarthy**, Senior Manager, External Innovation, Ipsen

Kalyan Chakravarthy is a Senior Manager, Scientific Intelligence, Oncology External Innovation at Ipsen. Before Ipsen, Kalyan has over 10 years' experience in immunology/immunoncology drug discovery and preclinical development at Merck. Kalyan has expertise in in-vivo/ex-vivo pharmacology including pharmacokinetics, pharmacodynamics, efficacy and safety in animal models of disease. Kalyan also has a strong record of multiple research collaborations with academic partners and overseeing outsourced research at CROs.

• **Miles Gerson**, Senior Investment Director & Partner, Takeda Ventures

Miles Gerson joined Takeda Ventures, Inc. (TVI) in April 2020, as a Partner, and is based in Cambridge, Massachusetts. He brings more than 15 years of experience in life science venture investing, business development, licensing, technology transfer, and corporate engagement for innovation. He has specialized in company formation and investment diligence for both US and European-based venture firms and has served as strategic advisor to startup executives and board members. He has held multiple operational roles spanning founding management, head of finance, head of business development, and head of legal for venture-backed and publicly traded companies. Miles also served as UCLA's Managing Officer of Business Development, focusing on expanding commercialization of UCLA's novel technologies, licensing, and engaging industry for external innovation, spin-outs, and collaborations. Miles holds both a Bachelor's and Master's Degree in Neuroscience from Wesleyan University, and a JD/MBA in Strategic Management from the University of Wisconsin.

• **Atul Varadhachary**, Managing Partner, Fannin Innovation Studio

ATUL VARADHACHARY M.D., PH.D. has served as Managing Partner at Fannin Innovation Studio since 2013 and leads Fannin's business innovation and technology commercialization efforts. Before Fannin, Atul was President of U.S. Operations at Reliance Life Sciences. Atul served for nine years as President & COO of Agennix, Inc. Before Agennix, Atul was Senior Engagement Manager at McKinsey & Co. He co-founded and ran Pratham Health (now the Niramaya Health Foundation). He has served as an Adjunct Professor at Rice University, Baylor College of Medicine and the UT School of Public Health, and on several companies and community Boards. He serves on the Greater Houston Partnership's Healthcare Advisory Committee and on the Jones Health Care Advisory Board. Atul received his medical training at the University of Bombay. He earned a Ph.D. in Physiology followed by a postdoctoral fellowship in Biological Chemistry, both at Johns Hopkins School of Medicine.

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.

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McDermott Will & Emery

INNOVATOR'S PITCH CHALLENGE

	Pitch Company			
9:00 - 9:50 AM **INNOVATOR'S PITCH CHALLENGE #1 THERAPEUTICS: ONCOLOGY**	AVM BIOTECHNOLOGY	Ernest pharmaceuticals	FatiAbGen	OXFORD DRUG DESIGN
10:00 - 10:50 AM **INNOVATOR'S PITCH CHALLENGE #2 THERAPEUTICS**	APTAMIR	BILAYER THERAPEUTICS	KeViRx Think Big With Small Molecules	NexThera Innovative Platform Technology
11:00 - 11:50 AM **INNOVATOR'S PITCH CHALLENGE #3 MEDICAL DEVICES**	AORTICLAB	Q Thero	WEARABLE Sensing	
1:00 - 1:50 PM **INNOVATOR'S PITCH CHALLENGE #4 DIGITAL HEALTH**	2Morrow	FRAMESHIFT	GIVE mHealth	VOXIMETRY
2:00 - 2:50 PM **INNOVATOR'S PITCH CHALLENGE #5 THERAPEUTICS**	Elastrin Restoring the Elastic of Life	EPIVARIO	knowledge palette	NeuroGT
3:00 - 3:50 PM **INNOVATOR'S PITCH CHALLENGE #6 MEDICAL DEVICES & DIAGNOSTICS**	Amplified Sciences	calciscon	ELVEE	sonoscope
4:00 - 4:50 AM **INNOVATOR'S PITCH CHALLENGE #7 MEDICAL DEVICES: ONCOLOGY**	applikate	LEUKO	Navigation SCIENCES	Proteios Technology Empowering the discovery and manufacturing of advanced therapeutics.

AVM BIOTECHNOLOGY

Easel #43

AVM Biotechnology is a clinical stage company advancing its small molecule, AVM0703, in a Phase I/II clinical trial in patients with relapsed/refractory (R/R) no-option Non-Hodgkin's Lymphoma/Leukemia (NHL). Led by a strong executive leadership team and global scientific advisory board, the company is planning for accelerated FDA approval in Acute Lymphoblastic Leukemia (ALL), a patient subset of NHL, and a commercial launch in mid-2024. Additionally, preclinical data suggests potential applications in solid tumors and autoimmune diseases. AVM has been awarded three Phase I NIH Small Business Innovation Research grants by the National Cancer Institute (NCI) and National Institute of Diabetes and Kidney Disease (NIDDK) as well as two Phase II grants from the same agencies. The company holds eight worldwide patent families directed to AVM0703 and has developed a robust and proprietary patenting strategy resulting in granted claims and patent protection that should extend to 2040. In a single, one-hour outpatient infusion, AVM0703 rapidly induces, expands, and mobilizes endogenous bispecific gamma delta TCR+ invariant TCR+ Natural Killer T-like cells by a glucocorticoid-receptor-independent mechanism. Durable Clinical Response has been achieved in R/R NHL/Leukemia including T-cell Lymphoma to at least 9 months with favorable safety results. AVM0703 also potentiates chemotherapy and CAR-T response in pre-clinical models.

Ernest pharmaceuticals

Easel #44

Ernest Pharmaceuticals is developing a bacterial platform for intracellular drug delivery directly into the cytosol of solid tumors. This platform is based on an attenuated Salmonella strain that produces biological therapeutics in situ, invades cancer cells in solid tumors and delivers the protein directly into the cancer cell cytoplasm. Ernest's goal is to build this platform to develop cancer therapies in-house as well as partner with pharmaceutical companies to deliver their selected biological compounds. Due to the specific capacity of the bacterial platform to deliver intracellularly, this opens up a whole new array of targets in pathways that are currently considered undruggable. Ernest's lead program EBT-302 employs engineered Salmonella to deliver cytotoxic peptides into hard-to-treat cancers, such as liver, ovarian and pancreatic. These tumors are often diagnosed in an advanced stage (56%, 52% and 59%, respectively) and have overall 5-year survival rates of 11%, 3% and 29%, respectively. Currently available therapies are palliative rather than curative and do not prolong overall survival for more than several months at most. Ernest Pharmaceuticals' primary focus is the development of EBT-302 to obtain clinical proof-of-concept in liver cancer. To attain this, a Series A of $17 million dollars is being raised to start the IND-enabling studies and reach the necessary CMC and regulatory milestones.

FatiAbGen

Easel #4

Fatiabgen's next antibody immunotoxin platform has been developed to overcome the critical challenges of ADA and toxicity resulting from bacteria toxins of recombinant immunotoxins in a clinical setting. It is composed of antibody, linker, and payload, and is specially designed to enter the cell and escape from the endosome to cytosol after binding to the target, leading to cell death by a payload. This endosome escaping module has the advantage of being able to use various peptide or protein payloads, not bacterial toxins, which are currently struggling with ADA and toxicity, as well as expanding pipelines by grafting antibodies to various targets. IgCW-γεκ was engineered as an IgE-IgG chimeric molecule for the treatment of allergy. IgCW-γεκ lacks the variable regions of heavy and light chains, and Cε1 and Cκ of IgE are substituted with Cγ and Cκ of IgG1. IgCW-γεκ exhibited more inhibitory effects on degranulation of IgE-sensitized basophilic cells than omalizumab by not only competing IgE for the binding to FcεR1 and by also disrupting IgE from FcεR1-bound IgE.

OXFORD DRUG DESIGN

Easel #24

Oxford Drug Design is an emerging leader in AI-based drug discovery. An advanced pre-clinical spinout from Oxford University, we design and develop highly innovative small-molecule drugs against cancer based on our differentiated dual core competences platform. In our initial proof-of-concept studies we have developed active compounds with our innovative mechanism of action. The distinctive discovery platform synergistically integrates two two distinctive core strengths to accelerate our drug discovery progress. First, we have world-leading expertise in the versatile tRNA synthetases enzymes. It is a deep target family upon which to develop novel medicines not just against cancer but other major diseases with unmet need. Together with this expertise, our pioneering AI/machine learning computational capabilities captures molecular and biological features and enables machine learning models with increased predictive power and accuracy of molecule selection. This combined expertise is leading us to novel mechanisms of action and innovative chemical scaffolds. Our validated platform has been funded by $8m of international grants and continues to accelerate discovery and development of our oncology focused on oncology. Lung and colorectal cancer are our initial therapeutic areas of interest.

APTAMIR

Easel #8

AptamiR is a US modular Biotechnology Company currently executing the pre-clinical development of its OligoNucleotides Therapeutics (ONTs) drug candidates Mission: Develop safe, effective and convenient treatments to cure unmet medical needs:• Treat fat accumulation, inflammation and necrosis to cure obesity, dyslipidemia, diabetes and MAFLD, without altering brain functions, but improving patients' quality of life• Develop ONTs targeting microRNAs to treat the proliferation, migration, apoptosis, invasion, metastases, differentiation, EMT and chemoresistance of Ovarian CancerStrategy: Use the pleiotropic concept of One Drug-Multiple Targets by developing microRNA ONTs for complex diseases like obesity and ovarian cancer Accomplishment to date: Proofs of efficacy for our first generation of microRNA ONTs were achieved in primary cultures of human cells and in specific animal models Goal for the next 24 months: • Complete the pre-IND and IND phases for our new generation 2.5 of targeting miR-22-3p Antagomirs to treat Metabolic Pandemics • Achieve the pre-clinical selection of the targeting microRNA ONTs drug candidates to cure Epithelial Ovarian Cancer Gap to achieve this goal: Secure Series B financing ($10M) End Goal: • Help patients live longer, productive and healthier lives while reducing healthcare costs • Develop safe, effective, and convenient treatments for: -Obesity, diabetes, and MAFLD -Epithelial ovarian cancer

Easel #12

Bilayer Therapeutics was formed to develop BL-010, a bile acid-based, first-in-class therapeutic for the treatment of constipation and other drugs for the treatment of diseases of the colon. Our approach of using BL-010 (sodium chenodeoxycholic acid in a bilayer tablet) for constipation is unique and superior to other drugs such as Linzess, since we are leveraging a dual mode of action: attraction of fluid to the colon and an increase in motility of the colon. The founding team includes Prof. Langer, Institute Professor at MIT's Dpt of Chemical Engineering and a world-renowned expert on drug delivery; Dr. Korzenik, gastroenterologist and Director of the Crohn's and Colitis Center at Brigham & Women's Hospital (BWH), Harvard Medical School (HMS), and a world-renowned expert on IBD; Dr. Traverso, Ph.D./MD, Assistant Prof. at MIT's Department of Mechanical Engineering, and a gastroenterologist at BWH, HMS and world expert in the area of gastrointestinal drug delivery; Dr. Steiger, industry expert for drug formulation; Dr. Camilleri, a leading gastroenterologist at the Mayo Clinic, and Dr. Thomas Collet, a drug development-focused serial entrepreneur (Rubicon, NIT, ProNAi/Sierra Oncology). We have already raised $3.6M in seed financing from Kendall Capital Partners and Diamond Biofund and are looking to raise an additional $1.5M - $2M round of seed funding to get us to IND. A subsequent $15M Series A at the end of this year would fund our initial clinical program in 2023.

Easel #46

KeViRx is a preclinical pharmaceutical company with a PTP4A3 phosphatase-targeted platform technology (i.e., pipeline in a molecule).

Easel #39

NexThera Co., Ltd. is a biotech venture company leveraging its recombinant protein-based platform technology -- including peptides -- to develop a novel therapeutic and delivery platform for wet age-related macular degeneration (wAMD), biobetter development, and antibody-based therapeutic for thrombocytopenia. By collaborating and forging partnerships with leading universities, research institutions, hospitals, and other key opinion leaders in the industry, NexThera is dedicated to developing novel therapies, biobetters, and platforms that contribute to human health. NexThera strives to grow as a socially responsible biotech company by contributing to a thriving local bio-ecosystem, supporting job creation, and creating an environment where young and talented scientists can fully devote themselves to cutting-edge research.

SEPTEMBER 22 | 11:00 AM - 11:50 AM

INNOVATOR'S PITCH CHALLENGE #3

MEDICAL DEVICES

Easel #13

AorticLab is developing new solutions for the treatment of severe aortic stenosis to offer patients with an innovative, effective, and reliable procedure that increases safety standards and is both less invasive and more sustainable for all patients. Furthermore, AorticLab aims at offering a new clinical solution for patients currently considered untreatable.

Easel #17

Quthero Inc is an early-stage life sciences startup developing applications for our platform technology--a unique, patented, evolutionary-preserved Q-peptide technology that has been scientifically proven in 13 peer-reviewed publications to improve regeneration and reduce inflammation. Quthero is focused on two applications in dermatologic treatment--the $500M self-pay, post-beautifying procedures market to improve skin texture post-laser and post microneedling and the $10B surgical wound care market to eliminate scarring upon procedures such as breast augmentation, to enable 60-200% faster healing than leading treatments. In an IRB-approved double-blinded multi-site clinical trial Quthero's gel accelerated healing after radiofrequency microneedling and laser-face resurfacing by 2x.

Easel #34

Wearable Sensing is an early-stage MedTech company focused on non-invasive brain monitoring. With over $28M in non-dilutive funding, we have pioneered, patented, and manufactured the highest fidelity dry electrode EEG monitoring headsets that have already generated over $13M in revenue from sales in the research and neurofeedback markets. We are raising a $15M series A to accelerate our growth in the emerging wearable neurotech market, which is a growing segment of the $383B mental health market. For our beachhead, we will leverage our avid adoption in the $1.1B neurofeedback market, which is a non-pharmacological therapy that has been demonstrated to treat various mental disorders, including anxiety, depression, and ADHD. We plan to scale up a next-generation EEG+VR neurofeedback subscription service for clinicians that will uniquely enable them to grow their businesses by offering hybrid in-clinic and at-home remote treatments. This subscription business model could later be replicated for numerous other nascent neurotech applications.

SEPTEMBER 21 | 1:00 PM - 1:50 PM

INNOVATOR'S PITCH CHALLENGE #4
DIGITAL HEALTH

Easel #54

2Morrow is a digital therapeutic (digital health) company addressing the behavioral, mental and emotional risks of chronic conditions. We already work with some of the nation's largest employers, health plans, and states to help their populations stay healthy. Next up we are creating medical grade DTx treatment and management programs. - Prevention Wellbeing (Wellbeing) - Tobacco Use Disorder (Treatment) - Chronic Pain (Management) With dozens of studies and and Phase 3 RCT, 2Morrow is excited about the power of tech to deliver evidence-based behavioral treatment at scale. 2Morrow was founded by a RN/MBA and a medical device technologist. We have a licensing deal with the Fred Hutch Cancer Center and funding from the NIH to expand R&D.

Easel #45

Frameshift Labs is a genomic data visualization company that enables streamlined, collaborative analysis and exploration of complex data. Co-founded by Dr. Alistair Ward, Dr. Chase Miller and Prof. Gabor Marth, Frameshift is a C-corporation headquartered in Cambridge, MA that employs two talented software engineers. Frameshift currently serves academic institutions, rare disease clinics, and newborn intensive care unit (NICU) genome sequencing projects, and supports large NIH-funded national collaborations. These represent the first tier of customers, but as the number of institutions, biotech, and pharmaceutical companies making active use of sequencing data continues to grow, Frameshift's potential customer base is rapidly expanding. Frameshift's focus on highly interactive, customizable data visualization streamlines analysis and collaboration, opening the door for exploration of genome analytics, genetic variant mining, and project management to diverse customer teams. Frameshift has a successful history with NIH small business grants and collaborative grants with academia, and has a number of recurring customers. We plan on growing this customer base to at least six annually recurring customers by the end of 2023.

Easel #50

GIVE mHealth is a SAAS telehealth solution that applies machine learning and artificial intelligence to patient symptoms on a mobile app for improved remote care. Quality of life of the elderly can be improved and morbidity reduced by identification and management of disease and treatment related symptomatology in care management. There is no other app that exists that uses a chronological symptoms tracker to show a direct correlation of how self-monitoring an illness can reduce mortality. The GIVE mHealth team has built an app that has been used in 10 countries to be effective in monitoring of patient symptoms with application of symptom tracker and can outsource the technology to hospitals and pharmacies for white labeling. This shows that a symptoms tracker can show evidence how remote monitoring are effective to empower patient health and provide enhanced data on potential disease reduction via remote healthcare and improve your virtual primary care offering.

Easel #3

Voximetry is a Healthtech company with software designed to change the Standard of Care for late-stage prostate cancer patients by creating personalized treatment plans tailored for the individual. The company was founded in 2016 to commercialize IP that is licensed from the University of Wisconsin – Madison. Our team of 7 is our strongest asset with 150 years of domain experience. 85% of the team has worked together previously at either GE, Philips, or Accuray. We are focused on the Radiopharmaceutical Therapy market that is growing with 39% CAGR. Each year 50,000 men with prostate cancer fail to achieve cure with surgery, conventional radiation therapy or chemo. Their last hope is targeted Radiopharmaceutical Therapy (RPT) where the standard of care is one-size-fits-all dosing. Without the means to measure and predict individual patient drug-interactions, RPT physicians are flying blind and struggling to optimize care. Today's standardized dosing results in failure to cure (under-dosing), damage to healthy tissues (over-dosing), and increased total cost of care. Voximetry's Torch™ software models patient-specific drug interactions using pre-therapy images and provides a personalized treatment plan to optimize the treatment for each individual. Personalized treatments show 71% increased tumor response and 16-months improved overall survival.

SEPTEMBER 21 | 2:00 PM - 2:50 PM

INNOVATOR'S PITCH CHALLENGE #5
THERAPEUTICS

Easel #48

Elastrin Therapeutics is a South Carolina-based biotech developing novel therapies to reverse cardiovascular disease. Its underlying technology was developed by Dr. Naren Vyavahare during the last 20 years at Clemson University, in collaboration with Dr. Charles Rice. Our team built a proprietary platform that targets and restores degraded elastin by removing the harmful calcification that stiffens arteries. The platform significantly improves the efficacy of drugs and eliminates side effects by combining particle design with elastin targeting.

Easel #10

EpiVario is a preclinical stage biotechnology company focusing on developing treatments for neuropsychiatric disorders. Our co-founders, Dr. Shelley Berger and Dr. Philipp Mews, are leaders in the field of neuroepigenetics. They identified a key metabolic enzyme, acetyl CoA synthetase (ACSS2), that functions within the nucleus of hippocampal cells to activate genes critical for long term memory. This epigenetic mechanism plays a critical role in consolidating trauma-induced fear and stress responses and drug craving associated with addiction; thus, providing a new target for treating memory-related neuropsychiatric disorders, such as PTSD and drug and alcohol addiction. Based on this paradigm-shifting finding, EpiVario is developing a pharmacotherapeutic to treat nicotine addiction. We demonstrated efficacy of an ACSS2 inhibitor in reducing drug seeking behavior in rats in a nicotine self-administration study, and plan to show safety and efficacy in a phase 1b trial by the end of 2023. Thereafter, EpiVario will initiate a public offering and/or license out the asset for nicotine addiction indication.

knowledge palette

Easel #6

Knowledge Palette is a Japanese biotech company conducting transcriptome-based phenotypic drug discovery based on the world's best whole transcriptome technology and AI technology. Our single cell RNA-seq, 'Quartz-Seq2', was ranked as No.1 on both accuracy scores and overall scores in the Human Cell Atlas benchmarking project (Mereu et al. Nature Biotechnology (2020)). We also developed ultra-high-throughput bulk transcriptome technology which can analyze a large variety of bulk samples at less than a tenth the cost of existing RNA-seq. We analyze whole gene expression profiles of clinical samples to identify new drug targets and also analyze cells treated with thousands of kinds of drug candidates to screen their effects by detecting influences on pathways comprehensively. We are progressing several drug discovery projects while collaborating with pharmaceutical companies and academia.

NeuroGT

Easel #14

NeuroGT, Inc. is an investigator-initiated biotech startup founded, with the mission of developing curative gene therapy products for the treatment of devastating rare neurogenetic diseases, towards clinical application in humans and commercialization. The goal is to cure the disease and improve the quality of life for not only the patients but also their families. Disease Target: Our current targets are a group of rare neuropathic lysosomal storage diseases, including mucopolysaccharidosis (MPS) I, MPS II, MPS IIIA, MPS IIIB, MPS IIIC and MPS IIID, for which no treatments are available. Key technology: Our key technology is the platform gene replacement therapy targeting the root cause, using trans-blood-brain-barrier adeno-associated virus serotype 9 (AAV9) vector, via systemic and direct intrathecal delivery to the CNS. Our products for MPS I, MPS II and MPS IIIB are at mid to late preclinical stages. Our pre-clinical data demonstrate that each of these products may offer the cure if administered early.

SEPTEMBER 21 | 3:00 PM - 3:50 PM

INNOVATOR'S PITCH CHALLENGE #6

MEDICAL DEVICES & DIAGNOSTICS

Amplified Sciences

Easel #16

Amplified Sciences is a molecular diagnostics company unlike other diagnostics companies due to their ultra-sensitive molecular sensing technology with composition of matter IP exclusively licensed from Purdue University. The technology is disease state agnostic, can detect to the single molecule level, scales easily to point of care, and provides a very favorable cost structure for their platform of reagents. The first application – early detection of pancreatic cancer - is a clinical stage assay that will quickly prove the investment thesis due to large unmet medical need and a favorable reimbursement path. The company has raised total of $2M of funding, clinical testing data were presented at ASCO 2022 and published in a peer reviewed journal, and $235k of RUO revenue secured. The lead assay is optimized and technically validated, global IP issued, and thought leader clinicians have been secured at UCSF, UPMC, and IU Simon Cancer Center. Current Seed round (closed in early 2021) will enable technical validation and clinical testing of the PanCystPro product and position the company for entry into a commercializable LDT. Closure of a Series A in late 2022 will enable regulatory CLIA approval and launch in 2023, and the scale of a suite of LDT and 510k assays.

calciscon

Easel #25

CALCISCON develops algorithms that can predict the patient's response to treatment, enabling personalized therapies that can successfully reduce calcification-related cardiovascular (CV) events. The algorithm relies on Calciscon T50® test, along with other routinely measured patient characteristics. The predictive algorithm allows the treating physician to prescribe the most effective drug to effectively slow down calcification. This paradigm shift in the delivery of care prevents up to half of the CV events among those patient groups most affected by vascular calcification. Calciscon is based in Switzerland, has a strong IP position, and already conducted studies in over 30,000 patients.

ELVEE

Easel #49

At Elvee Performance Technologies (Elvee-PT), we leverage smart insights to measure subtle gait changes. ELVEE is an integrated insole and ankle package that measures data and tracks movement changes predictive of injury. ELVEE's patented technology is the only insole that measures true force load, and its patented communication approach enables 18 hour battery life. Elvee-PT was launched following the team's completion of the National Security Innovation Network's (NSIN) Defense Innovation Accelerator Program. Our team won the 2021 Showcase pitch competition. We also completed the NSIN Vector program, where we received the Audience Choice and Dunk Hard awards (2 out of 3 awards available), the National Institutes of Health Applicant Assistance Program, which resulted in an SBIR submission. We recently received funding to build two ELVEE prototypes from the NSIN Maker program and are expecting our first subcontract from a Defense Health Agency proposal. Elvee-PT is led by co-founders Sara Myers and Robert Izuta. Sara Myers has her PhD in Biomechanics, 15 years of clinical research experience and has been continuously funded by the NIH since 2008. Robert Izuta has acquired and completed numerous federally and privately funded research and development projects resulting in intellectual property and commercial products. Elvee-PT Is committed to providing an easy-to-use gait wearable with integrated force and ankle motion measurements in a single device.

sonoscope

Easel #20

SONOSCOPE develops a resuscitation technology using automatically acquired ultrasound images. The company was founded in 2010 by two doctors (both working in the emergency department and intensive care unit) and developed cutting edge resuscitation courses it still distributes internationally. In 2020, the company started developing a novel medical device. The founders jumped in full time and the company now counts 22 employees with extensive medtech experience, 2 MDs, 5 PhDs, 11 MSc. Sonoscope raised 4 million $CAD and received 2,5 M $CAD in non-dilutive funding. Sonoscope has a fully functional system and alliances with contract manufacturers to bring it to market. Our first niche will be cardiac arrest as it is a universal problem, medical approaches are standardized worldwide and it has a big problem: the pulse check. All of management in cardiac arrest relies on two information: the EKG strip and the pulse check. The EKG is reliable. The pulse check is not. It is 50% accurate. When every second counts, decisions have to made rapidly, with partial information and have life or death consequences. Sonoscope's technology will finally allow access to hands-free automatically acquired ultrasound images. This technology will free both the hands and minds of clinicians while optimizing patient care by allowing faster and more accurate diagnosis as well as continuous monitoring of cardiac function.

INNOVATOR'S PITCH CHALLENGE #7
MEDICAL DEVICES: ONCOLOGY

applikate

Easel #35

Just as the digital camera revolutionized photography by eliminating film, Applikate Technologies seeks to revolutionize the practice of pathology by eliminating physical slides. Current approaches to histology involve over 20 highly technical manual steps and take over 16 hours to prepare physical slides for examination by pathologists. This incurs significant costs, delays critical interventions, increases patient anxiety waiting for a diagnosis, and creates staffing issues as there is a significant shortage of qualified histotechnologists. Importantly, physical slides inhibit access to expert consultations that have been shown to reduce diagnostic errors. While digital scanners can produce images from physical slides for remote consultation, they add labor and workflow requirements, increasing delays and costs, while introducing image artifacts that limit the applicability of the resulting images. Applikate's CHiMP platform changes all of this. By directly imaging intact tissue specimens, it enables complete automation of tissue processing and imaging, with results ready in < 3 hrs from tissue receipt. And the direct-to-digital microscopy at the heart of CHiMP produces images that are superior even compared to physical slides, with none of the artifacts associated with slicing tissue, such as folds and tears. Applikate has raised $3.4M in NIH grants and closed a $2.7M Seed round in August 2021. Applikate was founded by two former Yale faculty members.

LEUKO

Easel #1

Leuko is an MIT spinout developing PointCheckTM, the world's first medical device that can monitor white blood cells non-invasively. By enabling more frequent at-home monitoring, Leuko aims to improve clinical outcomes for more than 2M cancer chemotherapy patients a year, reduce their chemotherapy-related hospital readmissions by 50% and save >$6B annually in healthcare cost.

Navigation SCIENCES

Easel #2

Navigation Sciences™ is a clinical-stage company developing the NaviSci™ Intelligent Surgical System for the tissue conserving removal of lung cancer and other soft tissue tumors. The system integrates Augmented Reality (AR) and advanced software with surgical hardware to guide precise surgical resection by enabling, for the first time, real-time in-vivo margin measurement. The system is designed to improve surgical outcomes, reduce recurrence risk, conserve lung function, shorten hospital length of stay and enhance surgical workflow.

Proteios Technology
Empowering the discovery and manufacturing of advanced therapeutics.

Easel #37

Proteios is on a mission to empower life scientists and biomanufacturing facilities with the ability to quickly and cost-effectively purify biologicals of interest. We are developing research-scale kits to aid in the discovery of new advanced therapeutics, including: autologous and allogeneic cell therapies, gene therapies, antibodies, and biopharmaceuticals. Our research-scale kits leverage the advancements made in CRISPR-Cas9 to provide rapid access to new biologicals for study. They are based on immunochemical methods and optimized using Machine Learning (ML) and Molecular Dynamics (MD) to provide high specificity and selectivity. We are scaling up the technology for the efficient manufacturing of advanced therapeutics, resulting in significant cost savings during purification - which can account for over 50 percent of the cost of manufacturing. Cell therapies have emerged as highly promising treatments for blood-borne cancers, solid tumors and diseases resulting from viral infection. However, their manufacturing is labor-intensive, rigorous, and costly procedure, and progress towards optimizing cell selection and manufacturing has been slow. Proteios has completed development of a bench prototype for autologous cell therapy manufacturing under contract from National Cancer Institute. The prototype provides an end-to-end solution for cell therapy manufacturing and is a fully-automated, closed system. It removes many of the bottlenecks seen in currently-available products.

Vote for Your Favorite Technology

Conference attendees will be given "RESI Cash" upon entry to invest in the companies they find most compelling throughout the entire 2 days of the in-person RESI. Top 3 companies with the most RESI Cash "invested" are announced during the closing networking reception.

- 1st Place – Complimentary tickets to 3 RESI events of your choice (up to 2 tickets per event)
- 2nd Place – Complimentary tickets to 2 RESI events of your choice (up to 2 tickets per event)
- 3rd Place – Complimentary tickets to 1 RESI event of your choice (up to 2 tickets per event)

JUDGES

Christopher Aleong
Managing Director, North America
BioEngine Capital

Sujuan Ba
President and COO
NFCR Oncology Impact Partners

Joshua Barney
Member
Barrington Angels

Katie Bodner Spielberg
Associate
5AM Ventures

Bruce Cohen
Venture Partner
Xeraya Capital

Tomoko Ishikura
Partner
Kicker Ventures

Hanuman Jampani
Founder & President
Samrus International

Kristin King
Member
Boston Harbor Angels

James Lee
Investment Director
Photon Fund

Seo Lee
Director
SV Investment

Nancy Levy
Founder and Managing Partner
BioHealth Management

Elliot Levy
Senior Associate - Healthtech
DreamIt Health

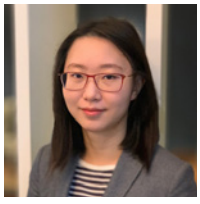
Bo Liang
Founding Partner
Alpha Bioventure

Yuwen Liu
Founding Partner
Bohe Angel Fund

Alyssa Reisner
Director & Principal
CVS Health Ventures

Siyu Shi
Associate
F-Prime Capital

Christopher Tan
Director, Search & Evaluation, Neuroscience and Infectious Diseases & Vaccines
Merck & Co., Inc.



Jingjing Wang
Senior Associate
Lightstone Ventures

Sally Wang
Venture Partner
Viva BioInnovator

Ryan Witt
Member
Tech Coast Angels

Jacqueline Young
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INNOVATOR'S PITCH CHALLENGE

	Pitch Company			
9:00 - 9:50 AM **INNOVATOR'S PITCH CHALLENGE #8** **THERAPEUTICS**	AzarGen Biotechnologies	carocell bio	NOVA Thin Film Pharmaceuticals	REMEDIUM
10:00 - 10:50 AM **INNOVATOR'S PITCH CHALLENGE #9** **DIGITAL HEALTH: AI**	AlgoDx	plife BIOTECH		SpIntellx™
11:00 - 11:50 AM **INNOVATOR'S PITCH CHALLENGE #10** **THERAPEUTICS**	CURATherapeutics	KORTUC	luminary therapeutics	NANOCAN THERAPEUTICS CORPORATION
1:00 - 1:50 PM **INNOVATOR'S PITCH CHALLENGE #11** **MEDICAL DEVICES**	NELDERM	PhotoPharmics	REVBIO TRANSFORMING BONE REPAIR	Vivonics
2:00 - 2:50 PM **INNOVATOR'S PITCH CHALLENGE #12** **R&D / DRUG DELIVERY**	MyoGene Bio		OPTIGUMS	Verndari
3:00 - 3:50 PM **INNOVATOR'S PITCH CHALLENGE #13** **THERAPEUTICS**	ALPHYN BIOLOGICS	bio superior	hoba THERAPEUTICS	PURMINDS NEUROPHARMA
4:00 - 4:50 AM **INNOVATOR'S PITCH CHALLENGE #14** **MEDICAL DEVICES & DIGITAL HEALTH**	DurVena, Inc.	PATCHD	suma™	

SEPTEMBER 22 | 9:00 AM - 9:50 AM

INNOVATOR'S PITCH CHALLENGE #8
THERAPEUTICS

AzarGen Biotechnologies

Easel #41

AzarGen is a biotechnology company focused on developing – PRODUCTS - recombinant human surfactant protein-B (targeting respiratory disease associated with surfactant dysfunction) and a plant-made CD20-binding monoclonal antibody for B-cell depletion therapy (targeting autoimmune diseases) using advanced genetic engineering and synthetic biology techniques in plants. AzarGen has developed proprietary synthetic DNA promoters - SYNTHETIC BIOLOGY PLATFORM - enabling enhanced expression in genetically engineered plants for biomanufacturing applications in bio-pharmaceuticals, reagents, diagnostics, cellular agriculture and bio-fuels. AzarGen is the owner of two PATENT families relating to the company's respiratory therapeutic candidate and synthetic promoter technology.

carocell bio

Easel #18

Carocell Bio are developing novel peptides, with nanoparticle delivery, to more safely treat serious inflammatory diseases. Our lead is to prevent the formation of scar after an operation and after burning, a $37 billion market. We are seeking a total $10 million over the next two years to get to the clinic. $500K now to complete a human biopsy study, $3M next year to develop the formulation, do a pig scar prevention study and conduct pre-IND, $6,5M in 2nd year to do everything else for IND, including toxicology, GMP manufacture and stability, etc. We have exciting plans. Meet with me to learn more.

NOVA Thin Film Pharmaceuticals

Easel #47

Our mission is to unlock the potential of dissolving film for buccal/ sublingual drug delivery applications, using our patented, second-generation soluble film technology, DepoFilm®. DepoFilm® offers rapid development, substantial COG improvements, yield advantages, lower temperature processing and enables unique, brandable formulations not possible using current film technologies. Our business strategy involves proprietary drug targets, generic drug targets and opportunistic CDMO partnership opportunities. Management. Our Management helped pioneer the pharmaceutical thin film space when it commenced nearly twenty years ago, and our Management has been involved in nearly every significant proprietary film product launched to date. Our Company today. We currently have ten employees. We have formulation labs in Greensboro, NC, and a pilot scale cGMP production line in Wilmington, NC, in a cGMP suite leased from our lead investor Quality Chemical Laboratories. This production line will support the manufacture of clinical and registration batch supplies up to 200K units/batch. Value: We believe NTFP's pipeline represents a near-term (4-5 year) revenue opportunity in the range of $150MM with longer term (8-10 year) potential of $400MM+ Intellectual Property: Our Management is very experienced in film intellectual properties, having assembled the largest cast-film IP estate. We have a robust IP strategy and have received six issued patents to date through 2040.

REMEDIUM

Easel #40

Remedium Bio is a gene therapy company with the only single-injection treatment potentially capable of reversing cartilage loss in Osteoarthritis ($38B TAM, 9% CAGR) based on a clinically-proven mechanism. Our team of seasoned industry executives and clinical KOLs with 50+ years combined experience in rheumatology. We are developing our lead product in collaboration with Tufts University's leading osteoarthritis laboratory. In vivo data from this collaboration are demonstrating the advantages of our proprietary approach to treating OA. We are planning a transformational Series A raise in the second half of 2022.

SEPTEMBER 22 | 10:00 AM - 10:50 AM

INNOVATOR'S PITCH CHALLENGE #9
DIGITAL HEALTH: AI

AlgoDx

Easel #30

AlgoDx is a Swedish clinical stage medical software company developing a portfolio of novel machine learning algorithms that can predict disease or worsening of disease. Our strategic focus is in intensive care, which is the target market for our first clinical decision support product NAVOY® Sepsis. This regulatory-cleared product predicts sepsis with very high accuracy three hours before onset using only vitals and other routinely collected data in ICU. With NAVOY® Sepsis, we are addressing an unmet diagnostic need with high volume, high impact and high value. Our products complement current manual diagnostic methods with autonomous and continuous ML-based monitoring by data algorithms, to improve patient outcomes and increase health systems' efficiency. AlgoDx intends to play a key role in the movement bringing AI to healthcare with a high-end market positioning strategy, i.e. publishing scientific evidence of our products clinical performance. With demonstrated product-market-fit in the E.U. and U.S., we are now aiming to raise funds to scale and address these markets in parallel with a clear roadmap for profitability.

Aplife BIOTECH

Easel #31

Aplife specializes in bioelectronics and is developing a technology that will radically transform the field of portable health diagnostic devices At its core, it is based on the digital detection of millions of biochemical interactions on a semiconductor, enabling novel digital diagnostic devices closer to patients. Electrochemical biosensors enable cheaper, more portable digital diagnostic devices. Their is growing demand for miniature, portable and digital biosensors, the commercialization of biosensor Aplife's AptiveX technology enables biosensor companies for the first time to access a receptor discovery platform specifically designed to be used in digital devices, AptiveX synthesizes combinatorial libraries of millions of molecules bound at predefined locations on CMOS chips, transforming molecular interactions into measurable electrical signals. The system identifies potential receptors individually and does not depend on enzymes, allowing molecules with unlimited modifications. AptiveX applications include the development of biomarker panels, high throughput proteome assays, early disease detection, routine monitoring of risk factors, environmental monitoring, and industrial processes.

Easel #22

Remote patient monitoring for catheter based treatments. Commencing with ESRD patients receiving at home peritoneal dialysis. FDA clearance received late Q1 2022 with commercialization launch targeted October 2022. more than 300 patients have been enrolled in 2 US clinical Studies (CATCH & ACT) quantifying CloudCath's ability to detect infection origination (peritonitis) 4+ days earlier than SOC with statistical significance. US dialysis providers are under extreme pressure to shift the majority of their patients to at home peritoneal dialysis to sustain profitability and CloudCath is one of the most affective technologies supporting this goal. Entities engaging in Value Based Care and the CKCC model are taking risk off of CMS's books and CloudCath's value proposition is directly mitigating this risk for them. CloudCath is expecting favorable reimbursement determination via multiple routes later in 2022.

SpIntellx™

Easel #32

The convergence of unbiased spatial analytics and explainable AI ushers in a new era of precision pathology. The novel insights from our platforms reveal the existence of intermediate cell types and their functional states as well as communications between cells. Our solutions empower clinicians/researchers to accelerate drug discovery, optimize clinical trials, advance companion diagnostics, personalize therapeutic options, and improve clinical workflows.

SEPTEMBER 22 | 11:00 AM - 11:50 AM

INNOVATOR'S PITCH CHALLENGE #10
THERAPEUTICS

CURATherapeutics

Easel #36

Cura Therapeutics is developing the next wave of immunomodulating therapies for the immuno-oncology market, the infectious disease market, and other undisclosed programs in the discovery phase. Our lead immuno-oncology drug CT101 targets a wide range of solid malignancies with our patented technology that harnesses cytokines and immune receptors to create multi-functional proteins with potent anti-cancer properties. Our lead immunotherapy's ability to target several immune system mechanisms against cancer while disrupting tumour blood supply with a low toxicity profile sets us apart from the competition. In recent milestones, Cura Therapeutics completed its preclinical study; In vitro characterization (MOA), MTD, PK/PD, In vivo studies, and FTO Analysis of our lead drug asset, CT101. Cura Therapeutics is launching its next fundraising round at RESI Boston to fund our IND-enabling studies, GMP manufacturing and Phase 1 Clinical Trials for our lead drug asset CT101, as well as 3 undisclosed assets in preclinical development. We look forward to discussing the results of our studies when we meet at RESI!

KORTUC

Easel #5

We are a clinical stage oncology company developing a radiosensitizer, KORTUC, to improve the efficacy of the radiotherapy (RT) for cancer treatment. We also see a large opportunity in combination of immunotherapy with KORTUC/RT. • KORTUC eliminates hypoxia (low level of oxygen) in cancer tumors, which is a fundamental problem in the cancer treatments. • KORTUC has been used for more than 1,000 patients in Japan in a variety of solid tumors and demonstrated its safety and efficacy.• On top to the ongoing pivotal P2 in the UK for breast cancer, new trials will start for cervical and rectal cancers in the US/EU. • We expect to launch our product for the three indications in EU/US in 2026/27.• Addressable market for the three indications in EU/US is about 100 thousand patients and the addressable market for additional 6 indications will be as large as 1.5 millions of patients/year globally. • We have raised USD 17 million in 2021 and are looking for additional USD 40 million to cover our activities for the next three years.

luminary therapeutics

Easel #15

Luminary is a clinical cell therapy company focused on combining advanced receptor design with superior cell engineering to overcome antigen escape and T cell dysfunction. Our novel ligand-based CAR designed to bind three targets is set to enter the clinic in Q3-2022. Luminary was founded by the team from B-MoGen that achieved a successful 5X exit in only three years. We are seeking Series A financing with venture firms or strategic partners to support our 1st clinical trial and development of our disruptive U-Receptor that can modulate antigen specificity.

NANOCAN THERAPEUTICS CORPORATION

Easel #19

Nanocan is a pre-clinical company focused on advancing the field of cancer therapy through nanotechnology-based precision delivery of existing and future drugs. The Company has developed a novel drug delivery platform called NEST (Nanoparticle Encapsulated Smart Technology). NEST enables immune-modulating agents to work more effectively by locating and releasing active therapeutics in the tumor micro-environment. Three formulations of NEST allow for multiple treatment modalities. The seed formulation used for deep tissue cancer indications (prostate, pancreas, liver) is ready for clinical trials. The gel formulation, optimized for more superficial lesions (cervix, skin, oral) and the inhalant formulation, specifically designed for lung and glioblastoma are in pre-clinical development. The technology, originally developed at and licensed from Harvard's Dana Farber Cancer Institute, has had more than $10mm of NIH and other grant funding invested in its development to date. Nanocan was recently awarded an additional $2.8mm of NIH grant funding. Though Nanocan's NEST technology may ultimately be an ideal delivery platform for a variety of therapeutic agents in multiple indications, the Company's current pipeline includes treatments using its three distinct formulations for 7 solid cancers.

SEPTEMBER 22 | 1:00 PM - 1:50 PM

INNOVATOR'S PITCH CHALLENGE #11

MEDICAL DEVICES

NelDerm

Easel #38

NelDerm® manufactures unique high-quality medical devices (proudly in Brunswick, OH) for the prevention and treatment of prevalent wounds. Pressure Injuries are very common and costly for care providers. Pre-existing devices used for treating heels are often expensive, uncomfortable, difficult to use, and lead to device related injuries. Each year in the US, there are over 2.5 million incidents of pressure injuries (14% of which occur on heels) costing our healthcare system over $10 billion. NelDerm® aims to become the standard of care for pressure injury treatment/prevention with our P.O.D.™ (Pressure Offloading Device) technology. This primarily includes selling B2B direct to in-house accounts including hospitals, strategic distributors, and cross-selling partners. The NelDerm Heel P.O.D.™ is a multi-layered memory foam device (patent-pending) that comfortably elevates a patient's heel and allows for visual assurance of effective offloading. This elimination of pressure helps to mitigate treatment costs, prevent lawsuits, and improve quality scores (and therefor reimbursement rates). The main value proposition for the Heel P.O.D.™, as confirmed by trial surveys of RNs, is that it improves compliance due to its superior comfort for the patient and its ease of use for the clinician. The development of NelDerm's innovative solutions is driven by understanding the pain points of end users and addressing their unmet needs in unique ways.

PhotoPharmics

Easel #26

PhotoPharmics is a clinical-stage therapeutic device company developing next-generation treatments for addressing neurodegenerative disorders through the eyes. We have 30+ years of research and experience in specialized phototherapy. We previously developed specialized solutions now widely used to regulate circadian rhythms for seasonal affective disorder, sleep disorders, anxiety, and depression (acquired by Philips-Respironics in 2007). We are currently extending our research into several other neurodegenerative diseases. We aim to make a clinically meaningful difference in patients' lives by delivering safe and effective treatments.

REVBIO
TRANSFORMING BONE REPAIR

Easel #23

RevBio is a clinical stage company developing a regenerative, high-strength, injectable bone adhesive called Tetranite® that provides a new capability for surgeons to transform bone fixation and repair. Not only does this technology have immediate load-bearing strength, bonding bone to bone as well as bone to metal, but it also reabsorbs and is replaced with new bone during the natural bone healing process. Research indicates that the load-bearing material is also osteopromotive and accelerates bone healing and remodeling. The use of this unique material will reduce the duration and complexity of orthopedic and dental procedures, allow for more minimally invasive surgeries, and improve patient outcomes by reducing their pain, recovery time, and the overall cost of care. RevBio is developing a portfolio of specific applications in dental, cranial, spine, and orthopaedics which address several large market opportunities. RevBio has funded its operation to date with an investment of $18 million from accredited investors and has received an additional $8.5 million from non-dilutive research grants. The Company is currently seeking to raise a $25 million Series A round from institutional investors which is projected to fund the Company through the completion of its dental clinical studies, the initiation of clinical studies for cranial flap fixation and trauma indications as well as the commercial launch of its first animal health product.

Vivonics

Easel #11

At Vivonics, we are on a mission to enable on demand neurological insight and treatment across the neurological care spectrum. IPASS (Intracranial Pressure Assessment and Screening System), the first product that we are bringing to the market in pursuit of that mission, is a noninvasive medical device for continuous assessment of intracranial pressure (ICP). ICP increases due to a traumatic brain injury (TBI), stroke, idiopathic hypertension, various biological and viral pathogens, brain tumors, acute liver failure, and other, very common conditions. In current practice, ICP is only spot assessed or continuously monitored by invasive devices requiring surgical installation, like lumbar punctures and extra ventricular drains/bolts respectively. IPASS will provide a low-cost solution to quickly and easily assess ICP and continuously monitor for changes, allowing the physician to determine appropriate patient care without a highly invasive procedure, reducing costs, and improving outcomes.

SEPTEMBER 22 | 2:00 PM - 2:50 PM

INNOVATOR'S PITCH CHALLENGE #12

R&D / DRUG DELIVERY

MyoGene Bio

Easel #42

MyoGene Bio is a biotech startup dedicated to developing cutting edge therapies for muscle diseases. Our first approach is a gene editing therapy for Duchenne muscular dystrophy that uses state-of-the-art technology to remove mutations that cause Duchenne for around half of all patients. We were spun out of UCLA in 2019.

Easel #51

NeuroAge Therapeutics is a longevity techbio company that creates FDA-approved drugs to rejuvenate the brain and treat neurodegenerative disorders including Alzheimer's disease ($25B/yr global market). We will have earlier sources of revenue through first targeting rare neuro disorders through FDA fast track and a direct-to-consumer NeuroAge test. My team has more than 25 years of combined experience in this field from top institutions (MIT, U. Cambridge, UC Berkeley) and pharma companies (Sanofi). Here is a recent article in the Guardian that sets up the type of company that we are and the public appeal.

OPTIGUMS

Easel #52

Optigums, LLC a subsidiary of Harvard Dental Group was founded by Dr. Katalin Janosi-Fair, a dentist and researcher. Several years ago, Dr. Fair lost her mother to cancer and her father to diabetes. They both also suffered from the severe form of chronic gum disease or periodontitis and cardiovascular disease. Today, there is overwhelming evidence that periodontal disease is linked to cardiovascular disease, diabetes and Alzheimer's disease, among others. However, knowledge gaps continue to exist, and periodontal disease, a preventable disease, remains without an effective cure. Optigums was founded with the mission to research, develop and commercialize evidence-based, multipronged oral care compositions and methods of delivery that are not only effective in preventing and treating periodontal disease, but would also impact the whole health of persons. An immigrant herself, Dr. Fair is keenly aware of the impact of age, sex, race, ethnicity and socioeconomic status on periodontal disease and unhealthy aging. It is Optigums' vision to help all people have access to cost-effective over the counter oral care products to ensure whole health. Using pre-seed funds, Optigums has readied its first patent-pending daily preventative oral gel formulated to target the main driver of periodontal inflammation for experimentation. An SBIR Phase I grant application is being prepared for a September 5th submission with specific aims to provide proof of concept for the oral gel.

Verndari

Easel #21

Verndari, Inc., a preclinical-stage biotechnology company based in Napa, California, is transforming vaccines through next generation science and technology. Verndari's proprietary VaxiPatch™, an intradermal vaccine delivery system, represents state-of-the art transformation of vaccine science, by enhancing immune response, removing dependence on the cold chain, reducing the effective dose of vaccines, and reducing the factors that drive vaccine hesitancy such as reliance on syringes. In addition to VaxiPatch, we are in early-stage development of the Verndari Adjuvant System, (VAS 1.2), a novel vaccine adjuvant that improves vaccine effectiveness. The company's patented and patent-pending discoveries aim to help healthcare leaders overcome the technical hurdles that have impeded universal access to life-saving vaccines and therapeutics.

SEPTEMBER 22 | 3:00 PM - 3:50 PM

INNOVATOR'S PITCH CHALLENGE #13

THERAPEUTICS

ALPHYN BIOLOGICS

Easel #27

Alphyn is a novel biotherapeutics company operated by experienced pharmaceutical industry scientists and business executives. It has a product pipeline developing well validated products focused on $40B inflammatory and rare diseases of the skin. Alphyn's lead product is focused uniquely to treat all causes of Atopic Dermatitis (AD), both infected AD, with the expectation it will be the only topical approved to kill AD's bacterial complications including the drug resistant MRSA bacteria, and non-infected AD, with an impressive safety and side effect profile. Alphyn has obtained an accelerated development advantage with a Phase 1 waiver utilizing extensive safety data. Alphyn has a way forward 10 years FDA exclusivity for AD withFDA New Chemical Entity and QIDP designation. Preclinical data shows an excellent efficacy and safety profile. The company has an impressive patent application portfolio. Alphyn is currently 50 % complete in Phase 2a clinical trial.

bio superior

Easel #28

Our mission is to revolutionize respiratory care and save lives by curing lung disease. We are developing two technology platforms to achieve this goal. First, we have developed a first-in-class bioengineered lung surfactant (BLS), a key biomaterial that is required for breathing. BLS is itself a treatment, and has also been shown to effectively deliver anti-inflammatory, anti-infective and other important medicines to the lung. We are also using gene therapy to deliver a protein that heals damaged lung tissue. This protein has been shown to increase survival by over 60% in several animal models. We anticipate that our gene therapy platform will be used to treat multiple serious respiratory diseases.

hoba THERAPEUTICS

Easel #29

Hoba Therapeutics is developing innovative treatments for multiple indications within chronic pain disorders and hearing loss; indications with a large, worldwide unmet medical need for safe and efficacious treatments. Our compounds are therapeutic proteins and the only members of a family of recently discovered neurotrophic factors. Our data show that these molecules have unique actions on sensory nerve cell and their surrounding support cells. Our compounds have a unique mode of action providing long-lasting, disease-modifying effects with an attractive safety profile (non-addictive). - HB-086: Potentially the first long-acting, disease-modifying, non-opioid treatment for neuropathic pain differentiating to SoC and competing programs - HB-097: Potential to be the first preventive and disease-modifying treatment for hearing loss We are entering the large indications through gateway indications with strong scientific, clinical and commercial rationales; Chemotherapy-Induced Peripheral Neuropathy with significant unmet medical need and USD +2B market value, and Ototoxic Hearing Loss. We are collaborating with universities in the US and EU (e.g. Yale, Texas, Arizona, Madrid, Hannover, Copenhagen) and NIH's Helping to End Addiction Long-term Initiative. Hoba Therapeutics is based in Denmark, and led by an experienced management team with in-depth pain R&D experience - and proven track record of multiple exits Seeking EUR 40 M in a Series A supported by current investors

Easel #33

PurMinds is a precision NeuroMedicine company focused on delivering novel therapeutic solutions to neurodegenerative diseases, such as ALS/FTD and Alzheimer's. Progressing innovation and mitigating enterprise is our motto. We pioneer the use of human multi-omics data, and AI and Machine Learning to identify novel targets and develop these into proprietary clinical candidates. We validate these targets and confirm our predictions using cutting-edge neuroscience tools such as In-Vivo drosophila, human patient induced pluripotent stem cells, and human brain tissue. This intelligent PrePrecision Platform is designed to design, optimize and de-risk our pipeline. Our lead candidate, an OGA inhibitor targeting ALS/FTD, is backed by promising efficacy data, and will be ready for IND-enabling toxicity study in early 2023. Our plan is to progress this clinical asset to Phase I clinical trial in the 2nd half of 2023. Lastly, our wholly owned NeuroLabs, located in Ontario, is approved by Health Canada for a Dealer's License for Controlled Substances. This in-house neurolab allows us to screen both small molecules and psychedelic molecules for neurodegenerative diseases, and is one of our first mover advantage with high barriers of entry. The in-house screening capability also allows us to validate AI predictions generated from our platform. PurMinds is led by an experienced management team, world-class neuroscientists and an Advisory Board of key leaders in the field.

SEPTEMBER 22 | 4:00 PM - 4:50 PM

INNOVATOR'S PITCH CHALLENGE #14
MEDICAL DEVICES & DIGITAL HEALTH

Easel #9

DurVena is commercializing photochemical tissue passivation ("PTP") that strengthens venous tissue & improves long term vein graft patency. Rose Bengal dye, a photo-initiator with a long history of medical use, is applied to the exterior of the vein. The vein is exposed to LED light, which activates the dye creating additional collagen crosslinks in the adventitia's extra cellular matrix. The crosslinks increase the tissue strength and decrease the elasticity. Pre-clinical testing of PTP in small & large animals has been published in top peer-reviewed journals showing a significant increase in vein stiffness (5x) and a reduction in intimal hyperplasia (70% reduction), a precursor of stenosis and graft failure. This novel therapy is licensed from Mass General Hospital and is being driven by an accomplished team of business professionals with several successful exits ($1.25B in total investor returns) and extensive experience with start-up medical device development. Broad claims covering the PTP method and devices for vein graft preparation have been issued around the world, and additional claims are pending. Our beachhead CABG market for PTP in the US is $1B. PTP technology has broad utility beyond CABG including peripheral artery disease (3M/yr with similar poor patency rates) & arteriovenous fistula (500,000/yr and very high (50%+) failure rates) which DurVena will expand into after the initial CABG market. The global market opportunity for the company is over $6.5B/yr.

Easel #7

Last year, of the 55 million people that died around the world, 11 million died from sepsis. 80% of these people could have been saved, if only we'd had a way to predict sepsis early. The reason we don't, is that almost all sepsis starts at home, and by the time a patient shows up to the hospital, they are too far progressed. To solve this, Patchd combines proprietary deep learning and existing off the shelf wearables to predict sepsis in at home patients. When a patient at high risk for sepsis (such as one receiving chemotherapy) is discharged from the hospital. They are provided a wearable for their period of highest risk. This wearable transmits their heart rate, respiration rate, blood pressure, temperature and SpO2 to our deep learning model in the cloud. The deep learning model takes this data along with demographics, medical history and 27 mathematical transformations of the data, processes it, and generates a risk score between 0 and 1. When this risk score crosses a threshold, the system alerts the treating team for that patient with an explanation for why the alert was sent. They can then contact the patient, with next steps. The algorithm itself is device agnostic, however is currently designed to work with the Biobeat BB-613 smartwatch. Our latest study has indicated that we can predict sepsis on average 39 hours prior to hospital admission. The company was started to save one of the co-founders lives after he suffered over 18 episodes of sepsis.

Easel #53

Suma is a centralized management system and database for healthcare professionals that provides a streamlined ability to easily oversee and renew medicals license, reduce inter-state license transferability and reciprocity and ensures state and federal compliance. Unlike antiquated paper record keeping, our SAAS product can manage thousands of licenses across varies licensing board and regional with efficiency and no reduction in security. For many licensed medical professionals, employers and regulatory agencies using licensure data to ensure compliance can help reduce staff shortages, employment gaps and workforce turnovers in the industry.

Shinhan S²BRIDGE INCHEON

Global Startup Innovation Platform

『S² (Shinhan Square)Bridge Incheon』 supports the growth of startups by establishing a system of fostering all funding stages of startups and creating dedicated funds, from early stage startups in the build-up stage to global startups trying to expand into overseas market. Also, 『S² (Shinhan Square) Bridge Incheon』 supports international startups to come and establish themselves in Korea.
To support startups' growth, we provide the best network for every sector in the ecosystem.

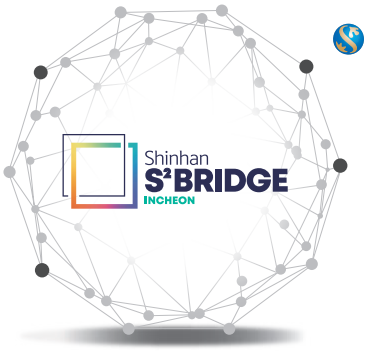
We work together with Shinhan Financial Group, Celltrion, Google for Startup, accelerators, VCs, and other investors, covering finance, business strategy, branding, PR, and marketing by a network of top experts in order to fill the shortcomings of the startups.
Together with local partners from the US, EU, and SEA, we're willing to be the bridge between Korean startups looking to enter the global market and global startups entering the Korean market.

Growth Platform for Startup Ecosystem Players

To run and operate an innovation platform for startups,
Korea's leaders in the finance, Shinhan Financial Group, Ministry of S&S, Incheon City, and Celltrion have formed a coalition of resources.

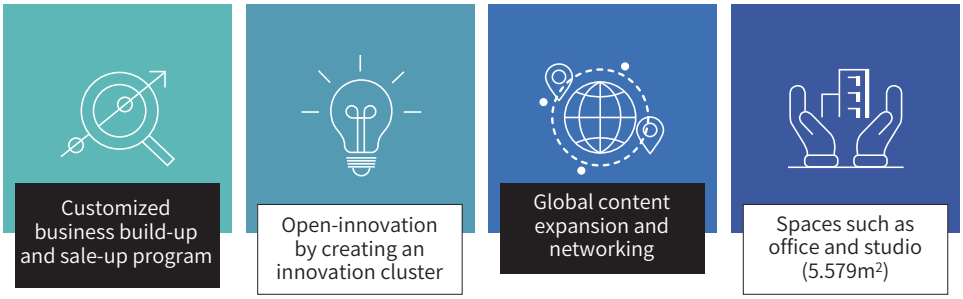
Ministry of SMEs and Startups
Strengthen competitiveness and support innovation of Startups

Incheon Metropolitan City
Create Korea's Top Startup Cluster



Shinhan Financial Group
Dedicated Investment Fund
Support Tech Commercialization
Shinhan Financial Group Infra Support

CELLTRION
Vitalizes biotech ecosystem of Korea and connecting resources of startups in the sector



Shinhan Square Bridge Incheon : Success Story

Investment	Startup Valuation	Network & Partners	Startups in Membership
$ 82M+	72.5%	200+	155+
Total funding (Seed ~ Series A) since 2020	Annual valuation growth rate	Including AC, VC, corporates government, experts, etc.	Deep Tech & Biotech alumni startups (2022. 2)

Website : https://s2bridge.kr/en
Email : comm@mediau.kr

ENTREPRENEUR WORKSHOPS

	Speakers
11:00 - 11:50 AM McDermott Will & Emery **NEGOTIATING TERM SHEETS**	• **Mark Mihanovic**, Partner, McDermott Will & Emery • **Richard Smith**, Counsel, McDermott Will & Emery • **David Hendren**, Managing Director, Augmentum Ventures • **Nancy Briefs**, President & CEO, AltrixBio, Inc. • **Matthias Breugelmans**, CEO, Elastrin Therapeutics Inc.
1:00 - 1:50 PM Shinhan S²BRIDGE INCHEON **SHINHAN SQUARE (S2) BRIDGE: SHOWCASING INNOVATIVE TECHNOLOGIES FROM SOUTH KOREA – SESSION 1**	***Pitch Companies*** RUDACURE For your quality and painless life BioMe WITH BENEFICIAL MICROBES MicrobiotiX Phage, Microbiome & Beyond
2:00 - 2:50 PM Shinhan S²BRIDGE INCHEON **SHINHAN SQUARE (S2) BRIDGE: SHOWCASING INNOVATIVE TECHNOLOGIES FROM SOUTH KOREA – SESSION 2**	***Pitch Companies*** BAE RYEO INNOVATION ABLE Labs MAKE YOUR RESEARCH MORE VALUABLE Promedius Portrai
3:00 - 3:50 PM HUSCH BLACKWELL **LEVERAGING IP FOR ZGROWING AN INVESTABLE MEDTECH COMPANY**	• **Bryan Stewart**, Partner, Husch Blackwell • **Cambre Kelly, PhD**, Co-Founder & CEO, Reselute; Co-Founder & Vice President, Research & Technology restor3d • **Adam T.C. Steege**, Founder & President, Trio Labs • **Timothy J. Skapek**, CTO & Co-Founder, Protect3d
4:00 - 4:50 PM **FOSTERING DIVERSITY IN LIFE SCIENCE ENTREPRENEURSHIP** *Hosted by* ***National Institute on Aging***	• **Todd Haim, Ph.D.**, Director, Office of Strategic Extramural Programs, National Institute on Aging • **LCDR Michael Banyas, USPHS, MPA**, Health Specialists and SBIR/STTR Program Manager, National Institute on Minority Health and Health Disparities • **Armineh Ghazarian**, Program Analyst, Office of Strategic Extramural Programs, National Institute on Aging • **Joshua Hooks, Ph.D.**, AAAS Fellow, Office of Strategic Extramural Programs, National Institute on Aging • **Saroj Regmi, Ph.D.**, Program Officer, Office of Strategic Extramural Programs, National Institute on Aging

M Moderator

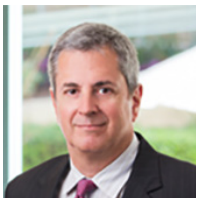
SEPTEMBER 21 | 11:00 AM - 11:50 AM

NEGOTIATING TERM SHEETS

WHAT'S BEST FOR THE COMPANY AND WHAT'S BEST FOR YOU?

McDermott Will & Emery

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.

• **David Hendren**, Managing Director, Augmentum Ventures

David Hendren has extensive experience launching, financing, and building successful ventures from incubation to exit, with particular expertise in healthcare, biomedical technology, digital health, and related technology and service areas. He has deep knowledge and broad perspective from 25+ years in leadership roles on virtually all sides of the table, including VC, entrepreneur, CEO, board member/chair, advisor, consultant, and counsel. David has led, co-invested and executed deals with leading firms and strategics, with exits including IPO, M&A, and technology licensing transactions. In operating, board, and advisory roles, David has been central to identifying opportunity, building teams, formulating strategy, securing capital, developing business and strategic alliances, and driving successful exits to harvest value for stakeholders.

• **Nancy Briefs**, President & CEO, AltrixBio, Inc.

Strategic business leader with extensive experience creating value, driving strategy and launching product commercialization in diverse life science companies. Deep general management and fundraising expertise having raised over $500 M in equity including IPO. Innovative, collaborative and entrepreneurial, strong communicator and tenacious. Energized by turning innovation into commercial reality, working with creative scientists, and communicating value to partners and investors.

• **Matthias Breugelmans**, CEO, Elastrin Therapeutics Inc.

Matthias is an experienced life science entrepreneur in diagnostic and biotech scene with a passion for bringing innovation to patients in need. He gained experience working in the pharmaceutical industry in Germany where he focused on productivity improvement and organizational development. Matthias is currently CEO of Elastrin Therapeutics, that is developing a groundbreaking new technology capable of reversing tissue and organ calcification. He enjoys spending time with loved ones, travelling and bike racing, and is a motivated chef and sommelier.

SHINHAN SQUARE (S2) BRIDGE

SHOWCASING INNOVATIVE TECHNOLOGIES FROM SOUTH KOREA

With the motto of "One Place, One Platform", 『Shinhan Square Bridge (S2 Bridge) Incheon』 is a platform that supports the growth of startups in cooperation with government agencies and the private sector. S2 Bridge was established as the first public-private Startup Acceleration Platform in South Korea, with the dream of becoming a global startup innovation growth hub.

S2 Bridge Incheon is a proud Gold Sponsor of RESI Boston 2022, and we are excited to showcase 7 promising early-stage companies representing a wide variety of life science & healthcare technologies.

1PM - SHOWCASING INNOVATIVE TECHNOLOGIES FROM SOUTH KOREA – SESSION 1

RUDACURE
For your quality and painless life

Easel #59

RudaCure is a clinical stage bio-pharmaceutical start-up founded in 2018 and based in South Korea that is developing medicines for incurable diseases based on the most advanced life-science technologies to help improve human lives. By developing treatment techniques for intractable and incurable diseases, RudaCure will solve its unmet needs and treat the physical and mental pain for patients suffering from them. With creative pharmaceutical development and biomedical research, RudaCure is on the path to grow into a global pharmaceutical company.

Current main products in development include RCI001 for dry eye disease, which is in pre-IND phase and awaiting to start Phase II FDA clinical trials next year. RudaCure also plan to secure additional indications for RCI001 including conjunctivitis, keratitis and corneal ulcers. Second in development is RCI002, which is a non-opioid treatment for neuropathic and chronic pain currently in optimization stage. Other early-stage products in development include treatments for atopic dermatitis, metastasis and CRPS.

Since April of 2021, RudaCure has successfully licensed-out RCI001 to Hanlim Pharm for domestic rights in a $12M deal and is currently looking for more investors and partners to license-out for international markets. Helping RudaCure along the way, are start-up accelerators MassChallenge and Shihan Square Bridge, which are both helping RudaCure enter the US market.

BioMe
WITH BENEFICIAL MICROBES

Easel #60

Based on the research results of Professor Sang Sun Yoon's laboratory at Yonsei University College of Medicine, BioMe Inc. was established as a faculty start-up with the aim of developing Live Biotherapeutic Products derived from human microbiome.

Through research over the past 10 years, we have secured a number of "Active Human Beneficial Bacteria" whose therapeutic efficacy has been verified. We conducted research on the intestinal microbiome as well as the respiratory microbiome, and derived development pipelines for various indications including but not limited to inflammatory bowel disease, infectious disease, cardiovascular disease, colorectal cancer, and dyslipidemia. In addition, we have secured a number of isolates with new functions among the strains designated safe by the Ministry of Food and Drug Safety and are developing jointly with domestic and foreign pharmaceutical and food companies.

Establishment of symBioMecollectionTM: Possessing a symbiotic microbiome library according to various lifestyles and health conditions (Over 400 people's stool and saliva). Source material for identification of new beneficial bacteria. Joint research and development with lead pharmaceutical companies in progress.

MicrobiotiX

Easel #58

Founded in 2016, MicrobiotiX Co., Ltd. is a biotech venture company derived from Yonsei University's College of Medicine, a top-tier general hospital in Asia. We provide specialized lytic bacteriophage treatment for multi-drug resistant pathogens through synergetic research efforts aimed towards bacteriophages, the microbiome and the phageome. Therapy based on bacteriophages can restore and enhance the life of patients from the grips of gram-negative multi-drug resistant pathogen "super bacteria" infections and metabolic diseases. Our labs are outfitted with the latest technology, and we have amassed a bacteriophage collection with over 300 kinds of bacteriophages and a microbiota bank that has been contributed to over the last 15 years. Currently we are in the process of finalizing a world top 10 state-of-the-art GMP facility to enter the global market. In the area of research, we aim to develop treatment not only for multi-drug resistant pathogens but also for unmet treatment needs for auto-immune and metabolic diseases.

MicrobiotiX has the following core competences: a global leading Bacteriophage collection, an established microbiota bank, and a GMP facility.

We have over 300 kinds of lytic bacteriophages that specifically target 4 out of 6 of the world's highest risk pathogens by the WHO termed the "ESKAPE" (Enterococcus faecium, Staphylococcus aureus, Klebsiella pneumoniae, Acinetobacter baumannii, Pseudomonas aeruginosa, and Enterobacter spp.) pathogens.

1PM - SHOWCASING INNOVATIVE TECHNOLOGIES FROM SOUTH KOREA – SESSION 2

BAE RYEO INNOVATION

Easel #62

Our Nitric Oxide Synthase weakens as we age so the ability to produce Nitric Oxide in our body decreases. Nitric Oxide has been termed the "miracle molecule" because of the benefits it brings to our body. This is why it is widely studied by scientists worldwide, hoping to use it as a form of treatment.

BaeRyeo Innovation is a Jeju company specializing in Nitric Oxide based health ingredients. Started in 2019, we have developed a unique technology where we combine organic fruit and vegetables with our newly created group of microorganisms to produce a new substance which could allow our body to produce Nitric Oxide even with a weak Nitric Oxide Synthase.

Our product, the NODT (Nitric Oxide Donor Transporter) is used as a health supplement which increases Nitric Oxide in the body. Pre-clinical tests have proven that blood vessels of hypertensive rats do not burst even under 100% pressure and this discovery can definitely help people suffering from atherosclerosis which leads to coronary heart diseases, the No. 1 killer in America.

We have several other pre-clinical tests that show significant improvements from hypertension, diabetes, enteritis and enhanced immunity – all these being possible when we have sufficient Nitric Oxide in the body.

Our joint research with America's Nitric Oxide specialist Dr. Joseph Bauer from Walsh University will begin this September to proceed our studies further in proving the vast capabilities of Nitric Oxide can bring to the human race.

ABLE Labs

Easel #57

ABLE Labs provides affordable and easy to use liquid handler that help researchers automate biology experiments. Most biology experiments are done by hand, which could cause various human errors. Introduction of robotics in biology research will mitigate human error, which can could cause major reliability issue.

Competitors in current market lack in affordability and versatility. High price ranging from $150K to $300K, and the fact that these robots require trained professionals to operate, everyday researchers were not able to use them.

Our base model robot NOTABLE is 5 to 10 times cheaper and does not require professional engineer to operate. Despite much lower price, we reached on par pipetting performance including accuracy and precision.

Aside from robotic pipette, ABLE Labs also provide various modules for biology experiment such as temperature controller, thermal cycler, plate shaker and UV and ULPA filter for clean bench setup.

Researchers could operate their personal robot on their lab bench, just like using their own computer. With our user interface, researchers can automate their experiments with just a few simple clicks.

ABLE Labs is consisted with 14 bright and passionate people with different backgrounds including biology, engineering and software. Which ensures precise product targeting and agile operation. Established in 2021, ABLE Labs raised $250K in Pre-Series A funding as of August 2022, and planning to establish US firm in 2023.

Portrai

Easel #56

We are building a drug discovery platform with spatial transcriptomics and AI.

Our platform finds targetable molecules (PortraiTARGET), validates the novel drugs based on microscopic distribution and mode of action in the tissue(PortraiDRUG, PortraiMOA), and extracts biomarkers to select the right patients(PortraiTME).

We co-develop the drugs with co-license and provide Platform-as-a-service to pharmaceuticals and biotechs. Radioligand therapy and Antibody-drug conjugate in oncology and brain diseases are therapeutic modalities of interest. AI pathology combined with spatial transcriptomics is our novel approach to make a scalable solution for companion diagnostics.

We'd love to make partnerships with companies in the US to co-develop novel drug assets and collaborations with hospitals to accumulate spatial transcriptomics data with clinical history.

Furthermore, to make us globally competent, the amount of structured datasets from diverse global hospitals would be critical. That's why we need $10M from this early stage.

We believe that we will revolutionize the drug discovery industry with a data-driven approach and make people healthier.

Promedius

Easel #61

Promedius is a spin-off company of Hyundai Seoul Asan Medical Centre.

We develop the medical image reconstruction and diagnostic product (which is named AI-based Software as a Medical Device), and teleradiology platform based on next-generation AI technology.

We have a strong competitive point in the medical imaging physics and AI research fields. Our tech group is world-renowned researchers, which were trained at Asan medical center and KAIST. (Korea's No.1 hosptial & Tech school)

Our AI solution, PRO CXR: ID can discriminate infectious diseases, such as COVID-19 infection, through CXR images. Also, we have more than 10 proprietary AI models, such as the classification model, de-nosing model, reconstruction model, and generation models.

Recently, we launched a medical AI cloud platform, AIdant, to increase access to medical AI solutions.

We have a strong connection on South Korea and The Republic of Peru. For successful initial market penetration, we looking for partners who can share our value. Our vision is 'break down barriers to greater health equity by bridging people with AI technology'.

SEPTEMBER 21 | 3:00 PM - 3:50 PM

LEVERAGING IP FOR GROWING AN INVESTABLE MEDTECH COMPANY

HUSCH BLACKWELL

This panel for industry leaders, entrepreneurs, general counsel, and investors explores how investable healthcare entities leverage intellectual property (IP) to drive growth. Hear from medtech entrepreneurs about their experiences with IP strategy, protection, licensing, and marketing, and how these and other factors have impacted success.

• **Bryan Stewart**, Partner, Husch Blackwell M

Bryan helps clients build and maintain high-value intellectual property (IP) portfolios and craft and execute creative IP strategies. He regularly assist clients, both large and small, with creating IP strategies with deep expertise in medtech and software. This combination of expertise uniquely positions Bryan to advise companies at the intersection of medical and software innovations.

• **Cambre Kelly, PhD**, Co-Founder & CEO, Reselute; Co-Founder & Vice President, Research & Technology restor3d

Dr. Cambre Kelly is biomedical engineer, medical device entrepreneur, and additive manufacturing enthusiast. Cambre's passion is working at the intersection of advanced technology and medicine, having co-founded multiple MedTech companies translating and commercializing innovative medical devices. Cambre is a highly cited researcher, inventor on numerous patents, and has commercialized multiple medical device products which have impacted thousands of patients. As a co-founder and Vice President of Research and Technology at restor3d, she leads research and advanced development projects. In her most recent venture as co-founder and CEO of Reselute, she leads the business and product development strategies. She is a member of the ASTM subcommittee for Additive Manufacturing, and the ambassador for the Raleigh-Durham chapter of Women in 3D Printing organization.

• **Adam T.C. Steege**, Founder & President, Trio Labs

Adam founded his first company, Agile EndoSurgery, in 2010 focused on the development of an enhanced dexterity laparoscopic surgical device. Through this experience, along with the development of several other medical devices currently on the market, Adam learned of both the promise and challenges of 3D printing in medtech, and founded Trio Labs to solve this gap. With over 80 pending and issued patents and 10 years of medical device development experience, he brings a unique perspective to the space of metal AM.

• **Timothy J. Skapek**, CTO & Co-Founder, Protect3d

Tim is the Co-Founder and Chief Technology Officer of PROTECT3D ("protected"), a seed-stage startup advancing 3D technology to create custom-fabricated, anatomically-precise medical devices including braces, splints, orthotics, and pads. While pursuing a degree in mechanical engineering at Duke University, he started this venture with two of his classmates and teammates on the Duke Football team. At an early stage in his career, Tim has a broad technical foundation of software, mechanical, and design engineering, enabling him to guide development of technology at the intersection these disciplines. In its 3-year history thus far, PROTECT3D has won multiple earl stage grants from entities including the NFL and the state of North Carolina, and the team has created a turnkey solution for athletic training teams at professional and college sports programs. Tim leads project management efforts for the team as well, an important area of emphasis as they expand and adapt this technology to the general orthopedic space. Tim lives in Durham, NC, having remained close to the Duke community to grow this venture.

FOSTERING DIVERSITY IN LIFE SCIENCE ENTREPRENEURSHIP

NIH SBIR SEED Funding and Entrepreneurial Development Initiatives

Individuals from diverse backgrounds can provide unique and valuable contributions in the research and development of life science innovations that prevent disease, prolong life, and promote health. However, certain groups, such as women and individuals from racial/ethnic minoritized groups, remain underrepresented in the U.S. biomedical sciences and in life science entrepreneurship. Panelists from the National Institute on Aging and National Institute on Minority Health and Health Disparities will discuss the NIH Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) seed funding program and resources available to foster diversity and inclusion in scientific research and entrepreneurship. Specific discussion topics include how to be competitive for NIH SBIR grants, NIA entrepreneurial development funding opportunities, and specific diversity-focused initiatives.

• **Todd Haim, Ph.D.**, Director, Office of Strategic Extramural Programs, National Institute on Aging M

Todd Haim, Ph.D., is the Director of the NIA Office of Strategic Extramural Programs (OSEP). He leads a dynamic team focused on coordinating and continuing to enhance NIA's training, career development, and small business research programs. Under Todd's leadership, OSEP continues to expand NIA's career development offerings to ensure that the Institute provides robust support and enables advancement at all career stages. These efforts include fostering development of a broad array of skills to prepare trainees for the varied biomedical career paths ahead. Several OSEP efforts have resulted in increased small business research funding application quantity and quality as well as a significant increase in the resources available to help small business awardees advance toward commercialization, including entrepreneurial training and partnering initiatives. Todd and his team remain committed to increasing diversity across OSEP-coordinated programs and have implemented several initiatives to advance this goal. Todd's previous position was Program Director at the National Cancer Institute (NCI) SBIR Development Center, where he evaluated and managed cancer-focused SBIR & STTR grants and contracts and played a leadership role in several center initiatives, including workshop development and investor initiatives. Prior to NCI, he was a Christine Mirzayan Science and Technology Policy Fellow at the National Academy of Sciences. Todd graduated from Albert Einstein College of Medicine in January 2007 with a Ph.D. in biomedical research and obtained a certificate in technology commercialization from John Hopkins' Carey Business School in 2011. He also completed a postdoctoral fellowship at Pfizer in which he actively led Pfizer's research efforts in a collaboration with Washington University School of Medicine in St. Louis. He has received several prestigious awards and honors, including the 2014 NCI Leadership Development Award, several NIA, NCI, and NIH Director's Awards, and the New Jersey Governor's Award for Volunteerism in the Field of Health.

• **LCDR Bichael Banyas, USPHS, MPA**, Health Specialists and SBIR/STTR Program Manager, National Institute on Minority Health and Health Disparities

LCDR Banyas specializes in underserved health care and public health systems with a focus on implementation science. Previously, he served as Public Health Analyst in NIH's All of Us Research Program, where he led the Federally Qualified Health Center (FQHC) Pilot Project and Co Led the Tribal Engagement Strategic, as well as operational process improvement. Additionally, he served as a Project Officer in the Health Resources Services Administration for FQHCs and as the Communications Lead for the Office of Health IT and Quality. Additionally, he served as a Fellow on the U.S. Senate Health, Education, Labor, and Pensions Committee's Health Policy subcommittee and has worked in three academic medical centers. He has a Bachelor of Arts from the University of Vermont, a Masters in Public Administration in Health Management and Policy from New York University's Wagner School of Public Service, graduate work in health informatics from Columbia University, and is currently a Masters of Science candidate at the U.S. Naval War College.

• **Armineh Ghazarian**, Program Analyst, Office of Strategic Extramural Programs, National Institute on Aging

Armineh Ghazarian, M.S.F, is the lead program analyst and portfolio manager at the NIA Office of Strategic Extramural Programs (OSEP). Since joining NIA in 2018, Armineh has served as the portfolio manager for all small business research and training grant awards, networking with key stakeholders and providing guidance to potential applicants. She has focused her efforts on new outreach initiatives, creating and leading the Small Business Innovation Research Contracts initiative at NIA, as well as managing the small business research diversity supplement funding opportunity announcement. Prior to joining NIA, Armineh worked at Georgetown University writing grant applications for various federal and non-federal grant funding mechanisms for basic science research while managing a grant portfolio of about $100 million. She holds a B.S. in nutritional biochemistry from the University of Maryland, College Park, and a master's degree in biotechnology and finance from Georgetown University.

• **Joshua Hooks, Ph.D.**, AAAS Fellow, Office of Strategic Extramural Programs, National Institute on Aging

Joshua Hooks, Ph.D., is an American Association for the Advancement of Science (AAAS) Science and Technology Policy fellow who joined OSEP in August 2022. He is working with the small business team, assisting with various training programs for start-ups and new entrepreneurs. Dr. Hooks is developing programs that will help small businesses and early-stage investigators navigate federal regulatory pathways in order to bring their age-related innovations to market. Additionally, Joshua is working to evaluate and implement programs aimed to diversify the backgrounds and experiences of individuals in aging technology and research. Prior to starting this fellowship, Dr. Hooks completed a postdoctoral fellowship at Johns Hopkins in biomaterials and immuno-engineering. He completed his Ph.D. in bioengineering with a focus on the lymphatic system in 2019 at Georgia Institute of Technology.

• **Saroj Regmi, Ph.D.**, Program Officer, Office of Strategic Extramural Programs, National Institute on Aging

Saroj Regmi, Ph.D., is a Program Officer for the NIA Office of Strategic Extramural Programs. In his current role, he provides guidance, administers funding, as well as offers networking assistance for small businesses to accelerate Alzheimer's and aging research. He also provides guidance for early-career scientists interested in the K22 Career Transition Award program. Since joining NIA in 2020, Saroj has played a key role in planning and implementation of several NIA efforts, such as investor-focused initiatives, entrepreneurship-focused programs, and the Business Plan Assessment pilot, among others. He plays an active role in several programs, including technical and business assistance and entrepreneurial training. Saroj represents NIA on the NIH-wide Research Evaluation and Commercialization Hubs (REACH) program, I-Corps at NIH program, and Concept to Clinic: Commercializing Innovation (C3i) program. Prior to joining NIA, Saroj conducted postdoctoral work at NIH using CRISPR/Cas9-based approaches to study cellular processes. He received his Ph.D. in molecular and cellular biology with a focus on aging from Dartmouth Medical School.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Burns & Levinson provides sophisticated legal advice to life sciences companies at all phases of the business life cycle. We are proud to support the 2022 RESI Conference.
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ENTREPRENEUR WORKSHOPS

Speakers

11:00 - 11:50 AM

LIFE SCIENCE NATION
Connecting Products, Services & Capital

BRANDING & MESSAGING

- **Claire (Chae-Kyeong) Jeong**, VP, Investor Research & Asia BD, Life Science Nation
- **Candice He**, VP, Business Development & Global Investment Strategist, Life Science Nation

1:00 - 1:50 PM

LIFE SCIENCE NATION
Connecting Products, Services & Capital

IT ALL STARTS WITH YOUR STORY

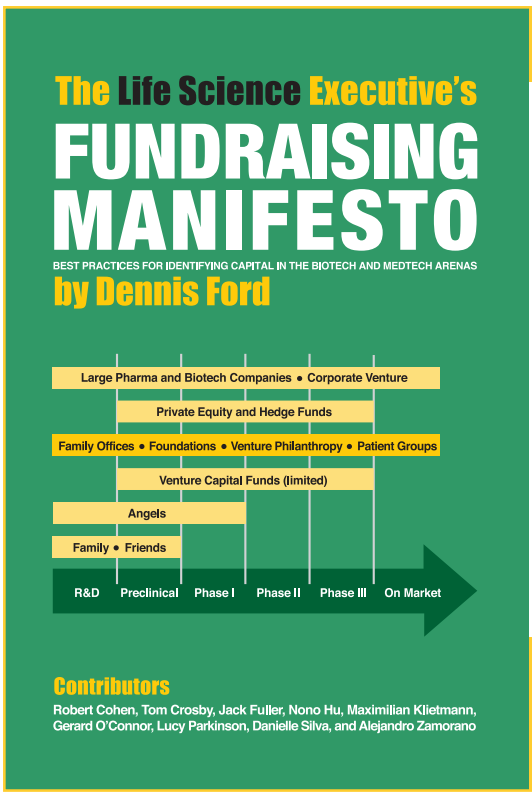
- **Dennis Ford**, Founder & CEO, Life Science Nation
- **Alex Vassallo**, BD Manager West Coast, Entrepreneurial Education Lead, Life Science Nation

3:00 - 3:50 PM

LIFE SCIENCE NATION
Connecting Products, Services & Capital

IDENTIFYING YOUR GLOBAL TARGET LIST

- **Gregory Mannix**, VP of International Business Development, Life Science Nation
- **Karen Deyo**, Director of Research, Israel Business Development, Life Science Nation



ABOUT THE BOOK

A primary objective for life science executives is raising capital. Very often, however, a lack of marketing and sales skills impedes their efforts. Focusing regionally, rather than globally, only compounds the challenge.

The Life Science Executive's Fundraising Manifesto helps scientists understand the fundamental skills needed to brand and market their companies, using a consistent message to achieve compelling results from a fundraising campaign. It teaches you how to aggregate a list of potential global investors that are a fit for your company's products and services. Then it explains how to efficiently and effectively reach out to potential investor targets, start a dialogue that fosters a relationship, and ultimately secure capital allocations.

Raising capital is not a one-time event. It must be an ongoing part of your business strategy. ***The Life Science Executive's Fundraising Manifesto*** reveals the expertise required to continually fundraise and bring your ideas to market.

FOR MORE INFORMATION

Visit www.FundraisingManifesto.com
or visit the Life Science Nation table at the exhibit hall

11AM - BRANDING & MESSAGING

The Branding & Messaging workshop discusses how to brand you and your firm and how to provide potential investors with high-quality, professional collateral—materials that engage them, communicate your message clearly and concisely, and present the information they want to see in a way that helps them to decide quickly and easily if you are a potential fit for their needs.

• **Claire (Chae-Kyeong) Jeong**, VP, Investor Research & Asia BD, Life Science Nation

At Life Science Nation (LSN), Claire leads the Investor Research team that is responsible for curating the LSN Investor Platform. Claire manage relationships with a wide network of investors, pharmaceuticals, and other strategic partners across the globe. As Asia BD, Claire is responsible for building LSN's network in Asia with a strong focus in South Korea and Japan. Since 2018, she has been working with numerous organizations in South Korea, leading collaboration efforts to bring a large delegation of Korean start-ups to the Redefining Early Stage Investments (RESI) Conference, an early-stage life science investment focused partnering conference organized by LSN, supporting their global expansion efforts. Claire is also heavily involved with RESI strategy and program development, for which she works on structuring relevant content and work closely with many investors on this front. Claire is also the team lead for the Innovator's Pitch Challenge (IPC) and oversees all logistics.

• **Candice He**, VP, Business Development & Global Investment Strategist, Life Science Nation

Candice leads the business development team at Life Science Nation and manages the relationship with the LSN entrepreneur community on the east coast USA and China. Working closely with other team leads at LSN, Candice is in charge of analyzing user experience to improve existing products and designing new programs for life science startups, service providers, and tech hubs. As the Global Investment Strategist, she is the lead in expanding the business to the Chinese market, and was the project manager for RESI Shanghai 2019, the first RESI Conference in Asia. Candice worked for Boston Angel Club after obtaining her Master of Science in Finance (MSF) from Brandeis University in Boston.

1PM - IT ALL STARTS WITH YOUR STORY

The most successful entrepreneurs are always the best storytellers. Finding a way to naturally formulate your company's unique story and portraying this through multiple modalities whether it be a 1-minute elevator pitch or a 12-slide pitch deck is one of the most effective ways to get potential investors and partners on board with your value proposition. This bootcamp will cover the importance of entrepreneurial agency, finding your voice and developing a compelling narrative for the different players that will emerge along a deal chain, and language tools to refine your hook. Investors always bet on the team, not just the technology, and if every member of your startup can tell any strategic partner a consistent story of your company and technology, you are on the right track to building successful relationships.

• **Dennis Ford**, Founder & CEO, Life Science Nation

Dennis Ford is an entrepreneur, author, and frontier technologist with deep expertise in sales, marketing, and business development. Dennis has spent a decade in the early-stage life science arena creating a partnering platform that matches next-generation drugs, devices, diagnostics, and digital health products with investor and licensing partners. Dennis has developed an active network of global investors ranging from Family Offices, Private Equity, Venture Capital, Foundations, and Endowments to large Corporate and Pharmaceutical firms interested in high-growth early-stage technologies. Dennis has also pioneered a unique global partnering event called the Redefining Early-Stage Investments Conference Series that matches investors and licensing partners with startup firms based on stage of development and product.

Dennis is the author of The Peddler's Prerogative and The Fund Manager's Marketing Manifesto, two well-received sales and marketing books. His latest book is The Life Science Executive's Fundraising Manifesto which he turned into a two-week immersion class for scientist-entrepreneurs and fundraising CEO's which is now offered to help launch and fund startups into the global life science arena. Dennis is working on his fourth book, The Entrepreneur Elucidated, that is scheduled for a 2023 release.

• **Alex Vassallo**, BD Manager West Coast, Entrepreneurial Education Lead, Life Science Nation

Alexander Vassallo is the Business Development Manager for the West Coast (US) at Life Science Nation. After obtaining his Master of Science (M.Sc.) in Bioscience Entrepreneurship from University College London, Alex moved to the US to start his career on the business side of the life sciences industry. Alex also has a Bachelor of Science (B.Sc.) degree in Biological Sciences (Immunology) from the University of Edinburgh which helped form the basis of his Master's thesis in novel cellular immunotherapies for type 1 diabetes. Alex is also the Entrepreneurial Education Lead and has helped Dennis Ford, Founder and CEO of Life Science Nation, to develop a new range of entrepreneurial education courses designed to give aspiring scientist-entrepreneurs and fundraising executives the skills and tools needed to launch global partnering initiatives.

3PM - FUNDRAISING BOOTCAMP: IDENTIFYING YOUR GLOBAL TARGET LIST

The Fundraising Boot Camp provides a top-to-bottom master class on outbound global fundraising. Topics to be covered include the changing investor landscape, new categories of life science investors, and how to organize and execute a successful roadshow. It will bring you step-by-step through the processes of positioning, marketing collateral, website creation, branding & messaging, and how to reach out to a list of global investors

• **Gregory Mannix**, VP of International Business Development, Life Science Nation

Greg Mannix is Vice President of International Business Development at Life Science Nation. After graduating from the University of California, he moved to Europe where he began a career in the life sciences and obtained a Master's degree from IE Business School in Madrid. He has extensive experience in sales and marketing management in the medical devices field. He has worked extensively in Europe, North America and Latin America and he speaks English, Spanish and French. Greg's role at LSN is to provide international early-stage companies with the tools and strategies to successfully fundraise and to facilitate cross-border investments, licensing, and M&A transactions.

• **Karen Deyo**, Director of Research, Israel Business Development, Life Science Nation

Karen Deyo is an Investor Research Analyst at Life Science Nation. In addition to her role curating the LSN Investor Database, she is actively involved in Israel BD, utilizing her professional and personal connections to connect LSN to the Israeli life sciences startup community. Karen has a Masters of Engineering in Biomedical Engineering as well as a Certificate in Graduate Business Study from Worcester Polytechnic Institute and a Bachelor of Science degree in Engineering with a concentration in Bioengineering from Olin College of Engineering.

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ICS

kilobaser

IMPACT M202

BIO Mansfield Incubator

Mispro Biotech Services Own your science.

NEOSOME Life Sciences, LLC

National Institute on Aging (NIA)

watershed

Lilly

Table #9

At Lilly, we take smart risks on bold science to achieve our mission of bringing life-changing medicines to patients. We understand innovation can occur anywhere and are positioned to seek out and foster novel science where it happens around the globe. As a community of scientists, we take seriously our responsibility in stewarding your breakthrough science. Wherever you are on your drug discovery path, Lilly has a proven legacy of successfully funding, developing, and accelerating innovation to serve patients.

First Republic

First Republic offers a comprehensive set of banking services, connections and guidance to support the growth of your business at every stage. We are committed to fast response and ease of use through our dedicated life sciences team, based in innovation hubs across the U.S. Our Life Science Toolkit offers you discounts on an additional suite of mission-critical services to address many of your immediate operational needs. First Republic Bank is a member of the FDIC

McDermott Will & Emery

Table #1

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, FDA regulatory, transactional and litigation law, we're a purpose-built team of thought leaders united by a passion for our work. This makes us uniquely quali¬fied to help you move business initiatives across the ¬finish line when it matters and anticipate what's next. McDermott Will & Emery partners with leaders around the world to fuel missions, knock down barriers and shape markets. Our team works seamlessly across practices and industries to deliver highly effective solutions that propel success. More than 1,200 lawyers strong with a global footprint, we bring our personal passion and legal prowess to bear in every matter for our clients and the people they serve.

Shinhan S² BRIDGE INCHEON

Table #5

Shinhan Square Bridge (S2 Bridge) Incheon is a platform that supports the growth of startups in cooperation with government agencies and the private sector. S2 Bridge was established as the first public-private Startup Acceleration Platform in South Korea, with the dream of becoming a global startup innovation growth hub. S2 Bridge is located in Songdo, a city in South Korea recognized as a global business center and bio-cluster. Key partnering organizations include Shinhan Financial Group, a leading global financial group that supports an innovative investment ecosystem, and Celltrion, a global biotech company that supports open innovation opportunities to accelerate promising biotech startups, and Incheon Metropolitan City that actively helps to accelerate the local biotech infrastructure. From the seed to global expansion stage, S2 Bridge focuses on accelerating life science startups based on their innovative technologies. Shinhan Financial Group has created S² Bridge as a platform to accelerate start-up companies in major Korean cities like Seoul, Incheon, Jeju, and Daegu.

MEDMARC Treated Fairly

Table #2

Created in 1979 by the healthcare technology industry, Medmarc's mission is to be the superior provider of liability insurance protection and related risk management solutions to the medical technology industry. We support the development, testing, and delivery of medical products that save lives and improve the quality of life. Through collaboration with our parent company, ProAssurance, and our strategic alliance carriers in the U.S. and abroad, we provide a single source of innovative healthcare liability insurance solutions to the life sciences companies we serve. From ideas and prototypes to the reality of commercialization and success – We Can Meet Your Changing Needs. Contact us to discuss the cost of insurance coverage and what coverages are needed for your business plan. (703) 652-1360

Burns Levinson

Table #23

Burns & Levinson provides high-level, client-centric, and results-oriented legal services to our regional, national, and international clients. We are a full-service law firm with over 125 lawyers in Boston, Providence, and London. We offer sophisticated legal and business advice to life sciences companies throughout their life cycle – from technology and product licensing, patent and trademark procurement and enforcement, and strategic partnering and acquisitions to public and private financings, cross-border transactions, and export regulation compliance. Our firm's full areas of expertise include business/finance, business litigation, divorce/family law, venture capital/emerging companies, employment, estate planning, government investigations, intellectual property, M&A/ private equity, probate/trust litigation, and real estate.

Big4Bio

The life sciences sector is witnessing unprecedented levels of innovation and investment, while the health care industry as a whole is in the midst of a sea change. If you aren't a full-time analyst, how can you keep up and find the key information you need to make the right decisions for your business? That's where we come in. Big4Bio is the premier aggregator of financial, clinical and business news on the life sciences sector. Our free, daily emails give you easy-to-scan headlines on key developments and links to content gleaned from dozens of credible industry sources. We produce individual summaries for the four most significant life sciences markets in the country: San Francisco, Boston, San Diego and Philadelphia. Big4Bio also produces BioWeekSF.com and publishes the ""On Your Mark"" guide for JPM Week/BioWeekSF in San Francisco.

HUSCH BLACKWELL

Husch Blackwell's Medical Device team chiefly advises clients on intellectual property strategy, including how to use intellectual property to grow company value. We assess and navigate intellectual property risks, including freedom to operate and patentability issues. We also help clients develop market and innovation-specific intellectual property strategies, including patents, trade secrets, trademarks and copyrights. Our team also offers transactional and strategic guidance on mergers and acquisitions, securities law compliance, joint ventures, governance issues, private equity and venture capital investments, and other complex contractual arrangements.

3Oe SCIENTIFIC™

Table #13 & 21

3Oe Scientific is a sci-tech company inventing and advancing new to the world technologies, products, services, and businesses. Our first-to-market technology is a miniaturized generator to precisely make and control aqueous ozone. Our first application of this generator is in hand hygiene. Our team is dedicated to using natural products and creating eco-friendly technology that makes a positive impact on the health and wellbeing of our community and the people we love. Supported by 21 patents, our unique spray technology is fortified with point-of-use aqueous ozone created from pure water, to enhance the effectiveness of a hand hygiene program; as part of other healthy lifestyle choices, this helps to reduce the risk of transmission of infectious agents.

THE MEDTECH CONFERENCE
Powered by AdvaMed

Table #10

The MedTech Conference brings the top executives, innovators and investors from across the medtech industry together to explore critical topics, share visions for the future, make new connections and reunite with colleagues. Regarded as a homecoming for the global medtech community, this event serves as the incubator for the ideas, partnerships and innovations that lead to a healthier world. In 2022, the conference will also feature a new Investor Forum to better facilitate connections between investors and emerging companies, and provide a program tailored to the investment community's needs. Join us from October 24-26 for face-to-face conversations that will enhance your passion for what you do, quality programming focused on today's hot topics and high-powered networking. Learn more at themedtechconference.com.

BROUGHTON

Table #17

Experts in Science and Regulation
Working across next generation nicotine products, cannabinoids, and pharmaceuticals, partnering with Broughton provides access to consultants with deep industry knowledge, determined to find solutions, bringing your life-enhancing products to market.Broughton has developed a unique and distinctive service for clients, demystifying what is required to bring their innovative life-enhancing products to market. We have a proven track record in helping our clients move from concept to market, backed by robust project management capabilities through our unique, fully integrated consultancy and scientific services.

CAPITAL ADVISORS GROUP

Table #11

Capital Advisors Group, Inc. is an independent SEC-registered investment advisor specializing in institutional cash investments, risk management, and debt nance consulting. Our clients range from venture capital-funded startups and emerging growth companies to Fortune 100 companies.

CBSET
INNOVATING TECHNOLOGY
INTEGRATING SCIENCE
IMPROVING LIVES

Table #14

CBSET is a nonprofit, GLP-compliant biomedical research institute located in Lexington, MA, founded with the mission of enabling the advancement of novel therapeutics and devices through ongoing collaboration with an emphasis on supporting novel technologies. CBSET's preclinical research capabilities combine in vivo studies, in vitro studies, computational and 3D modeling, advanced imaging modalities, and complex histopathology into one integrated research program with a focus on robust science and regulatory compliance.

Digital Health Recruitment

Table #12

Digital Health Recruitment (DHR) delivers top-performing sales, marketing, and business development talent solely within the digital health space. DHR is focused on partnering with top tier companies to drive growth at the intersection of healthcare, life science, and software. Founded by former business development professionals from the industry, DHR provides an unparalleled focus and attention to detail like no other. Companies partner with DHR for deep knowledge about the industry, a massive network, and the experience to identify the right fit.

ONTARIO CANADA

Table #7

With our unique and collaborative innovation ecosystem, Ontario is where companies come to grow and prosper. The same innovative spirit that led to the discovery of insulin in Ontario one hundred years ago has led to game-changing technologies such as 3D bioprinters and techniques to boost stem cell renewal. Whether you want to expand your operations here or source some of the highest quality medical products and services in the world, Ontario is your life sciences destination.

ICS

Table #15

ICS helps medical device and life science innovators create transformative products that advance patient care. We specialize in custom software development and regulatory services in areas such as in vitro diagnostics, defibrillation and cardiac monitoring, smart infusion pumps, cancer-killing proton radiation systems, and intelligent respiratory and ventilation devices. In addition, we offer consultation and guidance on a wide range of medtech products, including testing, monitoring and measuring systems, and Software as a Medical Device (SaMD).

kilobaser

Table #19

Kilobaser has developed a microfluidic chip based DNA & RNA synthesis technology that is 100x more efficient than the industry standard. Our first product, Kilobaser Gen1 allows anyone to create DNA & RNA oligos, DNA probes and soon even siRNA therapeutics and aptamers without effort. On the market since 2020, a worldwide customer base and sales capability has already been established. Kilobaser has sold 56 instruments, more than 5000 consumables and generated more than $1,000,000 in revenue already. Customers include the likes of Bio-Rad, Twist DNA, Sanofi and the US Navy. Now Kilobaser is preparing for Series-A funding to build a sales team and bring a new product, a fully automated 96-column synthesizer, to the market.

M2D2 IMPACT

Table #8

M2D2 IMPACT is a leading global accelerator supporting medtech startups to commercialize their innovation.

BIO MANSFIELD INCUBATOR

Table #18

Mansfield Bio-Incubator is a non-profit organization whose mission is to facilitate and assist the creation, growth, and success of the next generation of biotech companies by maintaining affordable laboratory space. The facility is an open-concept equipped laboratory and office with benches in a shared lab and private laboratory suites of different sizes.

To stimulate your success, we are here to:

- foster creative exchange and active collaboration
- provide many services and amenities to improve your business performance and efficiency
- facilitate access to experts for mentoring
- organize training in interacting with prospective investors
- run seminars and workshops to expand knowledge and ensure the acquisition of new skills

Mispro Biotech Services
Own your science.

Table #22

Mispro Biotech Services is a contract vivarium organization (CVO) that operates a network of full-service vivarium facilities in all major U.S. biotech hubs where emerging and established biopharma companies can conduct and control their own preclinical rodent studies. Along with offering access to state-of-the-art vivarium research space, Mispro supports its clients with comprehensive animal care and regulatory compliance oversight services. Mispro's metro Boston locations include Kendall Square, Alewife, and Waltham.

NEOSOME Life Sciences, LLC

Table #20

NeoSome Life Sciences is a science driven Preclinical Contract Research Organization. We provide individualized services to support the drug discovery process from proof of concept studies through early stage development. We support several research areas including Oncology, Infectious Diseases, General Pharmacology, Obesity, Metabolic Diseases, Behavioral, and Rodent Surgical Models. In addition, NeoSome has a dedicated imaging suite complete with a IVIS Spectrum In Vivo Imaging System. Our new state of the art facility located in Billerica, Massachusetts has the ability to house several animal species. NeoSome is OLAW accredited, and USDA certified to support your grant funded research. In addition, NeoSome offers research space for rent, for which we supply the regulatory support and animal care so that you can focus on your science. We pride ourselves on our no-nonsense approach, short turnaround times, and customizable models to fit your research needs.

National Institute on Aging (NIA)

Table #6

The NIA Small Business Programs manage the largest source of early-stage funding for aging-related research and development (R&D). Each year, NIA provides more than $140 million in R&D grants to small businesses through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. NIA has an unprecedented R&D budget to develop interventions that prevent or treat Alzheimer's disease (AD) and AD-related dementias.

watershed

Table #16

Watershed Informatics is the first fully verticalized bio-IT platform. Our Cloud Data Lab enables life sciences organizations of any size to perform mission-critical bioinformatics analyses (such as bulk, single-cell, and spatial transcriptomics; ATAC-Seq; proteomics, etc.) at an order of magnitude less cost and complexity than existing solutions. With purpose-built hardware and software specifically optimized for catalyzing the life sciences development pipeline, our approach enables biologists to analyze their own -omics data and bioinformaticians to rapidly prototype and deploy bespoke analytic workflows across an organization.

Organizer

LIFE SCIENCE NATION
Connecting Products, Services & Capital

Table #3 & 4

Life Science Nation (LSN) is a global partnering ecosystem that allows early-stage companies with compelling technology assets to get plugged into the early-stage investor and channel partner's radars with minimal cost and a big ROI. LSN is a global matching platform for early-stage buyers and sellers across the domains of Drugs, Devices, Diagnostics and Digital Health – the "4 Ds". LSN curates two databases: a buy-side of global cross-border early-stage investors/partners and a sell-side of global cross-domain technology assets. LSN also offers a sourcing and ranking service for clients who need to source and rank technology assets for channel, pipeline and portfolio development. LSN owns and operates the Redefining Early Stage Investments (RESI) conference series, a funding superstructure that runs five times a year. LSN also owns and operates the Focus on Cures Accelerator (FOC) that provides international startups a Boston-based footprint and helps them develop and execute a global investor and channel partner strategy.

MEDIA PARTNERS

Want to become RESI Media Partner? Contact us at **Marketing@lifesciencenation.com**

GLOBAL TECH HUB GATHERING

Tech hubs from around the world are coming to RESI Boston! Tech hubs are a crucial part of the Life Science Nation (LSN) and RESI community as they provide capital, entrepreneurial support, lab space, and economic development for their cohort of aspiring scientist-entrepreneurs, and fundraising executives. Ranging from universities, non-profits, incubators, accelerators, and regional and government organizations, they are all looking to connect with investors, strategic partners, and early-stage life science startups in Boston. Get to know these global communities of innovation!

adMare BIOINNOVATIONS

BIOINDUSTRY PARK SILVANO FUMERO

BusStim, LLC. A Virtual BioTech Accelerator

CBSET INNOVATING TECHNOLOGY INTEGRATING SCIENCE IMPROVING LIVES

ONTARIO CANADA

HKSTP 香港科技園

ITRI Industrial Technology Research Institute

Johnson & Johnson INNOVATION JLABS

LYONBIOPOLE AUVERGNE-RHÔNE-ALPES

M2O2 IMPACT

National Institute on Aging (NIA)

NLC THE EUROPEAN HEALTHTECH VENTURE BUILDER

North Carolina Biotechnology Center

NYU Langone Health

Ontario Bioscience Innovation Organization BIO

PENN CENTER FOR INNOVATION Empowering Ideas

BIO MANSFIELD INCUBATOR

香港中文大學 The Chinese University of Hong Kong

Sc science center

VELOCITY

Don't see your organization on this list? Contact us at **RESI@lifesciencenation.com** to learn more about special offers for you and your constituents!

Life Science Nation accelerates fundraising with its matching platform to create relationships between early-stage scientist entrepreneurs and emerging life science investors.

LIFE SCIENCE NATION

Connecting Products, Services & Capital

A GLOBAL ECOSYSTEM

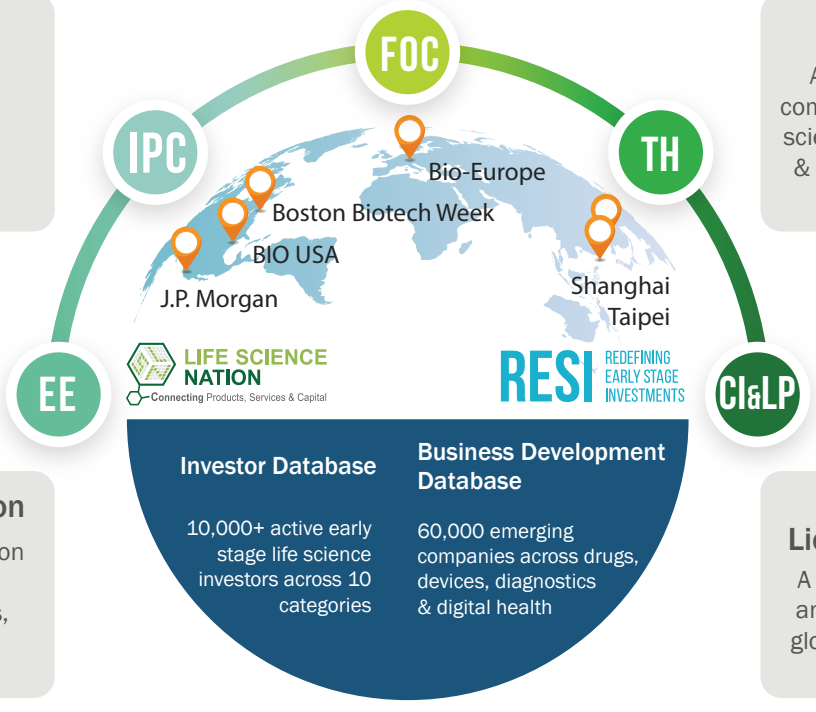
for Early-Stage Healthcare Funding That Is Cross-Border and Cross-Domain

Focus on Cures Global Accelerator

An international accelerator that trains startups for fundraising & builds a two-way bridge between Boston & partner countries

Innovator's Pitch Challenge

A startup competition at RESI (5,000 applicants to date)



Tech Hubs

A group of global organizations comprising incubators, accelerators, science parks, universities, regional & governmental organization, and more

Entrepreneurial Education

A comprehensive set of immersion courses, ranging from 1-hour workshops to 3-day bootcamps, for the early-stage fundraising executive

Capital Investor and Licensing Partner Program

A series of unique methodologies and platforms for connecting with global investors, channel partners, and licensing collaborators

LifeScienceNation.com | RESIconference.com | FOCaccelerator.com

RESI

REDEFINING EARLY STAGE INVESTMENTS

CONFERENCE SERIES

DIGITAL RESI

NOVEMBER, 2022

SAN FRANCISCO

JANUARY, 2023

For more information about our future events,
visit our website **RESIConference.com** or contact us at **RESI@lifesciencenation.com**.