



RESI REDEFINING
EARLY STAGE
INVESTMENTS

SOUTH 2024

March 25 | Atlanta, GA

March 26-27 | Virtual Partnering



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**

TITLE SPONSORS



**McDermott
Will & Emery**



RESIConference.com | The Whitley Atlanta Buckhead

#RESI #RESISOUTH

CONTENT

RESI SOUTH 2024

MARCH 25 | IN-PERSON ATLANTA, GA
MARCH 26-27 | VIRTUAL PARTNERING

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WELCOME TO RESI



Welcome to Redefining Early Stage Investments (RESI) South at The Whitley Atlanta Buckhead Hotel. Life Science Nation (LSN) welcomes the community of global early-stage capital investors, licensing strategic partners, and life science entrepreneurs. RESI South in Atlanta is particularly significant as it will showcase the burgeoning life science innovation ecosystem in the Southeastern United States. The Southeast LifeSci Investor Coalition, representing eight southern states (AL, AR, FL, GA, NC, SC, TN, and VA), has united to spotlight the region's wealth of early-stage drugs, devices, diagnostics, and digital health technologies.

The schedule at RESI South on Monday, March 25, is packed with opportunities for attendees. Each hour will feature investor panels, two Innovator's Pitch Challenge (IPC) tracks, and workshops. The IPC will feature early-stage finalists who will pitch directly to a live audience and panel of relevant investor judges. Remember that RESI attendees can 'invest' their RESI Cash, tucked into your notebook at registration, in their favorite pitch companies – make sure to stop by and learn more about each company through their poster displays in the ballroom.

Attendees can also learn more about the tech hubs and service providers that add collaborative and mission-driven energy to the RESI community. Connect with these organizations to learn how they support early-stage companies to succeed in fundraising and beyond. Learn from these players in 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 like to thank our RESI Title Sponsors, SE LifeSci Investor Coalition and McDermott Will & Emery. Thank you to our Gold Sponsors, Medmarc, Cambridge Scientific, Muscular Dystrophy Association, GeorgiaBio, NCLifeSci, SCBio, and Life Science Tennessee. And thank you to our Silver Sponsor, Burns & Levinson. 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 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 criteria for booking well-fitting meetings. Life Science Nation invites you to explore the possibilities available through RESI partnering and to make the most of your time at RESI. Partnering occurs in person on Monday, March 25, and continues virtually through Wednesday, March 27.

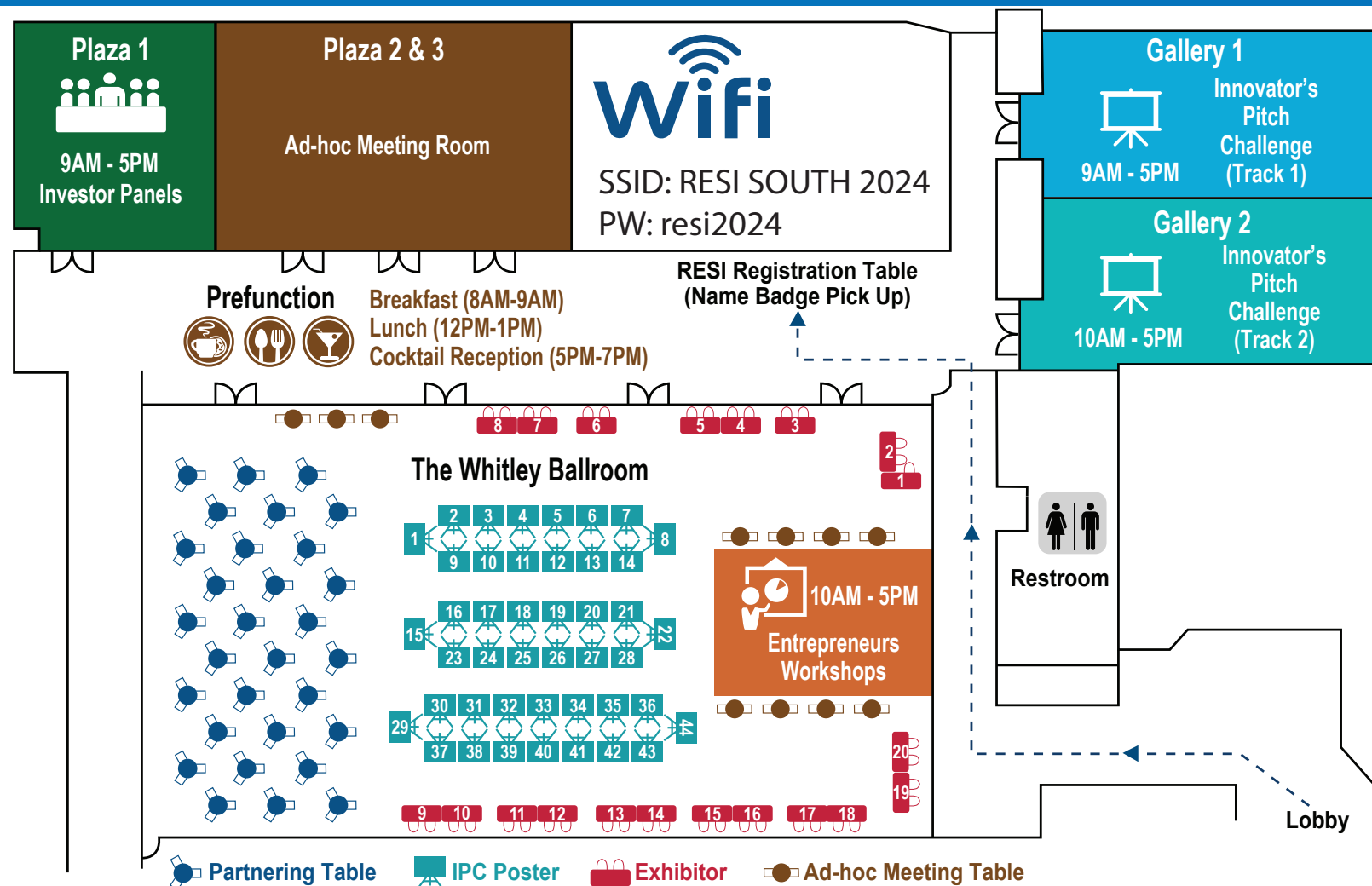


Dennis Ford

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



RESI South 2024 - The Whitley Atlanta Buckhead



INNOVATORS' PITCH CHALLENGE COMPANIES

- | | |
|------------------------------|---------------------------|
| 1 Andson Biotech | 23 Ten63 Therapeutics |
| 2 Aruna Bio | 24 Moonlight Therapeutics |
| 3 Emtherapro | 25 Nutrivert |
| 4 Sanguina | 26 7 Hills Pharma |
| 5 Lucie Medical | 27 NovAb |
| 6 NeuroQuest | 28 Yaya Scientific |
| 7 Leukogene Therapeutics | 29 Galaxy Diagnostics |
| 8 Precision Genetics | 30 SiNON Nano Sciences |
| 9 WiNK Therapeutics | 31 Aleutian Therapeutics |
| 10 TSP Therapeutics | 32 Solenic Medical |
| 11 SynVivo | 33 brain4care |
| 12 Alveolus Bio | 34 PreTel |
| 13 Owl Peak Technologies | 35 Infusense |
| 14 Liquet Medical | 36 Biohub Nashville |
| 15 Nuream | 37 410 Medical |
| 16 Hero Medical Technologies | 38 AsparaGlue |
| 17 Asante Bio | 39 Truly Technologies |
| 18 Chonex | 40 Atara Labs |
| 19 Gulf Sterilization | 41 Moexa |
| 20 Jeeva Clinical Trials | 42 Orion Therapeutics |
| 21 Kinis AI | 43 NIRSense |
| 22 Brinter | 44 Diotech Diabetes |

EXHIBITORS

- | |
|------------------------------------|
| 1&2 Life Science Nation |
| 3 Radyus |
| 4 McDermott Will & Emery |
| 5 Medmarc |
| 6 Cambridge Scientific |
| 7 CAI |
| 8 Eurofins |
| 9 Rook Quality Systems |
| 10 Eva Garland Consulting |
| 11 Burns Levison |
| 12 Avantor |
| 13 Greenville Economic Development |
| 14 BioFlorida & TAMM Net |
| 15 SCBio Drive |
| 16 VA Bio |
| 17 Bio Alabama |
| 18 Life Sciences TN |
| 19 NC Life Sciences |
| 20 GABIO |



EXHIBIT TABLES



**LIFE SCIENCE
NATION**

Connecting Products, Services & Capital

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RADYUS
RESEARCH

Table# 3



**McDermott
Will & Emery**

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MEDMARC
Treated Fairly

Table# 5

**CAMBRIDGE
SCIENTIFIC**

**CAMBRIDGE
SCIENTIFIC LABS**

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eurofins

Table# 8



**Rook
Quality
Systems**

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Eva Garland Consulting

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Burns Levinson

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avantor™

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**city of
greenville**

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BIOFLORIDA

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TAMMNet®
Integrated Biomed Solutions

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SCbio
LIFE SCIENCES INDUSTRY

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virginiabio****

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BIO
ALABAMA

Connecting the Bioscience Ecosystem

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**LIFE SCIENCE
TENNESSEE**

Table# 18



NCLifeSci

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GEORGIA BIO™

The Life Sciences Partnership

Table# 20



INNOVATOR'S PITCH POSTERS



Easel# 1



Easel# 2



Easel# 3



Easel# 4



Easel# 5



Easel# 6



Easel# 7



Easel# 8



Easel# 9



Easel# 10



Easel# 11



Easel# 12



Easel# 13



Easel# 14



Easel# 15



Easel# 16



Easel# 17



Easel# 18



Easel# 19



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The Southeast Alliance

Alabama • Arkansas • Florida • Georgia
North Carolina • South Carolina • Tennessee • Virginia

The Southeast Life Science Alliance comprises life science associations dedicated to fostering the growth of the life sciences industry in their respective states.

Established in 2023, the Alliance aims to tackle the unmet needs of innovators in the region, particularly addressing the shortfall in venture funding.

The life science sector in the southeastern region possesses robust research capabilities, a skilled workforce, infrastructure, government backing, and an innovative culture, enabling it to stand on par with anywhere in the country. The primary hurdle lies in securing funding for our entrepreneurs.

To address this challenge, the Alliance has partnered with Life Science Nation to organize the 2024 RESI Conference in Atlanta, GA.

2024 RESI South Conference (hybrid format)

marking a significant stride in bridging the funding gap

IN-PERSON
March 25

Whitley Hotel • Atlanta, GA

VIRTUAL PARTNERING
March 26-27

For more information, contact Jason Rupp at jrupp@gabio.org

Untapped Potential

344,000

Southeast Bioscience Employees

16% of the US bioscience employees

26,500

Southeast Bioscience Establishments

21% of the US bioscience establishments

17,200

Southeast Bioscience Patents

11% of the US bioscience patents

\$5.5 Billion

Southeast NIH Funding

16% of the US NIH funding

\$8.3 Billion

Southeast Academic Bioscience R&D Expenditures

16% of the US academic bioscience R&D expenditures



AGENDA

7 AM – 8 AM: Breakfast Buffet (Prefunction)

8 AM - 5 PM: Partnering Forum (Ballroom)

Investor Panels (Plaza 1)

Innovator's Pitch Challenge (IPC)

Entrepreneur's Workshops (Ballroom)

9:00 AM
-
9:50 AM

CORPORATE VC

*Firms Investing Beyond Financial
Return*

Track 1 (Gallery 1)

Track 2 (Gallery 2)

10:00 AM
-
10:50 AM

NEW, NOW, AND NEXT IN LONGEVITY INVESTMENT

*Opportunities and Priorities in
Age-Related Disease Therapies*

IPC SESSION #1 MEDICAL DEVICES

IPC SESSION #7 MEDICAL DEVICES

INVESTING IN YOU: PERSONAL WEALTH PLANNING FOR FOUNDERS

11:00 AM
-
11:50 AM

AI IN HEALTHCARE

*Integrating Science and
Technology to Create Disruptive
Innovations*

IPC SESSION #2 THERAPEUTICS

IPC SESSION #8 THERAPEUTICS

McDermott Will & Emery NEGOTIATING TERM SHEETS

12:00 PM
-
1:00 PM

Lunch Break (Prefunction - please feel free to take seat in partnering area or Ad-hoc meeting room)

1:00 PM
-
1:50 PM

CHRONIC DISEASE THERAPEUTICS & MANAGEMENT

*Innovative Therapies for Long-
Term, Self-Empowered Health*

IPC SESSION #3 DEVICES & DIAGNOSTICS

IPC SESSION #9 THERAPEUTICS & DRUG DELIVERY SYSTEMS

CAMBRIDGE SCIENTIFIC CAMBRIDGE SCIENTIFIC LABS Navigating the Startup Incubator, Laboratory, and Equipment Procurement Market Place

2:00 PM
-
2:50 PM

SEED FUNDS

*Investing in Innovation in the
Earliest Stages*

IPC SESSION #4 R&D / LIFE SCIENCE TOOLS

IPC SESSION #10 DEVICES & DIGITAL HEALTH

TALES FROM THE ROAD *Biotech and MedTech Innovators on their Fundraising Journey*

3:00 PM
-
3:50 PM

CNS DISEASES

*Advancing Novel Drugs &
Therapies in CNS Disorders*

IPC SESSION #5 THERAPEUTICS

IPC SESSION #11 DIGITAL HEALTH

LIFE SCIENCE NATION Connecting Products, Services & Capital Global Partnering Campaign Investor Landscape, GTL and CRM/GPC

4:00 PM
-
4:50 PM

DIGITAL HEALTH

*Novel Approaches to Improve
Quality of Care*

IPC SESSION #6 DIAGNOSTICS

LIFE SCIENCE NATION Connecting Products, Services & Capital IT ALL STARTS WITH YOUR STORY

5:00 - 7:00 PM: Cocktail Reception - Announce IPC Winners (Prefunction)

FUELING YOUR MISSION.



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.

VISIT US AT [MWE.COM/LIFESCIENCES](https://mwe.com/lifesciences)



**McDermott
Will & Emery**

SPONSORS & EXHIBITORS

Title Sponsors



Gold Sponsors



Silver Sponsors



Exhibitors



Eva Garland Consulting



Title Sponsor:



The Southeast Life Science Alliance comprises life science associations dedicated to fostering the growth of the life sciences industry in their respective states. Established in 2023, the Alliance aims to tackle the unmet needs of innovators in the region, particularly addressing the shortfall in venture funding. The life science sector in the southeastern region possesses robust research capabilities, a skilled workforce, infrastructure, government backing, and an innovative culture, enabling it to stand on par with anywhere in the country. The primary hurdle lies in securing funding for our entrepreneurs. To address this challenge, the Alliance has partnered with Life Science Nation to organize the RESI South conference in Atlanta, GA in 2024. RESI South 2024 will occur via a hybrid format, with March 25th being in-person at the Whitley Hotel in Atlanta, Georgia, and the 26th and 27th with virtual partnering only. The RESI South conference marks a significant stride in bridging the funding gap. Participating organizations include BioAlabama, BioArkansas, BioFlorida, Georgia Bio, North Carolina Bio, SCbio, Life Science Tennessee, and Virginia Bio.



Table # 4

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 qualified 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. plan. (703) 652-1360

Gold Sponsors:



Table # 20

Founded in 1989, Georgia Bio is an independent 501(c)6 trade association. We are the industry advocate and ecosystem connector for life science innovation in all forms, disciplines and areas of impact. We are the hub of an industry that supports more than 200,000 jobs, \$15 billion in wages and benefits and \$50 billion in economic output in Georgia. We connect companies with each other, with institutions of higher education and research, with executive and operational support and economic developers. We also connect and align them with policy makers that influence research and education programs to fill the workforce pipeline and support scientific discovery that fuels, feeds and heals. We are also the state's sole designated representative to BIO, Advamed and PhRMA providing a singular voice and direct connection for our stakeholders to policy makers in Washington.

Gold Sponsors:



As the trade association for North Carolina's life sciences industry, the NC Life Sciences Organization advances the industry and ecosystem and enables its members to innovate and collaborate for success in a global marketplace. NCLifeSci delivers policy and advocacy leadership, future-focused workforce development programs, industry connections and mission-driven member services.



SCbio, in partnership with MassBio, announced its new accelerator program, SCbioDrive, designed to advance emerging companies through expert business curricula, industry guidance and mentorship. A biannual program, SCbioDrive will select up to six seed-stage therapeutic and medical device companies for an eight-week course, which will consist of seven weeks of virtual instruction followed by one week in person at SCbio facilities in Charleston, S.C. Company founders will complete industry-specific curriculum modules, led by experts from leading companies within the Palmetto State, which will include: • Business Planning & Commercialization • Fundraising • People Strategy & Operations • Drug Discovery & Therapeutics • Intellectual Property & Legal • Regulatory Strategy • Business Scaling The program will conclude with an in-person demo day. SCbioDrive will launch this fall. Applications for the inaugural program cohort will be available in June at www.scbio.org.



Life Science Tennessee (LST) is a statewide, nonprofit member organization of more than 110 companies whose mission is to advance and grow the life science industry in Tennessee. LST works on statewide initiatives to grow the industry through advocacy, partnerships, and alignment with economic and workforce development. The organization is able to complete these initiatives with support of its membership, which includes private companies, universities, research institutions, government and economic development groups, as well as other industry associations that are involved in the discovery and application of life science products and related services. These life science products and services are primarily based in the fields of biotechnology, pharmaceuticals, biomedical technologies, life systems technologies, nutraceuticals, cosmeceuticals, food processing, environmental biology, and biomedical devices that improve the health and well-being of people throughout the world.



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

Gold Sponsors:

CAMBRIDGE
SCIENTIFIC



Table # 6

Cambridge Scientific is a service company specializing in the sale of life science equipment. We offer equipment to the biotech and pharmaceutical industry including startups, universities, and hospitals, both nationally and internationally. Additionally, we operate our own Biotech Incubator called Cambridge Scientific Labs, where we provide cost-effective, fully furnished shared and private lab suites, complete with equipment provided by Cambridge Scientific.



Muscular Dystrophy Association (MDA) is the #1 voluntary health organization in the United States for people living with muscular dystrophy, ALS, and related neuromuscular diseases. For over 70 years, MDA has led the way in accelerating research, advancing care, and advocating for the support of our families. MDA's mission is to empower the people we serve to live longer, more independent lives. As the largest source of funding for neuromuscular disease research outside of the federal government, MDA has committed more than \$1 billion since our inception to accelerate the discovery of therapies and cures. Research we have supported is directly linked to life-changing therapies across multiple neuromuscular diseases. MDA supports the largest network of multidisciplinary clinics providing best in class care at more than 150 of the nation's top medical institutions. Our Resource Center serves the community with one-on-one specialized support, and we offer educational conferences, events, and materials for families and healthcare providers. Each year thousands of children and young adults learn vital life skills and gain independence at summer camp and through recreational programs, at no cost to families.

Silver Sponsor:



Table # 11

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.



Table # 13

Planted in the foothills of the Blue Ridge Mountains in the heart of South Carolina's upstate, Greenville is an award-winning city hailed for its business-friendly environment and exceptional quality of life. Greenville has earned a national reputation as a leader in visionary innovation. People and businesses are drawn here because of the array of housing choices, our vibrant downtown, extensive shopping opportunities, unique cultural and recreational venues, quality educational options and skilled workforce. No matter where your time in Greenville takes you, you will discover that it is a place that perfectly marries restoration and growth with Southern charm, a rich history and plentiful natural attractions. The City of Greenville's Economic Development Department promotes a variety of activities and programs designed to obtain a healthy balance of strategic economic growth and improved quality of life. This is achieved by facilitating private development, implementing programs for business retention, pursuing annexation opportunities, developing and implementing revitalization, recruiting businesses and cultivating residential development.

Exhibitors:



Table # 7

Since our founding in 1996, CAI strives to help our clients design, deliver, operate, and maintain quality, critical manufacturing facilities by pooling our global resources of 800+ employee-owners. Our engineering, technical, and consulting services encompass all aspects of operation. We integrate people, process, equipment, systems, and facilities into a high-performance manufacturing operation. The result is a superior level of operational performance and reliability. With offices in the US, Canada, Ireland, Italy, China, Singapore, and Malaysia, we have been able to serve the needs of clients all over the world. CAI is involved in each part of the project when you need to meet a higher standard. Our service offerings have evolved out of the needs of the customer for over 25+ years. Every service offering is considered a Business Area. A business area consists of a set of services that requires a unique quality system, a set of personnel with skills and experience, and a potentially unique client base. A business area requires unique knowledge of and approaches to a market segment. Within a business area there may be multiple areas of technical focus; these focus areas are mutually supportive of the business area but are not distinct business areas themselves.



Table # 8

Eurofins CDMO Alphora Inc. provides integrated outsourcing solutions for small molecules, drug product, biologics and phytocannabinoids. Specializing in complex and niche small molecule drug substance and drug product services, including high potent capabilities, we provide support from preclinical to commercial development & manufacturing. For biologics, our expertise lies in the development and scaling of monoclonal antibodies (mAbs) and other mammalian-based therapeutic proteins. Our offerings include upstream & downstream development, analytical services, antibody drug conjugate (ADC) capabilities, and scale-up capacity to 200L for pre-clinical and phase I supply. Additionally, we specialize in producing pharmaceutical-grade, high-quality phytocannabinoids via synthetic routes and reference standards.



Eva Garland Consulting

Table # 10

Eva Garland Consulting (EGC) partners with innovative companies to secure non-dilutive funding from Federal, State, and Private sources. By connecting our clients with the funds they need to support scientific advancement, EGC seeks to break down the barriers that exist in translating great scientific discoveries into solutions that can solve our society's most pressing problems. Our team of 35+ Ph.D. Scientific Grant Experts and 12+ Accounting & Compliance Specialists provides a highly effective and proven approach to obtaining and managing non-dilutive funding. Our clients have secured over \$1.5 Billion in grants and contracts from government agencies including NIH, DARPA, BARDA, ARPA-H, DOD, CDMRP, MTEC, NSF, DOE, CIRM as well as from multiple Foundations. EGC's deep relationships with our 3,000+ clients extend throughout their entire business lifecycle from research through development and ultimately to product commercialization.



Table # 12

Avantor®, a Fortune 500 company, is a leading global provider of mission-critical products and services to customers in the biopharma, healthcare, education & government, and advanced technologies & applied materials industries. Our portfolio is used in virtually every stage of the most important research, development and production activities in the industries we serve. Our global footprint enables us to serve more than 300,000 customer locations and gives us extensive access to research laboratories and scientists in more than 180 countries. We set science in motion to create a better world. More than 14,500 strong, our associates are passionate about our mission to set science in motion to create a better world. We share enthusiasm for innovation, excellence, and achievement. Whether we are collaborating with our customers to advance science or solve multifaceted problems, we help them reach their goals more efficiently and effectively.

Exhibitors:



Table # 14

BioFlorida stands as the leading voice for Florida's vibrant life sciences industry, embodying over 8,600 establishments, including BioPharma, MedTech, Digital Health, and Health Systems, which together employ almost 107,000 individuals across the state. Our member-driven efforts foster a robust business environment conducive to the growth of innovative solutions and technologies that enhance health outcomes and contribute to Florida's economic prosperity. The BioFlorida network encompasses a diverse array of stakeholders, from emerging and established life science firms to universities, research institutions, hospitals, medical centers, incubators, economic development entities, investors, and service providers. Together, we're propelling Florida's life sciences to new heights.



Table # 14

TAMM Net is a boutique consultancy based in Atlanta Georgia. We partner with our startup and emerging clients to: establish quality systems for their manufacturing, navigate FDA requirements, conduct appropriate clinical research to address all stakeholders, understand health economic opportunities of their technologies, and obtain appropriate reimbursement including prior authorization once commercialized. We work with therapeutic, medical device, and diagnostic manufacturers.



Table # 3

Radyus Research is a U.S. based preclinical drug development CRO focused on small molecule, peptide, and antibody development. We work with biotech companies, academic startups and venture capital firms developing preclinical assets in oncology, immunology, metabolic and CNS diseases. Radyus offers fully integrated services ranging from drug discovery, candidate selection, lead optimization to IND enabling studies. Our industry experience makes us a one-stop solution for any drug development need. We are industry experts from big pharma and venture capital, so we know what investors and pharma partners are looking for. We can help you make better decisions faster, innovate with reduced risk and accelerate time to clinic without compromise.



Table # 9

Since 2012, Rook has been devoted to assisting medical device companies in developing and sustaining effective and streamlined quality systems, while also offering them the necessary resources and expert insights. Our primary goal is to empower our clients to implement compliant Quality Management Systems (QMS) that ensure the efficient production of reliable medical devices. We construct these QMSs with the aim of expediting our clients' devices to market faster than conventional methods. Once on the market, we continue to support our clients in managing these systems to ensure the ongoing production of high-quality devices. Specializing in Quality and Regulatory strategies for early-stage medical device clients, Rook brings expertise in FDA regulations, MDSAP audits, ISO 13485:2016 compliance, and MDR conformity. Our collaboration spans a variety of devices, encompassing class I-III devices, SaMD, and IVD, adopting a holistic approach with your team to expedite the market entry of your device as efficiently as possible.

Medmarc Insurance

Insuring the Life Sciences Industry Since 1979

- Products Liability
- Clinical Trials Liability
- Manufacturers E&O



MEDMARC[®]
Treated Fairly

LEARN MORE
medmarc.com



Table # 17

BIO Alabama is the leading advocate for Alabama's bioeconomy. We represent the state on a national and international stage, promoting the intellectual and innovative capital that make our state a premier place to invest, start, and grow in bioscience. We represent Alabama's bio related industries, research scientists, clinicians and business professionals who are working together to foster, develop and support the life sciences in Alabama. BIO Alabama is the state affiliate in Alabama of the Biotechnology Innovation Organization (BIO), the preeminent national association for biotechnology companies. Our mission is to promote biotechnology innovation by creating a favorable scientific, business and legislative environment that will facilitate the growth of emerging and existing companies while attracting new biotechnology opportunities to Alabama and to increase public awareness regarding the potential impact on quality-of-life and the state's economy.



BioArkansas is a collective voice to foster and expand a vibrant and prosperous Biohealth and Biotechnology community throughout Arkansas. Membership Benefits: • Full membership access for all employees • BIO Business Solutions® purchasing consortium access • Discounts on meetings and events • News, event, and public policy notifications • Access to and inclusion in membership & networking directory • Opportunity to post news, job openings, and other information to membership communications



Table # 19

As the trade association for North Carolina's life sciences industry, the NC Life Sciences Organization advances the industry and ecosystem and enables its members to innovate and collaborate for success in a global marketplace. NCLifeSci delivers policy and advocacy leadership, future-focused workforce development programs, industry connections and mission-driven member services.



Table # 15

SCbio is South Carolina's investor-driven economic development organization exclusively focused on building, advancing, and growing the life sciences industry in the state. SCbio represents more than 1,000 organizations employing more than 87,000 professionals across the state and supports and advances organizations in multiple arenas including pharmaceuticals, medical devices and equipment, digital health, research and medical labs, bioscience distribution, bio-ag and more. SCbio recently announced its new accelerator program, SCbioDrive, designed to advance emerging companies through expert business curricula, industry guidance and mentorship. SCbioDrive will select up to six seed-stage therapeutic and medical device companies for an eight-week course, which will consist of seven weeks of virtual instruction followed by one week in person at SCbio facilities in Charleston, S.C. Company founders will complete industry-specific curriculum modules, led by experts from leading companies within the Palmetto State. For additional information about SCbio and the life sciences industry, visit www.SCbio.org.



Table # 20

Founded in 1989, Georgia Bio is an independent 501(c)6 trade association. We are the industry advocate and ecosystem connector for life science innovation in all forms, disciplines and areas of impact. We are the hub of an industry that supports more than 200,000 jobs, \$15 billion in wages and benefits and \$50 billion in economic output in Georgia. We connect companies with each other, with institutions of higher education and research, with executive and operational support and economic developers. We also connect and align them with policy makers that influence research and education programs to fill the workforce pipeline and support scientific discovery that fuels, feeds and heals. We are also the state's sole designated representative to BIO, Advamed and PhRMA providing a singular voice and direct connection for our stakeholders to policy makers in Washington.



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BioFlorida stands as the leading voice for Florida's vibrant life sciences industry, embodying over 8,600 establishments, including BioPharma, MedTech, Digital Health, and Health Systems, which together employ almost 107,000 individuals across the state. Our member-driven efforts foster a robust business environment conducive to the growth of innovative solutions and technologies that enhance health outcomes and contribute to Florida's economic prosperity. The BioFlorida network encompasses a diverse array of stakeholders, from emerging and established life science firms to universities, research institutions, hospitals, medical centers, incubators, economic development entities, investors, and service providers. Together, we're propelling Florida's life sciences to new heights.



Table # 18

Life Science Tennessee (LST) is a statewide, nonprofit member organization of more than 110 companies whose mission is to advance and grow the life science industry in Tennessee. LST works on statewide initiatives to grow the industry through advocacy, partnerships, and alignment with economic and workforce development. The organization is able to complete these initiatives with support of its membership, which includes private companies, universities, research institutions, government and economic development groups, as well as other industry associations that are involved in the discovery and application of life science products and related services. These life science products and services are primarily based in the fields of biotechnology, pharmaceuticals, biomedical technologies, life systems technologies, nutraceuticals, cosmeceuticals, food processing, environmental biology, and biomedical devices that improve the health and well-being of people throughout the world.



Table # 16

Virginia Bio is the statewide nonprofit trade association for life science innovation and commercialization comprising life science companies, research institutions, healthcare providers, and the professionals who enabled them to succeed. We promote the considerable scientific, economic, and social impact of the life sciences industry in Virginia, and advocate before state and policymakers for policies that support innovation and entrepreneurship, help the industry thrive, and bring improved health, medical care, agriculture, fuels, and environment to the state, nation, and world. Virginia Bio is an affiliate of the Biotechnology Industry Organization (BIO), AdvaMed, and Medical Device Manufacturers Association (MDMA), and collaborates closely with the Pharmaceutical Research and Manufacturers of America (PhRMA).

RESI CONFERENCE SERIES PRESENTED BY LIFE SCIENCE NATION

Life Science Nation (LSN) has built a global partnering ecosystem featuring healthcare startups and the capital investors, co-development, and licensing partners who seek them. LSN accelerates the fundraising journey by bridging the gap between early-stage entrepreneurs, capital investors, and licensing partners.

- LSN's GPC Platform and RESI Conference Series are invaluable resources for sourcing partners based on product, stage of development, and allocation requirements. These resources are curated regularly and allow for dynamic matching based on fit.
- This one-of-a-kind partnering ecosystem is unique because it is cross-domain, serving the silos of Drugs, Devices, Diagnostics, and Digital Health (the 4Ds).
- The LSN platform also includes relationships with the service providers, tech hubs, and government agencies that provide the international infrastructure that makes the early-stage life science industry run.
- LSN's partnering platform has three components:
 1. Early-Stage Capital and Licensing Partner data profiles integrated with Salesforce CRM
 2. RESI Partnering Events
 3. Entrepreneurial Education and Roadshow Preparation



Table #1&2

Global Partnering Campaign (GPC), Fundraising & Licensing Partner Roadshow Management.

The GPC integrates LSN's Investor and Licensing Partner Database and the Salesforce CRM.

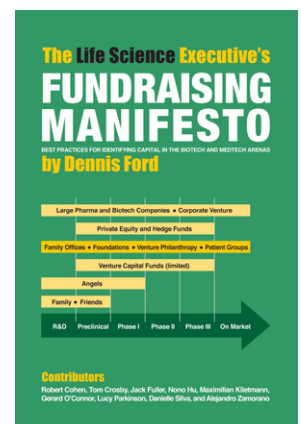
Subscribing companies receive a vetted Global Target List (GTL) of likely partners garnered through one-on-one interviews with the LSN research team, which can be organized into three tiers of Investor Priority:

- Tier 1: Partner is matched on a specific mandate.
- Tier 2: Partner is matched on an opportunistic mandate seeking compelling technology assets.
- Tier 3: Partner is matched as a potential fit based on past or recent actions. This is where the numbers game comes into play.

Information on these profiles is automatically updated daily, and user outreach and tasks can be tracked intuitively with CRM components, including the following:

- Status of Outreach (Lead, Reviewing Materials, Call/Meeting Scheduled, etc.)
- Materials Sent (Executive Summary, Pitch Deck, etc.)
- Notes (NDA status, DD, and data room)
- Reporting (investor/licensing pipeline)

Life Science Nation's (LSN) publications offer a current dialogue for early-stage (seed to series A), life science, fundraising companies to sharpen the skills needed to create a compelling fundraising campaign. These publications include education on how to increase fundraising and marketing efforts for their organization or affiliated startups, expert interviews, event announcements, and active investor mandates. Subscribe and stay up-to-date with meaningful insight into raising capital in the life science industry.





RESI EUROPE 2024

JUNE 17 BARCELONA, CATALONIA, SPAIN
JUNE 18-19 VIRTUAL PARTNERING



Life Science Nation (LSN), the visionary force behind the globally acclaimed Redefining Early Stage Investments (RESI) Conference Series, is thrilled to announce a strategic collaboration with Biocat, headquartered in Barcelona, Catalonia, Spain, and Biotechgate, Zurich, Switzerland. Biocat, a catalyzing organization dedicated to transforming the BioRegion of Catalonia into a premier life sciences and health innovation ecosystem in Europe, and Biotechgate, a pioneer in curating and marketing a global business development database tailored for the life science industry, join forces with LSN to bring the RESI global matching platform back to Europe.



RESI BOSTON 2024

SEPT. 25 BOSTON, MA
SEPT. 26-27 VIRTUAL PARTNERING



RESI is back in Boston this September in a hybrid format, starting with a one day (September 25) in-person conference experience at The Westin Copley Place in Boston, MA, followed by two days (September 26-27) of a virtual partnering only event. RESI is a great opportunity for early-stage life science startups include Drug (Therapeutics), Medical Devices, Diagnostics, and Digital Health to seek Seed to Series B investment*. CEOs gain access to investors and strategic partners actively seeking opportunities that match their product set and stage of development through a match-based partnering system, pitch session opportunities, and industry expert panels.

Take **\$100** Off with Discount Code **RESI100**

Visit RESIConference.com
for registration and more information.



MEDIA PARTNERS



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

Life Science Nation (LSN) Services Overview



LSN Investor & Licensing
Partner Database
(Server)

5 Times a Year
January – RESI JPM
March
June
September – RESI Boston
November

1,000+
Participating Attendees

2500 – 3500
Partnering Meetings

Participants from
30+ Countries

3 Days of
Uninterrupted Partnering



Entrepreneur
Education
Classes



Seminars &
Workshops

Branding & Messaging

Sourcing Technology
Assets for Partners



THE LIFE SCIENCE
EXECUTIVE'S
FUNDRAISING
MANIFESTO

by Dennis Ford



LSN GPC Client
Salesforce App
(Client)

LSN Business
Development Database

PARTNERING FORUM

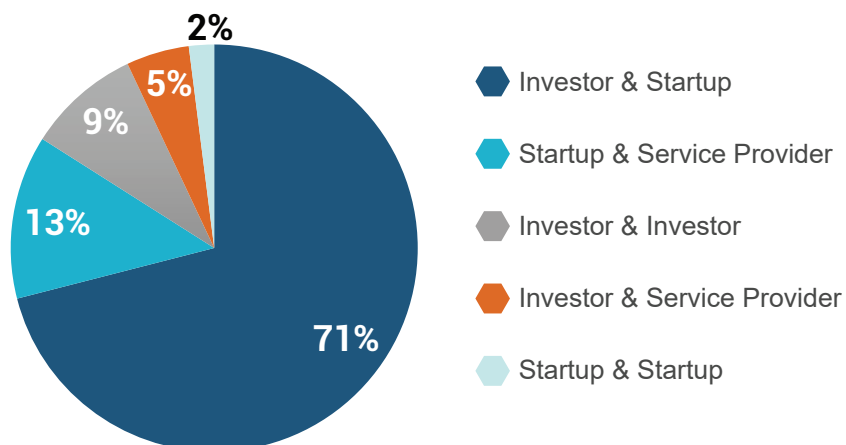
MARCH 25: IN-PERSON PARTNERING MEETING MARCH 26-27: VITURL PARTNERING MEETING

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.



CAMBRIDGE

SCIENTIFIC

Quality Laboratory Instruments & Equipment

Making Science Affordable, Worldwide



Autoclaves - Balances - Centrifuges - Gas & Liquid Chromatography - Counters - Cryogenic - Flow Cytometry
Histology - Hoods - Imagers - Incubators - Lab Furniture - Lyophilizers - Microplate Readers & Washers
Microscopes - Mixers, Stirrers & Shakers - Ovens - Pumps - Fridges & Freezers - Spectrophotometers
Speedvacs - Synthesizers & Sequencers - Thermal Cyclers - Water Baths - Water Purification

CAMBRIDGE

SCIENTIFIC LABS

Bio-Incubator

Fully Furnished BL2 Shared & Private Lab Suites

- On-site EHS and Lab OPS Support
- Site Specific Safety Manuals
- Monthly Lab Trainings
- Landlord Held MWRA Permit
- Landlord Held Lab Registration
- Landlord Held Flammable Permit
- Massbio Membership
- Thermo Fisher eProcurement System
- Bio Waste Removal
- Lab Coats
- Utilities
- Shared & Private Office Space
- Conference Rooms
- Stocked Break Room

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Watertown, MA

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Watertown, MA

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9:00 AM - 4:50 PM | INVESTOR PANELS

Location: Plaza 1

Moderator & Panelists

9:00 - 9:50 AM

CORPORATE VC


Firms Investing Beyond Financial Return

- **Andy Merken**, Partner/Co-Chair Life Sciences & Co-Chair Securities & Capital Markets, Burns & Levinson 
- **Rowan Cade**, Program Manager, BARDA Ventures, Division of Research Innovation & Ventures
- **Nicolas Cindric**, Partner, Yahara Ventures
- **Natasha Bonett DeLong**, Portfolio Manager, Rex Health Ventures
- **Manasa Gummalla**, Vice President, Startup Banking, JP Morgan Life Sciences
- **Nathan Styles**, Executive Director of McQuade Center for Strategic R&D, Otsuka Pharmaceutical

10:00 - 10:50 AM

NEW, NOW, AND NEXT IN LONGEVITY INVESTMENT

Opportunities and Priorities in Age-Related Disease Therapies

- **Robert Tucci**, Managing Director, Texas HALO Fund 
- **Dr Martin Alexander Gershon, MD, JD, MPH**, Managing Partner & CIO, Endeavor Venture Funds, Sr. Executive Investor-in-Residence Techstars
- **Ray Jang**, Principal, Primetime Partners
- **Nancy Torres Kaufman**, CEO, Beacon Capital LLC
- **Jose Navarro**, Scientific Director & Partner, quadraScope Venture Fund

11:00 - 11:50 AM

AI IN HEALTHCARE


Integrating Science and Technology to Create Disruptive Innovations

- **Irene Blat**, Sr. Dir. Search & Evaluation, Oncology, Servier 
- **Justin Burns**, Vice President, Venture Development, GRA Venture Fund
- **Jennifer Jordan**, Venture Partner, iGlobe Partners
- **Jason Kuo**, Senior Associate & Lead Healthcare Investor, Tech Square Ventures
- **Preetha Ram**, Managing Partner, Pier 70 Ventures
- **Katerina Stroponiati**, Co-founding Partner, Monday Capital

1:00 - 1:50 PM

CHRONIC DISEASE THERAPEUTICS & MANAGEMENT

Innovative Therapies for Long-Term, Self-Empowered Health

- **Thomas Saylor**, Chief Executive Officer, Serial Entrepreneur, NeuroAcoustics 
- **Mark Bouzyk**, President & CSO, AllaiHealth
- **Ross O'Brien**, Founder & Managing Partner, Bonaventure Equity, LLC (BVE)
- **Jim Tobin**, Vice President, Cardiovascular & Metabolism Scientific Innovation, Johnson & Johnson Innovation
- **Leon Bernal-Mizrachi**, Chief of Hematology and Medical Oncology, Winship Cancer Institute

2:00 - 2:50 PM

SEED FUNDS


Investing in Innovation in the Earliest Stages

- **Peter Alff**, Senior Venture Partner, Orange Grove Bio
- **Sinclair Dunlop**, Managing Partner, Epidarex Capital
- **Deborah Hemingway**, Managing Partner, Ecphora Capital
- **Michelle (Waye) Leeuwon**, Program Manager for Product Development, Cancer Prevention and Research Institute of Texas (CPRIT)
- **Ron Levin**, Managing Partner, Alumni Ventures

3:00 - 3:50 PM

CNS DISEASES


Advancing Novel Drugs & Therapies in CNS Disorders

- **Dave Penake**, Chief Executive Officer, Saol Therapeutics 
- **Ross O'Brien**, Founder & Managing Partner, Bonaventure Equity, LLC (BVE)
- **Drew Cutshaw**, Senior Associate and Medical Officer, Pappas Capital
- **Zizi Imatorbhebhe**, CEO, Bios Health Group
- **Mankit Law**, Director, Worldwide Business Development, GlaxoSmithKline (GSK)
- **Sarah Kleinpeter**, VP of Alzheimer's Disease, Novo Nordisk

4:00 - 4:50 PM

DIGITAL HEALTH

Novel Approaches to Improve Quality of Care

- **Tom Callaway**, Founder, Life Science Partner 
- **Allyson Plosko**, Partner, SpringTime Ventures
- **William Plumer**, Managing Partner, Bullet Partners
- **Liz Todia**, Principal, Mutual Capital Partners
- **Dave Vreeland**, Senior Managing Partner, Caduceus Capital Partners

9:00 - 9:50 AM

CORPORATE VC PANEL


Firms Investing Beyond Financial Return

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/Co-Chair Life Sciences and Co-Chair Securities & Capital Markets, Burns & Levinson 



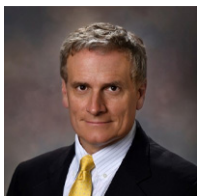
Andy is a Partner in the Corporate Group and the Venture Capital & Emerging Companies Group. He is also the CoChair of both the Life Sciences Group and the Securities Group. Andy focuses on business and transactional matters for a wide range of clients, with a particular concentration on Seed round and Venture Capital financings, recapitalizations, mergers & acquisitions, private equity transactions, and corporate governance. Additionally, Andy represents entrepreneurs, startup 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 & Ventures



Rowan Cade is the Program Manager for BARDA Ventures, a first of its kind public-private partnership with Global Health Investment Corporation (GHIC). He also supports the Catalyst Office of the Division of Research Innovation and Ventures (DRIVE) helping form connections between industry/companies and BARDA's mission. Mr. Cade has a passion for bringing innovative solutions to tough problems within the Healthcare, Life Sciences, and Biotechnology space.

Nicolas Cindric, Partner, Yahara Ventures



Nicolas Cindric is a Partner with Yahara Ventures, an accelerator that provides software development services for life science start-ups in exchange for equity. Additionally, Nicolas works at True North Mergers & Acquisitions as a sell-side advisor for lower middle-market companies. Before his work at True North, Cindric managed the investment activities for The Cavill family office in Madison, Wisconsin. In this role, he was responsible for the acquisition, growth, and divestiture of a number of healthcare-related companies. Nicolas holds a bachelor's degree from the University of Notre Dame, a Master of Science, Management from Purdue University, and a Master of Science, Biotechnology from the University of Wisconsin. He is an active angel investor and sits on the boards of several healthcare companies.

Natasha Bonett DeLong, Portfolio Manager, Rex Health Ventures



Natasha joined the team in 2021 and is responsible for delivering strategic value to portfolio companies and supporting strategic fit diligence. Before joining Rex Health Ventures, Natasha was part of UNC Health's Strategic Planning team with previous experience at Rex Healthcare as a Surgical Services Resource Analyst. She earned her Bachelor of Science in Business Administration from North Carolina State University and her Master of Business Administration at Duke's Fuqua School of Business.

Manasa Gummalla, Vice President, Startup Banking, JP Morgan Life Sciences



Manasa is a part of the Life Sciences and Healthcare team as a Vice President (VP) at JPMorgan. She graduated with a bachelor's in human biology from Michigan State University and a master's in health policy and economics from Weill Cornell Medicine. Manasa began her career at the Dalio Institute where she supported the AI research which served as the framework for a personalized precision health startup called Cleerly. She eventually worked at Cleerly as a Strategy Manager. She spent time working at the New York-Presbyterian Hospital where she sourced technologies to improve the healthcare system. She then moved into venture as an associate at Steel Sky Ventures and Red Cedar Ventures where she sourced, managed, and provided operational support to the portfolio companies. Her latest position was as a Program Manager at Big Idea Ventures where she supported the NYC Accelerator and direct investments. Her love for venture and the startup ecosystem led her to launch the "Capital Supper Club (CSC)" where she is currently hosting monthly female investor over dinner at her home to discuss the ecosystem and to create a more inclusive environment.

Nathan Styles, Executive Director of McQuade Center for Strategic R&D, Otsuka Pharmaceutical



Nathan is senior director of the McQuade Center for Strategic Research and Development (MSRD), a member of the global Otsuka family of pharmaceutical companies. Nathan focuses on investing in novel, early-stage opportunities that could eventually address unmet needs in psychiatry, neurology, and nephrology. Throughout his nearly 15-year career in the pharmaceutical/biotech industry, Nathan has primarily been involved in accessing external innovation from the buy-side of companies such as Otsuka, Takeda, Purdue Pharma, and AbbVie. He has extensive experience in sourcing, evaluating, negotiating and managing partnerships between mid-to-large size pharma and biotech companies, academic centers of excellence, industry consortia, private foundations, and venture capital groups. Nathan received his Ph.D. in pharmacology from the University of Alabama-Birmingham and B.S. in chemical engineering from Auburn University. He currently resides in the greater Boston area.

This panel will feature investors that focus on longevity. Learn about their investment preferences and how they evaluate and manage their relationships with their early-stage portfolio and prospects in this specific market. Hear from active age-tech experts on their predictions for the future of this sector.

Robert Tucci, Managing Director, Texas HALO Fund 



Rob has been active in early stage investing since 2007. He has been a Managing Director of the Texas Halo Fund (THF) series of four funds since 2012 and formerly Managing Director of two Houston Health Venture funds. He was previously Chair, Life Sciences at the Houston Angel Network for five years. Rob oversees THF's national Life Science investment portfolio, as well as supporting the Houston Life Science eco-system. He is a regular judge, panelist and speaker at various university and venture capital events. He is also an entrepreneur as founder of Yardley Group, LLC, an active chemical development and export business serving the metals mining industry in South America. Rob serves on the Board of Directors and as a Board Observer for several startup life science companies. Rob holds degrees in chemistry and business and resides in Houston with his physician wife.

Dr Martin Alexander Gershon, MD, JD, MPH, Managing Partner & CIO, Endeavor Venture Funds, Sr. Executive Investor-in-Residence Techstars



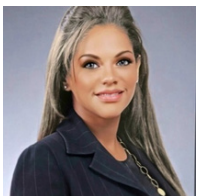
Dr. Gershon is Managing Partner/CIO Endeavor Life Science Funds-Venture Studio. He's a renowned healthcare investor, strategist, entrepreneur. He's been featured on CNBC and in numerous conferences/publications as one of the best minds in life sciences and a "futurist". He's been designated by Standard&Poor's as a top 100 "Healthcare Industry Leader", and since 2009 developed a broad ecosystem at Endeavor investing in 69 groundbreaking companies like Moderna, providing financing and strategic assistance for development, growth, and commercialization from Seed to Series B. Dr. Gershon has served as Senior Advisor to Fortune 500, including McKinsey, Goldman, Bain, BlackRock, Tiger Global, Bristol-Myers, Pfizer, Novartis. He's a former Sloan-Kettering Mayday Fellow, neuroscientist, oncologist-immunologist, FDA attorney, Lecturer/Professor of Healthcare Economics & Finance Harvard, MIT, Johns Hopkins, Columbia, and Lead Mentor for Techstars.

Ray Jang, Principal, 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.

Nancy Torres Kaufman, CEO, Beacon Capital LLC



Ms. Torres Kaufman is Founder, Chairman, and CEO of Beacon Capital, a family office an investment and advisory firm focused in the therapeutic space. She leads the firm in identifying, investing in, and working with strong management teams with excellent track records and the knowledge and drive to develop life science breakthroughs. Ms. Torres Kaufman and her firm have successfully guided over 40 early-to-late-stage life sciences companies through business development, with many any of these companies flourishing as private and public companies, and others being acquired by big pharma. Ms. Torres Kaufman also holds positions as a board member of various healthcare and life science companies including Jupiter Wellness, NOVODx, and Safety Shot NASDAQ-SHOT.

Jose Navarro, Scientific Director & Partner, quadraScope Venture Fund



José serves as the Scientific Director of quadraScope Ventures, a venture capital fund investing in early-stage healthcare companies developing pharmaceuticals, diagnostics, software, equipment and devices enabling biological age reversal, disease treatment and prevention. As a physician and molecular biologist, José has performed and published basic and clinical research on several processes involved in aging, including insulin resistance, stem cell differentiation, protein quality control, and cellular energy production. He holds an MD from Universidad Panamericana and a PhD from McGill University.

11:00 - 11:50 AM

AI IN HEALTHCARE PANEL

Integrating Science and Technology to Create Disruptive Innovations

This panel focuses on the many applications of AI in healthcare, from pathology applications to diagnostics to personalized medicine. Topics may include:

- What are investors looking for when evaluating companies in this space
- Where is AI in healthcare now and where is it going
- What are the current challenges facing AI, including regulatory challenges

In recent years, numerous technologies integrating AI have come up in the life sciences & healthcare industry. From drug discovery platforms to remote patient monitoring, AI plays a big role in a lot of the up and coming startups in this space. In this panel, we hope to uncover areas that pique investors' interests at this current time. In addition, panelists can discuss the associated risks, such as regulatory or ethical complexities, data quality, among others.

Irene Blat, Sr. Dir. Search & Evaluation, Oncology, Servier

Dr. Irene Blat has more than 18 years of diverse experience across the life sciences industry. Irene currently leads Search & Evaluation efforts for Oncology at Servier Pharmaceuticals, where she works with academics, biotech and pharma to advance innovation in drug development to bring innovative therapies to patients. She previously held roles in Business Development at Veracyte, a publicly traded company in the Diagnostics space. Prior to that she led a team in Translational Medicine at Genuity Science (formerly WuXi NextCODE), a VC-backed data and AI company. In these roles, she took on increasing responsibilities in identifying innovative opportunities in oncology, Data Sciences, and AI. Irene holds a PhD in Genetics from MIT and performed pre- and post-doctoral training at the Broad Institute and MGH, respectively.

Justin Burns, Vice President, Venture Development, GRA Venture Fund

Justin Burns leads GRA's signature program for turning university inventions into products and companies. In this role, he sets strategic objectives, manages a multi-million-dollar portfolio of commercialization grants and loans, and counsels Georgia's university scientists in their journey of launching companies around their inventions. Justin joined GRA early in 2024 from Morningside, a Boston-based, global life science investment firm. As a member of the venture investment team, he conducted rigorous due diligence on early-stage companies; negotiated and closed new financings; and provided counsel to startups throughout their early development. Additionally, Justin served as a director on the boards of five life-science and healthcare startups and as a board observer for three others. He holds a B.S. degree in applied biology and a Ph.D. in molecular biology and biochemistry from Georgia Tech.

Jennifer Jordan, Venture Partner, iGlobe Partners

Jennifer brings more than 18 years of experience working with private and public management teams and institutional investors. Most recently she was a member of the Golden Seeds angel investor network. She has also provided start-up mentoring for entrepreneurs through Springboard and the MIT Entrepreneurship Center. She is the founder of the Reed College Start-Up Lab and has served as a first round judge for the MIT \$100K and MassChallenge business plan competitions. She recently served as Entrepreneurship Lead for the MIT Accelerating Information Technology Innovation program sponsored by Google. Previously, Jennifer served as Corporate Vice President of Investor Relations at Cadence Design Systems and spent 10 years as a Senior Vice President and Senior Equity Research analyst with Black & Company through its acquisition by Wells Fargo Securities. She earned her MBA at the MIT Sloan School of Management.

Jason Kuo, Senior Associate & Lead Healthcare Investor, Tech Square Ventures

Jason is a Senior Associate at Tech Square Ventures where he is responsible for sourcing new deals, deal execution, and supporting portfolio companies. Jason started his career as a software engineer before joining several health tech startups as an early product manager. He has also advised several software and tech-enabled services companies through successful M&A transactions as an investment banker with Citizens Capital Markets. Before joining Tech Square Ventures, Jason co-founded Onboard, an immigration technology company focused on the international education market. Jason is a graduate of Carnegie Mellon University and received his MBA from the Emory University.

Preetha Ram, Managing Partner, Pier 70 Ventures

Preetha is Managing Partner at Pier 70 Ventures, and co-leads the INpact Fund. Several of her investments have focused on AI and other technologies for health. Ram is a successful entrepreneur, investor, technologist and educational thought leader. She was founder and CEO of OpenStudy. As CEO, she scaled the company to over 60 million global learners, built a profitable business, and led it to a successful exit. Ram currently also serves as an LP in How Women Invest, a fund focused on funding women-led companies. She serves on the board of directors of TIE Silicon Valley, a non-profit serving Silicon Valley entrepreneurs. Preetha graduated with a PhD in Life Sciences from Yale and a MS in Chemistry from IIT Delhi in India. She also holds an MBA from Emory University.

Katerina Stroponiati, Co-founding Partner, Monday Capital

Katerina Stroponiati is a super angel investor and a co-founder of Monday Capital with a particular emphasis on longevity investments. She has a strong background in engineering. Previously, she was the founder and CEO of a venture-backed environmental technology company. Her main interest is in understanding the interaction between technology, the environment, and human evolution. Her investment focus includes human enhancement, and particularly technologies related to the brain.

Managing chronic conditions has evolved beyond therapeutic intervention – research has shown that multiple components can play a role in successfully managing a chronic disease, including digital platforms, disease monitoring and interactive tools. Panelists may discuss the following topics:

- What components are crucial to keeping patients engaged in chronic disease management?
- How do you evaluate these tools?
- Outside the technology, what is important for the company to consider?

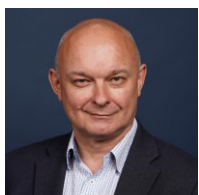
These technologies can include components such as gamification, managing accompanying mental health challenges and even interactions with caregivers/family members to help the patient manage all aspects of chronic disease. Investors, doctors and insurance companies know that properly managing chronic conditions long-term can play a large role in improving patient quality of life, minimizing healthcare costs and, hopefully, preventing these conditions from spinning out of control.

Thomas Saylor, Chief Executive Officer, Serial Entrepreneur, NeuroAcoustics 



For the past 30 years Tom Saylor has served as CEO of several emerging biotech and medical device companies both in the US, Europe and Asia, leading their activities in fundraising, deal-making and strategy development. He is currently an advisor and interim CEO for several medical device/biopharma companies. Recently he served as founding CEO of Guide Therapeutics, Inc., a company developing lipid nanoparticles for delivery of genetic therapeutics which was sold to Beam Therapeutics in 2021. Previously, he was CEO of Arecor plc, a British company focused upon enabling the next generation of therapeutic proteins and vaccines through advanced formulation technologies, and Lotus Healthcare Inc, a fully-integrated pharmaceutical company in China. Tom is a Senior Advisor to the Georgia Research Alliance, a Trustee of the Georgia Tech Research Corporation, and a member of the Emory Brain Health Center Executive Advisory Board.

Mark Bouzyk, President & CSO, AllaiHealth



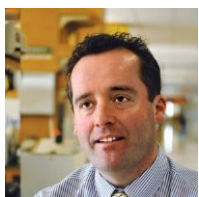
Mark Bouzyk, PhD, is President, CSO and co-founder of AllaiHealth Inc. Prior to AllaiHealth, Dr. Bouzyk co-founded and was CSO of AKESOGen, Inc., a genomics and precision medicine company - now part of Tempus Laboratories of Chicago, Illinois. Prior to AKESOGen, Dr. Bouzyk was a faculty member in the Department of Human Genetics at Emory University, Atlanta, Georgia, where he served as a Director of the Emory Biomarker Service Center (EBSC) and Director, Basic Research Shared Core Resources, Winship Cancer Institute of Emory University, as well as Director of the Center for Medical Genomics - which he established. During this time, he was instrumental in the Winship Cancer Institute gaining NIH Cancer Center Status - a first for any institute in the state of Georgia.

Ross O'Brien, Founder & Managing Partner, Bonaventure Equity, LLC (BVE)



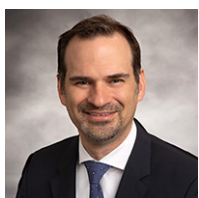
Ross O'Brien is the Founder & Managing Partner of Bonaventure Equity, LLC ("BVE"), a boutique life sciences venture capital firm. He is a lifelong entrepreneur, author and investor, and believes in the power of entrepreneurship to tackle healthcare's biggest challenges. His approach to venture capital investing is predicated on being more than just a source of capital but a true catalyst for founders who aim to change the way in which we help patients. Built by founders, for founders, BVE is an active group of investors who together invest in the advancement of science, funding and working with entrepreneurs and informing regulatory reforms. BVE is currently investing out of its second fund and has 16 portfolio companies.

Jim Tobin, Vice President, Cardiovascular & Metabolism Scientific Innovation, Johnson & Johnson Innovation



Jim is the Vice President of External Innovation for Janssen R&D- Johnson & Johnson Innovation, Boston. He leads the external efforts in Cardiovascular disease, CKD, NASH, Retinal Disease and Pulmonary Hypertension on the east coast of North America. He has over 25 years of drug development experience. Most recently, Jim was an EIR at Atlas Venture. Prior to joining Atlas, Jim held the position of VP and CSO at Pfizer. Prior to that he held the role of VP of Cardiovascular and Metabolic Diseases at Wyeth Pharmaceuticals. Under Jim's direction these groups advanced over 15 biologics and small molecules into clinical development. Jim began his career at Genetics Institute. Jim obtained his PhD in Biochemistry from Brandeis University and completed his NRSA postdoctoral fellowship at Harvard University. He has authored 50 publications in peer-reviewed journals and is the inventor on 10 patents.

Leon Bernal-Mizrachi, Chief of Hematology and Medical Oncology, Winship Cancer Institute



Leon Bernal-Mizrachi, MD, is Associate Professor in the Department of Hematology and Medical Oncology at Emory University School of Medicine. Dr. Bernal serves as the Emory Section Chief of Hematology and Medical Oncology at Grady Health Systems. Board certified in medical oncology and internal medicine, he is a clinical member of the comprehensive care team treating leukemia patients at Grady. Dr. Bernal-Mizrachi is a member of the Discovery and Developmental Therapeutics Research Program at Winship Cancer Institute. Dr. Bernal-Mizrachi began his research career at the Miller School of Medicine at the University of Miami with Dr. Yeon Ahn. During his fellowship at Washington University in St. Louis, MO, Dr. Bernal-Mizrachi continued on his search to define the role of inflammation and cancer. Under Dr. Lee Ratner's mentorship, he identified a novel prosurvival mechanism of each NF- κ B pathway, an inflammatory signal. These findings ignited his interest in these signals and their role in B cell development and cancer development. To take advantage of new technologies and explore new avenues in these pathways, Dr. Bernal-Mizrachi trained at Cold Spring Harbor in integrative statistical analysis of genome-scale data. This knowledge set the foundation for the current work in his laboratory at Emory. In Colombia, South America, he was Co-Director of the City's Diabetes Program as part of Cali's City Public Health Service in 1998-1999.

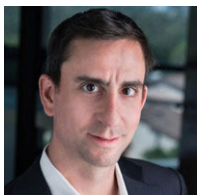
Investing in the earliest stages comes with a high risk and a potentially high reward. Whether investing in a therapeutics or digital health company, seed investors have to make difficult decisions with a lot less data than other investors. The panelists will discuss topics such as:

- How much proof-of-concept validation is needed for seed funding
- What increased benefit is needed to mitigate the increased risk
- What is unique in the structure of seed-stage deals (convertible notes vs straight equity)
- Does the early stage of the company lead investors to take a more active role

Many investors prefer to wait for later stages due to the decreased risk of failure. Those investors who are willing to take the risk of seed-stage investment will share their approach and selection criteria when assessing early-stage companies.

Peter Alff, Senior Venture Partner, Orange Grove Bio

Peter Alff is a Senior Venture Partner based in New York City and brings nearly two decades of experience in biomedical science, startup operations, and venture capital investments with an emphasis on partnership building and venture creation with leading academic medical centers. Prior to joining Orange Grove Bio, Peter was Vice President of Partnerships at Owkin where he led partnership and business development efforts in the US. Previously, he was an Executive in Residence with Kairos Ventures where he focused on therapeutics investments and worked closely with scientists from top research universities to launch and manage numerous biotechnology companies as start-up CEO. Peter is also a former Business Development Manager for NYU's Office of Therapeutics Alliances, where he facilitated company formation based on university technology across multiple areas within the life sciences and is a cofounder of Calder Biosciences, a protein-engineering and vaccine platform company, where he managed preclinical immunogen design and development and was Director of Strategic Initiatives. Peter completed his postdoctoral training at The Rockefeller University, received his PhD in Molecular and Cellular Biology from Stony Brook University, and completed his undergraduate studies at Muhlenberg College where he received a B.S. degree in Biology.



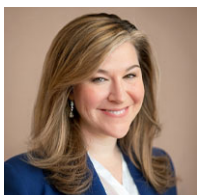
Sinclair Dunlop, Managing Partner, Epidarex Capital

Sinclair has 25 years of experience successfully building life science companies and delivering competitive returns to international investors. Sinclair is the Co-Founder and Managing Partner of four Epidarex Capital venture funds (www.epidarex.com). He has venture investing experience in North America, Europe and East Asia. Sinclair is a Director of Epidarex Management Ltd, Epidarex Capital Management LLC and he currently serves on the Boards of Apellis Pharmaceuticals, Inc., Clyde Biosciences Ltd. and Lario Therapeutics Ltd. Sinclair received his M.B.A. from Columbia Business where he was the R.C. Kopf British-American Fellow in international business. Sinclair also holds an M.A. with Honours in Political Economy from the University of Glasgow and an M.A. in International Relations from the Maxwell School of Citizenship and Public Affairs at Syracuse University. Sinclair is a St. Andrew's Society of New York Scholar. Earlier in his career, he was a political economist with the Centre for Strategic and International Studies in Washington, D.C. He is Chairman of Inspiring Scotland, one of Europe's largest venture philanthropy charities.



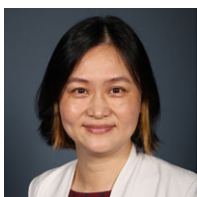
Deborah Hemingway, Managing Partner, Ecphora Capital

Dr. Deborah Hemingway is the Founder & Managing Partner of Ecphora Capital, an early-stage medtech venture capital firm in Baltimore, Maryland. Dr. Hemingway has had extensive activity in the entrepreneurial ecosystem having founded, funded, or held board positions at 53 companies. Throughout her 20+ years of entrepreneurial experience, she honed her expertise in medical device commercialization, strategic growth, and investing. Dr. Hemingway holds a Ph.D. in biophysics from the University of Maryland, College Park.



Michelle (Waye) Leeuwon, Program Manager for Product Development, Cancer Prevention and Research Institute of Texas (CPRIT)

Dr. Michelle Leeuwon holds the position of Program Manager for Product Development at the Cancer Prevention and Research Institute of Texas (CPRIT), where she plays a pivotal role in managing a portfolio of over 80 commercial development projects with a combined investment of \$700 million. Michelle earned her Doctor of Philosophy in Microbiology and Immunology from the University of California – Davis and has a diverse professional background that includes significant contributions as a Senior Licensing Manager at Texas A&M University. There, she handled over 300 technologies and commercialized more than 30 inventions. Additionally, her experience as a tenure-track professor has allowed her to contribute to educational development. Michelle possesses skills in project management, stakeholder engagement, and strategic planning, demonstrating a strong commitment to innovation in the field of cancer prevention and treatment.



Ron Levin, Managing Partner, Alumni Ventures

Ron is Managing Partner at Alumni Ventures, where he leads the AV Seed fund and co-leads the Doctors Innovate healthcare technology fund. Prior to joining AV in 2019, Ron was both an angel investor and advisor to multiple high-growth technology startups. He was previously co-founder and CEO at TravelPerk, an enterprise travel platform based in Barcelona that is now valued at over \$1 billion. Earlier in his career, Ron was a consultant with McKinsey & Co. and he has spent much of his professional life working at the intersection of the aviation, travel, and technology sectors. Ron graduated from Babson College and holds an MBA from Harvard Business School. Deeply committed to social impact through entrepreneurship, Ron recently published the book "Higher Purpose Venture Capital," which profiles 50 venture-backed startups that are making a difference for society.



CNS Diseases can affect anyone, from children suffering from genetic disorders to elderly suffering from neurological diseases such as dementia in all its forms, as well as mental and behavioral disorders, that can appear at any age. Investing in technologies relating to CNS disorders remains high, among the most well-funded indications. Panel topics may include:

- What areas of CNS are saturated and what areas need more attention?
- What are common red flags seen when investing?
- What makes a company stand out in CNS?

As much as treating CNS diseases has been in the forefront for decades, investors are still seeking innovation, whether new and more complex therapeutics that can cross the blood-brain barrier, new treatments and preventions for neurodegenerative diseases, better diagnostic tests and treatments for mental and behavioral health, or devices that can restore function, among others. The more researchers learn, the greater the mystery of the central nervous system; panelists will discuss what are the newest and most exciting innovations in the CNS landscape.

Dave Penake, Chief Executive Officer, Saol Therapeutics 

Dave has been the CEO of Saol Therapeutics since 2016. In his role, he has been instrumental in the company strategy that resulted in more than \$100M in aggregate financings and subsequent divestitures to support the funding needed to initiate new product development. These successes ultimately led to the creation of a late-stage pipeline that included the approval of LYVISPAH® in 2021 and the sale of the Commercial programs that have accelerated Saol's investment in SL-1002 in pain related to osteoarthritis of the knee, spasticity, and SL-1009 in rare diseases and oncology. Prior to Saol, Dave held a number of roles with consistently growing responsibility at both Genentech and Corcept Therapeutics. Dave holds a Bachelor of Science degree in Engineering from Northwestern University, as well as Master of Science and Master of Business Administration degrees from the Massachusetts Institute of Technology. He completed his post-graduate studies at Stanford University and has performed research at Harvard Medical School and the Broad Institute. He currently serves on the Georgia Bio Management Board, where he co-chairs the Georgia Bio Industry Council.



Ross O'Brien, Founder & Managing Partner, Bonaventure Equity, LLC (BVE)

Ross O'Brien is the Founder & Managing Partner of Bonaventure Equity, LLC ("BVE"), a boutique life sciences venture capital firm. He is a lifelong entrepreneur, author and investor, and believes in the power of entrepreneurship to tackle healthcare's biggest challenges. His approach to venture capital investing is predicated on being more than just a source of capital but a true catalyst for founders who aim to change the way in which we help patients. Built by founders, for founders, BVE is an active group of investors who together invest in the advancement of science, funding and working with entrepreneurs and informing regulatory reforms. BVE is currently investing out of its second fund and has 16 portfolio companies.



Drew Cutshaw, Senior Associate and Medical Officer, Pappas Capital

Drew is a Senior Associate and the Medical Officer at Pappas Capital, a Durham, NC based life science venture capital firm, where he is largely responsible for due diligence of new investment opportunities and portfolio company management. Prior to joining Pappas Capital, Drew was a resident physician in surgery at Washington University in St. Louis. Drew received his MD and MBA degrees from the University of North Carolina at Chapel Hill and a BS in Neuroscience from Duke University.



Zizi Imatorbhebhe, CEO, Bios Health Group

Zizi Imatorbhebhe, MBA MS PMP® is the CEO of Bios Health Group, a strategic partner for both Life Science companies and Investors with offices in Atlanta, Georgia and Irvine, California. Zizi has over 30 years' experience in the Life Science and Biotechnology industry working across functions including investment, clinical development, and commercial strategy. Her passion is to help successfully guide biotech and life science companies to overcome hurdles faced in these areas.



Mankit Law, Director, Worldwide Business Development, GlaxoSmithKline (GSK)

Mankit Law is an executive with broad R&D and transactional experience. He currently serves as Director of Business Development at GSK. As a core member of the team that executes the company's BD strategy for Pharmaceuticals R&D, he has led the sourcing and evaluation of partnership opportunities and the structuring and closing of multiple transactions. Prior to joining GSK in 2020, he was a Principal at Pappas Capital, where he played a key role in the firm's successful investments in the life science sector. Earlier in his career, he held administrative positions at the University of North Carolina at Chapel Hill, where he advised inventors and startups and led technology transfer activities. With over a decade of experience across the spectrum of innovation, Mankit is highly motivated to contribute to the development of impactful medicines in the biopharmaceutical industry.



Sarah Kleinpeter, VP of Alzheimer's Disease, Novo Nordisk

Sarah Kleinpeter is an executive in the pharmaceutical industry, where she has spent her life developing new medicines, preparing for and launching new medicines, and operating businesses around the world. Sarah entered the pharmaceutical industry 18 years ago, where she was inspired and curious to find ways to shorten the time to develop and launch new medicines. With the goal to help patients and caregivers around the world gain access to the medicines they need to improve the quality of their lives. Sarah's career journey has taken her from the scientific bench in research and development to working with health care professionals, patient advocacy, patients, payers, industry groups, and politicians in multiple therapy areas and international markets. Sarah's journey has been inspired and energized by a curiosity to learn, be challenged by new experiences, and find solutions to bring differentiated medicines to patients.



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?

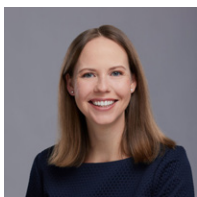
The moderator and panelists will discuss this rapidly evolving field of healthcare investment and will introduce the audience to the key fundraising opportunities and challenges facing digital health entrepreneurs today.

Tom Callaway, Founder, Life Science Partner



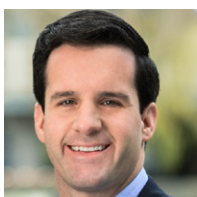
Before starting Life Science Partner in 2002, Tom was a Partner in the emerging Health Technologies practice at Korn/Ferry International. Previously, he joined the executive search industry at Russell Reynolds, successfully recruiting top scientists and business leaders to accelerate healthcare products designed to improve patient care. Tom co-founded two venture capital firms; Georgia Venture Partners and HealthQuest Capital, where he served as a Venture Partner. Tom served as Director of Commercial Development for SyStemix, where he established technology developmental partnerships with major cancer centers. He was the liaison with Sandoz's oncology group, whose parent company completed its acquisition in 1996. Tom began his biotechnology career at Roche Biomedical and Roche Molecular Systems. Tom earned his MD at Vanderbilt University and his undergraduate degree and MBA at Duke University.

Allyson Plosko, Partner, SpringTime Ventures



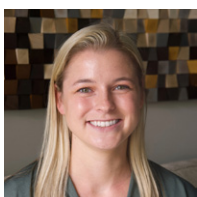
Allyson Plosko is currently a Partner at SpringTime Ventures, a firm focused on Seed-stage investments in companies in health, fintech, logistics/supply chain, and marketplaces. Prior to SpringTime, she was senior director of Telosity, a fund launched by Vinaj Ventures to invest in Seed-stage companies improving adolescent and young adult mental wellbeing. She joined at Telosity's inception and was an integral part of building the Telosity network, deal flow, brand, and investment processes. Before Vinaj Ventures, Allyson was at Village Capital, a Seed-stage accelerator and investment fund, where she was promoted to leading the firm's health practice. She started her career in a university biomedical engineering (BME) department working to support the department chair on a number of different projects (e.g., running a proof-of-concept clinical trial for an external cardiac device) and initiatives (e.g., building industry partnerships).

William Plumer, Managing Partner, Bullet Partners



William is the Founder & Managing Partner of Bullet Partners, LLC ("BP"), an Atlanta-based strategic advisory and investment firm (\$1-\$8mm EBITDA). He brings over twenty years of investing, operating, and entrepreneurial leadership to the firm as a trusted advisor to private equity, CEOs, and Boards. Mr. Plumer has led and played an active role as an investor, executive, or advisor to transactions across all stages of a company's lifecycle (Seed/Venture/Growth/LBO). Prior to launching BP, William led Strategy & Corporate Development at Experian Health and was Co-Founder & CFO of a venture backed care coordination business (exited). He has executed transactions at Blackstone-backed Change Healthcare (formerly d/b/a Emdeon) and invested in lower middle-market companies at two leading private equity firms. Earlier in his career, he gained significant experience at Morgan Keegan & Co. and Ernst & Young LLP. Vanderbilt University (MBA, Finance & Healthcare) University of Georgia (BBA, Finance)

Liz Todia, Principal, Mutual Capital Partners



Liz Todia is a Principal at Mutual Capital Partners, a Cleveland-based venture capital fund that invests in healthcare IT and medical device companies. Liz manages all deal flow and due diligence for the fund, as well as supporting portfolio companies and overseeing LP relations. She has been on the team since graduating from the University of Dayton in 2017 where she received a B.S. in Entrepreneurship and Finance with honors. Prior to joining Mutual Capital Partners and while at Dayton, she spent two years managing the Flyer Angels Fund, a \$1 million seed investment fund investing in early stage, Ohio-based technology companies. Liz currently serves as Executive Co-Chair of the nonprofit VentureNext, the premier peer group of rising venture capital investors that work with, manage, and run venture capital investment funds. Under Liz's leadership the group has grown to over 200 funds across the country with a collective \$59B AUM, and has been responsible for over \$800M of syndication in investments across the Midwest.

Dave Vreeland, Senior Managing Partner, Caduceus Capital Partners



Dave Vreeland is a well-known authority on healthcare innovation and venture capital investment. As senior managing partner at Caduceus Capital Partners, Dave oversees investments in early-stage digital health companies that seek to improve the way healthcare is accessed, delivered and paid for across the country. He serves on the board of directors for a number of portfolio companies, helping to implement successful growth strategies in a highly complex market. Prior to founding Caduceus Capital Partners, Dave served as managing director at Jumpstart Capital. He also co-founded Cumberland Consulting Group (now part of Tegria) in 2004, helping to build the firm from four original partners to a 500-person firm with annual revenues of more than \$100MM. Dave holds a Bachelor of Science degree from the University of Notre Dame and a Master of Health Administration, Hospital, Healthcare and Business Management from the Washington University School of Medicine.

The background of the entire page is a dark blue field filled with a complex network of thin, light blue lines connecting numerous small dots, creating a sense of global connectivity and data flow. In the top left corner, the Burns Levinson logo is displayed, consisting of the word "Burns" in white inside a white circle, followed by the word "Levinson" in white text.

Burns Levinson

amazing discoveries

Burns & Levinson provides sophisticated legal advice to life sciences companies at all phases of the business life cycle. We are proud to support the 2024 RESI Conference.

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10:00 AM - 4:50 PM | INNOVATOR'S PITCH CHALLENGE (IPC) TRACK 1

Location: Gallery 1

Pitch Company

10:00 - 10:50 AM

IPC SESSION #1 MEDICAL DEVICES

BRINTER
3D BIOPRINTED HUMAN BIOMODS™

Easel# 22

 **Lucie**
MEDICAL

Easel# 5

nuream
harness the brain

Easel# 15

SYNVIVO

Easel# 11

11:00 - 11:50 AM

IPC SESSION #2 THERAPEUTICS

Alveolus™

Easel# 12

 **Moonlight**
Therapeutic

Easel# 24

 **Nutrivert**

Easel# 25

WINK
THERAPEUTICS

Easel# 9

1:00 - 1:50 PM

IPC SESSION #3 DEVICES & DIAGNOSTICS

 **brain4care**

Easel# 33

 **OWL PEAK**
LABS

Easel# 13

 **PreTel**

Easel# 34

 **TRULY**
TECHNOLOGIES

Easel# 39

2:00 - 2:50 PM

IPC SESSION #4 R&D / LIFE SCIENCE TOOLS

 **andson**
BIOTECH

Easel# 1

CHONEX

Easel# 18

 **GULF**
STERILIZATION

Easel# 19

 **YAYA**
SCIENTIFIC

Easel# 28

3:00 - 3:50 PM

IPC SESSION #5 THERAPEUTICS

 **7 HILLS**
PHARMA

Easel# 26

NovAb Inc.

Easel# 27

TEN⁶³
Therapeutics

Easel# 23

TSP Therapeutics

Easel# 10

4:00 - 4:50 PM

IPC SESSION #6 DIAGNOSTICS

 **EM THERAPRO**

Easel# 3

GALAXY
ADVANCED MICROBIAL DIAGNOSTICS™

Easel# 29

 **infusense**

Easel# 35

 **NeuroQuest**

Easel# 6

10:00 AM | SESSION 1 - MEDICAL DEVICES



BRINTER - a first-mover US MedTech platform firm developing a pipeline of regenerative medicine implants (BioMods™) to disrupt the \$6B+ soft tissue reinforcement and repair market in orthopedics, general, and reconstructive surgery.

Easel# 22

Our first STR-BioMod™ 510(k) is coming commercial in 2026 for tendon and ligament tissue repairs, including but not limited to rotator cuff and Achilles. Following applications for hernia and plastic/reconstructive use.



Easel# 5

Our mission is to improve maternal health globally by developing simple, cost-effective solutions to reduce excessive blood loss following childbirth. Our maiden device, Kira, is designed specifically for those undergoing cesarean delivery who are at a higher risk for postpartum hemorrhage. The Kira device is engineered to facilitate accurate assessment of blood loss in real-time, reduce the formation of intrauterine blood clots, and encourage physiologic contraction of the uterus thereby limiting the amount of blood loss during surgery. Improvements to maternal healthcare worldwide are urgently needed to address the devastating effects of maternal morbidity and mortality. Lucie Medical is committed to supporting innovative solutions that support safe childbirth, reduce the physical and emotional effects of obstetric hemorrhage, and reduce healthcare costs.



Easel# 15

Nuream is a neurodata science company, enabled by novel neurosensing materials, that allows us to more easily harness brain wave to deliver improved healthcare, wellness and performance outcomes.



Easel# 11

SynVivo Inc. is a commercial stage Organ-on-Chip company in the Life Sciences Research Tools market. Our patented platform offers 3D Tissue and Organ-on-Chip models for Neuroscience, Oncology, Inflammation, and Toxicology drug development and personalized medicine applications. SynVivo's microfluidic platform allows accurate modeling of both the morphology of human tissues and organs and the physiology of blood flow and shear stress to create more predictive models for preclinical testing of drugs. The company's vision is to establish a new standard of predictive tools for understanding human responses in drug development, bridging the gap between pre-clinical drug testing and human clinical trials towards transformative advancements in personalized medicine. More details at www.synvivobio.com Email: info@synvivobio.com

11:00 AM | SESSION 2 - THERAPEUTICS



Easel# 12

We have assets that target neutrophilic inflammation, fibrosis, and antimicrobial resistant bacteria like pseudomonas (via a phage therapy partnership). Neutrophilic inflammatory cascade is common amongst lung disease phenotypes, both chronic (COPD, bronchopulmonary dysplasia, severe asthma, IPF) and infectious (Influenza, COVID). We have conducted animal, organoid, ALI, and in vitro studies. Supported by positive pre-IND FDA feedback, we are poised to take one of our assets into clinical trials in early 2025. We would likely be focused to take one asset (either COPD or IPF - an orphan disease) into the clinic first. Recently, we were granted the NIH fast-track SBIR grant for ~\$2.5M. Given our broad IP for biologic delivery to distal parts of the lung, we have partnership prospects to leverage the new modality for addressing various therapeutics for the lungs and beyond (e.g. CNS).



Easel# 24

Moonlight Therapeutics is a pre-clinical stage allergen immunotherapy company developing treatments for food allergies. Moonlight's platform technology allows targeted delivery of therapeutics to the immune system via the skin. Moonlight's initial therapy is designed to desensitize someone suffering from a peanut allergy.



Easel# 25

We're developing a selective NOD2 agonist with no antimicrobial activity that promotes growth in livestock. Producers want such a product because consumers and retailers pay more for animal protein produced without antibiotics. But the real beneficiaries are people. Livestock antibiotics are the largest-volume Pharma market on earth, and a big share are given at subtherapeutic doses. So they select extensively and intensively for antimicrobial resistance (AMR). Multiple studies show spillover of bacteria with AMR from livestock to humans.



Easel# 9

We make bifunctional RNA's that target and modulate genes for treatment of Type 1 Diabetes.

1:00 PM | SESSION 3 - DEVICES & DIAGNOSTICS



brain4Care is a pioneer in medical device innovation, introducing an FDA-cleared, non-invasive Intracranial Pressure (ICP) Dynamics monitoring technology. Traditional ICP monitoring has been limited to addressing crises like ICP Hypertension, leaving a significant data gap in the continuous monitoring and early warning signal of patients with brain disorders. Our groundbreaking technology eliminates the need for invasive procedures and leverages AI to generate new neurological markers. Currently, only 220,000 patients globally benefit from ICP monitoring, primarily in severe cases such as Traumatic Brain Injury (TBI), Stroke, and Hydrocephalus. However, brain4Care's technology extends its reach to millions of patients. With a presence in 75 hospitals and clinics, backed by 83 publications and 12 patents, brain4Care boasts robust intellectual property protection covering over 85% of the global market. We're targeting an \$8 billion global market opportunity with our technology aiming to enhance patient care outcomes while reducing healthcare costs.



Owl Peak is developing an integrated platform technology that will detect colorectal cancer at the earliest stages. Using miniature, thermal, sensor technology, the Spectra.AI system integrates both visible light and Far-infrared to differentiate between malignant and healthy tissue. Owl Peak's technology empowers the physician during a procedure and beyond. Owl Peak addresses the need for improved detection practices for colorectal cancer.



PreTeL is an AI driven FemTech company focused on improving the survival prospects for premature babies by providing personalized information on the timing and likelihood of a premature birth. We have redefined the physiology of the uterus and developed an AI/ML based monitoring system for pregnant patients experiencing preterm labor symptoms – when going to the hospital ER for care. This is accomplished from wearable sensors allowing for the determination of regional uterine activity, not previously utilized in personalized clinical evaluation. These solutions can be seamlessly integrated into existing labor and delivery patient monitoring systems resulting in the reduced need for scarce bedside nurse and physician resources. The ability to determine preterm labor status will reduce unnecessary hospitalizations, while reducing neonatal respiratory distress syndrome and intraventricular hemorrhage. Our solution can improve the outcomes of over 2 million deliveries every year.



Truly Technologies, LLC, founded in 2021 in Seattle, Washington, develops user-friendly, innovative, and cost-effective biospecimen processing solutions to address today's greatest bioprocessing challenges, from diagnostic biomarker concentration to therapeutic nanoparticle purification. Central to Truly's portfolio is an innovative bioprocessing approach via osmosis, streamlining the concentration of biomolecules with exceptional yield and purity. Distinguished by its simplicity and efficiency, Truly's device achieves rapid and spontaneous processing in three steps, without an external power source. Key attributes include an innovative design and optimized polymer formulation, surpassing traditional dialysis filtration methods. Versatility is showcased through selectable membrane pore sizes and a customizable form factor for specific use cases, ensuring reliable handling of diverse biomolecules and integration with downstream processes. The device's scalability accommodates a broad spectrum of microliter-to-liter range sample volumes, making it a cost-effective solution for rapid biomolecule separation without compromising yield and purity.

2:00 PM | SESSION 4 - R&D / LIFE SCIENCE TOOLS



Andson Biotech is empowering mass spectrometry, the gold standard for chemical analysis, for biotech and beyond. Our flagship technology, the DynaCHIP, is a hardware system that drops into existing mass spec workflows to accelerate them by 10x to 100x. Our system is easy to use and has applications in both existing and emerging biopharmaceutical areas, e.g., mAbs (like Humira) or advanced therapies (like the CAR-T therapy). Andson was spun out of Georgia Tech by Mason Chilmonczyk, who invented the core technology during his PhD with his co-founder Andrei Fedorov. They were supported by Y Combinator in January 2022 and are now deploying their system with leading biopharma with recent support from the Merck Digital Sciences Studio as part of the inaugural cohort. We recently closed our seed round and are launching our first product this year.



Chonex is at the forefront of regenerative agriculture innovation with StrongSoil, a transformative product designed to rebuild and regenerate topsoil. This allows farmers to achieve higher profitability through reduced chemical use and increased crop yields. Priced to enable cost-effective implementation, StrongSoil enhances soil microbiology, thus promoting profitable farming with less risk from external threats like droughts and diseases. Comprising a comprehensive mix of beneficial microorganisms, micronutrients, and enzymes, StrongSoil is proven to significantly boost soil health and plant resilience. With five years of comprehensive research behind it, StrongSoil's innovation is packaged in a user-friendly, water-soluble format compatible with almost all agricultural fertilizers and chemicals, marking a significant milestone in the advancement of sustainable farming.



Gulf Sterilization offers an effective, efficient, environmentally conscious sterilization option to the Life Science and Medtech Industry via cutting edge gaseous chlorine dioxide (CD). Strategically located on the Gulf Coast, our facility houses state of the art equipment and all procedures adhere to ISO:13485 ensuring the highest quality and regulatory compliance for our customers. A true gas, CD has excellent penetration, a wide range of material compatibility and is particularly well suited for devices embedded with electronics due to ambient temperature processing. Cycle times can occur in as little as two hours with an average door to door time of five hours enabling your product to reach distribution and end users more quickly. Our CD generation method utilizes minimal energy consumption, high heat generation is not required and the process produces no harmful residuals or emissions making chlorine dioxide an excellent sustainable sterilization choice.



Yaya Scientific (YS) is an early-stage Med-device startup based in the Nashville, TN area. We develop innovative, diagnostic, therapeutic, and integrated hardware solutions for biomedical problems. We are teaming with Biomedical Engineering researchers at Vanderbilt University and clinicians at Vanderbilt University Medical Center to tackle outstanding clinical translational needs. Our founders include a Biomedical Engineer with > 15years R&D experience at Oak Ridge National Laboratory and who is also a Research Associate professor of Biomedical Engineering at Vanderbilt University and an Investigator in the Vanderbilt Biophotonics Center. We are currently in development of a non-contact real-time camera-based imaging technology to advance Precision Surgical Interventions that is supported by an NIH-NIBIB \$2M Phase 2 STTR grant funded by ARPA-H along with a contact probe-based system that is supported by an NIH-NIBIB \$330k Phase 1 STTR grant. We seek adding more full-time technical expertise and a support staff member to our team.

3:00 PM | SESSION 5 - THERAPEUTICS



Easel# 26

7 Hills Pharma (7HP) is a clinical-stage drug development company advancing a platform of first-in-concept, orally administered small molecules that leverage the novel science of selective allosteric integrin activation, pioneered by 7HP's co-founders, to safely enhance the effectiveness of immunotherapies for solid tumors and hematological malignancies with no added toxicities. We have two first-in-class compounds developing toward commercialization targeting distinct therapeutic areas within the cancer space: Alintegimod (7HP349) – our first clinical-stage molecule, dedicated to safely overcoming resistance to aPD-1 therapies in patients with solid tumors. Funded by \$17MM in state and federal grants, we are initiating 7HP-111, a Phase Ib/Ia clinical trial testing alintegimod in combination with sequential dual checkpoint blockade against aPD-1-resistant solid tumors. 7HP935 – in combination with an off-the-shelf cord blood unit, 7HP935 may offer market-leading safety, value, and curative potential to patients with blood cancers and genetic disorders in need of hematopoietic stem cell transplantation.



Easel# 27

NovAb is engaged in developing a new class of monoclonal antibodies ("mAbs"), variable lymphocyte receptors ("VLRs"), discovered by our founding scientist, Dr. Max Cooper (Emory University). VLRs are the antigen receptors of the adaptive immune system of jawless vertebrates (lamprey and hagfish), which last shared a common ancestor with humans and other mammals over 500 million years ago. VLRs comprise a single polypeptide structure with distinctive binding site geometry versus conventional mAbs, which has enabled discovery of VLR mAbs with novel specificities and functions not accessed by conventional mAbs. NovAb's lead therapeutic products are chimeric antigen receptor ("CAR") and bispecific mAb T cell-redirection immunotherapies that utilize a VLR mAb that binds a novel target uniquely expressed by plasma cells and plasma cell tumors (multiple myeloma cancers). These T cell-redirection therapies have demonstrated potent and specific anti-tumor activity with in vitro and in vivo multiple myeloma disease models.



Easel# 23

Ten63 Therapeutics, Inc. is a biotech start-up leveraging BEYOND, our Artificial Intelligence (AI) and High-Performance Computing (HPC) platform, to develop first and best in class therapeutics to change the lives of patients suffering from cancer and other deadly diseases. We focus on applying novel discovery techniques to expand the boundaries of which targets are druggable. Our interdisciplinary team comprises a combination of experienced pharma and biotech veterans along with pioneers in AI and computational drug discovery. Our commitment to advancing the field is driven by a strong focus on improving the lives of cancer patients and individuals facing deadly diseases.



Easel# 10

TSP Therapeutics is a registration stage immuno-oncology company dedicated to saving the lives of cancer patients resistant to immunotherapy due to tumor - induced immunosuppression. Cancer patients abnormally produce myeloid derived suppressor cells (MDSCs) to help facilitate tumor escape and hinder the efficacy of immunotherapies. Treatment of tumor-induced immunosuppression is projected to become a \$300 billion category by 2034. To date, there are no significantly effective therapies for this condition. Our product blocks production of NOX-2 derived reactive oxygen species by MDSCs to enhance the effects of cancer immunotherapy. It's efficacy in combination with immunotherapy has been demonstrated in multiple pre-clinical studies as well as in clinical trials with over 2,000 cancer patients. TSP is developing an oral dose for use with immunotherapies in patients who overexpress MDSCs. We also plan to commercialize a subcutaneous formulation ex-USA to generate non-dilutive financing via revenue within 3 years of funding.

4:00 PM | SESSION 6 - DIAGNOSTICS



EMTHERAPRO

Easel# 3

Neurodegenerative diseases such as Alzheimer's Disease, Parkinson's disease and others rank among the biggest healthcare challenges faced by societies globally. Despite significant investments in research and drug development, progress remains painfully slow. Emtherapro was founded with a mission to advance the state of biomarkers and therapies for neurodegenerative diseases. As a first step towards realizing that mission, Emtherapro is developing novel and effective assay that can be used to quickly and precisely measure changes in protein abundance in the cerebrospinal fluid (CSF) and blood to detect signs of Alzheimer's Disease and Alzheimer's Disease Related Dementia (AD/ADRD) early and accurately, determine the severity and risk of progression, and predict response to treatments. Beyond diagnosing and characterizing disease progression, the solutions developed by Emtherapro can help accelerate the development of effective drugs and empower clinicians and patients with critical tools in their ability to better detect, manage, and treat AD/ADRD.



Easel# 29

Galaxy Diagnostics is advancing direct detection (PCR and antigen testing) for hard-to-detect pathogens implicated in complex chronic illness. Our ultrasensitive assays increase sensitivity but up to 6 times in high-risk patient groups. By overcoming the limits of detection with proprietary sample enrichment techniques, Galaxy's lab testing services and future product offerings provide actionable diagnostics with the potential to save patients from a lifetime of illness and payers from high healthcare costs.



Easel# 35

Infusense is developing a platform for lipophilic drug quantification.



Easel# 6

NeuroQuest has developed a blood-based immunoassay, NeuroScreen™, which can predict the existence of beta amyloids in the brain with a 97% sensitivity and 88% specificity with an AUC of .93 at 15 CL. While there are other companies developing blood-based biomarker tests for AD, NeuroScreen™ is the only blood-based assay that does not rely on some species of tau protein and can identify asymptomatic individuals. It is widely known that the earlier AD patients can receive treatment, the better the response to amyloid-lowering medications will be; these treatments will create a multi-billion dollar AD screening market. NeuroScreen™ is cost-effective for wide-spread administration because it uses a flow cytometer. With multiple patents issued and pending, NeuroQuest holds the future for screening and monitoring AD.

City of Greenville South Carolina

Recent Honors

The Textile Town Becoming the
Silicon Valley of the South

Bloomberg

Best Business Climates

Business Facilities

America's Cities with the Greatest
Capacity for Innovation

Forbes

Highlights

460+

*Number of life science companies
that call Upstate SC home*

#1

*Life science employment growth
among southeastern states*

Main Street Labs

*100,000-sqft. adaptive reuse laboratory hub
in the heart of downtown Greenville*



DOWNTOWN

Visitors (Oct-Dec 2023) 1.7M

Average time spent in downtown 4 hours

Average income of visitors \$84K



GSP AIRPORT



Miles to downtown 14

Number of nonstop destinations 22

Number of daily nonstop flights 100+

10:00 AM - 3:50 PM | INNOVATOR'S PITCH CHALLENGE (IPC) TRACK 2

Location: Gallery 2

Pitch Company

10:00 - 10:50 AM

IPC SESSION #7
MEDICAL DEVICES



Easel# 37

AsparaGlue

Easel# 38



Easel# 16



Easel# 32

11:00 - 11:50 AM

IPC SESSION #8
THERAPEUTICS

Aleutian
THERAPEUTICS

Easel# 31

BIOHUB NASH

Easel# 36



Easel# 7



Easel# 41

1:00 - 1:50 PM

IPC SESSION #9
THERAPEUTICS & DRUG
DELIVERY SYSTEMS

ARUNABIO

Easel# 2



Easel# 14



Easel# 42



Easel# 30

2:00 - 2:50 PM

IPC SESSION #10
DEVICES & DIGITAL
HEALTH



Easel# 17



Easel# 40



Easel# 43



Easel# 44

3:00 - 3:50 PM

IPC SESSION #11
DIGITAL HEALTH



Easel# 20



Easel# 21



Easel# 8



Easel# 4

10:00 AM | SESSION 7 - MEDICAL DEVICES



410 Medical is a North Carolina-based medical device company developing a distributing a portfolio of products for improving resuscitation. Our lead product, LifeFlow PLUS, is used in over 100 hospital and EMS systems across the US. Our mission is to help save lives of critically ill patients by providing data, education and products that enable health care providers to more effectively and efficiently resuscitate patients with shock and hypotension.



AsparaGlue is a 2023 UC Berkeley medical device spinout in the high-growth, \$8B WW surgical sealants, adhesive and hemostasis (SAH) market. AsparaGlue's novel synthetic technology platform shows significant promise across multiple segments, with mechanical and biological performance, simple storage and handling requirements, and low COGs. Testing to date, including extensive preclinical studies, is highly encouraging. Additionally, the company was awarded the competitive Berkeley LSEC (Life Sciences Entrepreneurship Center) Venture Grant Award (\$100K of unrestricted R&D non-dilutive funding). The company anticipates an exit upon achieving a PMA for its target application, a lung sealant, based on recent precedent transactions. AsparaGlue is actively engaging early-stage investors for a seed round of \$2M.



Hero Medical Technologies is a Florida-based med tech company developing data-driven wearables for expedited triage and decision support for head injury and other trauma emergencies.



Solenic Medical is a medical device company developing an innovative non-invasive treatment for infected implants, such as prosthetic knees and hips. This non-invasive, non-contact treatment aims to address a major complication frequently associated with knee and hip replacements, as well as orthopedic trauma cases requiring plates, rods, nails and/or screws. The technology is particularly important and timely given the rise in the aging population, longer life expectancy, and the rapid increase in the number of total joint procedures being performed every year. It has the potential to completely replace very expensive and risky revision surgical procedures, which is the current gold standard of care for chronic infections of total joints.

11:00 AM | SESSION 8 - THERAPEUTICS



Aleutian Therapeutics is developing a functional cure for Type 1 diabetes (T1D) by using genetically edited stem cells to regenerate lost islet function without the need for immunosuppression.



Biohub Nash is aiming to bridge the current gap from academic innovation to startup success. Our mission is to build a life science venture studio within a shared lab facility and deliver superior financial returns by de-risking innovation and assembling an ecosystem of entrepreneurs, research institutions, investors, and service providers in Nashville.



Therapeutic cancer vaccines hold tremendous promise although immune tolerance to tumor antigens remains a challenge that limits their efficacy. Leukogene's M2T is a recombinant protein-based platform that targets MHCII molecules and delivers tumor antigens to antigen presenting cells for presentation to the immune system. Leukogene is developing the first M2T product for acute myelogenous leukemia (AML) and has a pipeline of additional candidates for other deadly tumor types. Commercialization was launched on the back of IP licensed from the Medical University of South Carolina and funding through a \$3M NCI small business grant and local angel investments. Leukogene is raising seed investments to achieve proof of concept in patients with AML.



Moexa is a pre-clinical owning leading TGF- β Smad3 anticancer NCEs with IP covering a global footprint of over 5 billion people, 11 cancers, and an annual therapeutic marketshare valued at +US\$103 billion. We have simultaneously uncovered a fibrosis pipeline being developed with an Ivy League medical centre. Our IP value may easily insure your potential investment exposure. We seek ~US\$5m-US\$10m IND-to-FiH trial funding. Initial US\$5m expedites completion of IND regulatory data to unlock other funds including NIH grants and pledged venture funds available only for trials. Our PoC milestone tied investment opportunity addresses your pre-clinical risk tolerance, can pay interest, and offers you backend first-in-line Series-A discount. Peer-reviewed studies confirm that our technology, increases NK-cell proliferation, while showing recognised anti-cancer effects without the evident toxicity profiles previously handicapping TGF- β therapeutics. We plan a Pharma licence breakout during trials and we have already been contacted by interested Big-pharma parties.

1:00 PM | SESSION 9 - THERAPEUTICS & DRUG DELIVERY SYSTEMS



Easel# 2

Aruna Bio is revolutionizing CNS treatment with its proprietary neural exosome platform, targeting neurological conditions such as ALS, Alzheimer's, and stroke. Their lead product, AB126, demonstrates multiple biological activities, including crossing the blood-brain barrier, neuro-protection, and reducing neuro-inflammation, with potential for broad applicability across neurological diseases. AB126's IND for stroke has received FDA clearance, marking a significant milestone. The company boasts an in-house cGMP facility, supporting their pipeline from preclinical stages to IND-enabling studies and clinical trials. Aruna Bio's strategic approach includes leveraging their platform for drug delivery and exploring combination therapies, setting a foundation for addressing unmet needs in CNS treatment.



Easel# 14

Liquet Medical is a development stage medical device company. Their first product to market will be the Versus™ Catheter – a localized drug delivery catheter to treat blood clots in the lungs. This device allows for a personalized approach to each patient through real-time biometric data monitoring. It will also speed time-to-treatment and lower hospital costs.



Easel# 42

Orion Therapeutics has developed a safe, versatile, scalable, and targeted lipid nanoparticle (LNP) delivery system that uses a proprietary lipopeptide composition to package and protect RNA payloads for a broad range of therapeutic applications. The Orion LNP can be flexibly modified with the addition of targeting moieties so that we can address a massive gap in the market: the ability to target RNA payloads beyond the liver (tumors, the lungs, the heart, and the blood-brain barrier, among innumerable others). The targeted LNP delivery platform is patented along with the novel formulation process that enables cost-effective manufacturing at scale, ensuring ease of cGMP tech transfer for clinical trials. Orion's patented, targeted LNP delivery platform will be leveraged towards pharmaceutical partners – large and small – for licensing and the development of exclusive delivery intellectual property aimed at advancing early-stage RNA therapeutic pipelines to the clinic.



Easel# 30

At SiNON Nano Sciences we specialize in a patented Carbon Nano Particle (CNP) drug delivery system, specifically designed for targeted treatment of Central Nervous System (CNS) diseases. Our unique release mechanism sets us apart in the market. Our tunable platform delivery system can encapsulate multiple therapeutics, including biologics weighing up to 500kD, and efficiently deliver them across the blood-brain barrier (BBB) to treat various neurological diseases. One of the key advantages of our CNPs is that they only open at the site of the disease, enabling higher concentrated doses while significantly reducing overall toxicity and enhancing therapeutic efficacy. Additionally, our carbon-based nanoparticles go undetected by the immune system.

2:00 PM | SESSION 10 - DEVICES & DIGITAL HEALTH



Easel# 17

Asante Bio (Tampa, FL) is a joint preservation and biomanufacturing company developing orthobiologic products to abate arthritis and promote regenerative musculoskeletal tissue healing. Led by renowned orthopaedic surgeon developers and industry veterans, with research funding and tech validation from NIH, NSF, and DoD, we advancing disruptive platform products for the next generation of high-need, high-value regenerative musculoskeletal health and healing.



Easel# 40

Atara Labs, Inc. is an emerging company that has developed a patented device for auricular vagus nerve stimulation, designed to treat chronic insomnia through a continuous care platform. The technology is built on foundation of nearly ten years of engineering research and development in neuromodulation methods and devices for managing high stress and poor sleep. With a management team skilled in neuroengineering, sleep medicine, business, and product development, Atara Labs aims to secure funding to expand manufacturing, further clinical research, expand sales channels, and pursue FDA clearance for their innovative insomnia treatment platform.



Easel# 43

NIRSense has been contracted by the US military to make breakthrough biometric sensors for battlefield hemorrhage monitoring, triage, resuscitation guidance, and physiology monitoring. We have successfully integrated established optical and electrophysical measurement techniques into one lightweight rugged non-invasive sensor. NIRSense is transitioning this novel technology to address critical civilian healthcare deficiencies. The remote management of chronic disease is critical to reducing costs and improving outcomes. NIRSense's groundbreaking technology will provide physicians and nurses with a complete picture of cardiac health remotely and allow more patients to be diagnosed and managed outside the hospital. Earlier and more frequent intervention will improve quality life year for millions of heart failure patients.



Easel# 43

Diatech Diabetes, Inc. develops innovative solutions that empower the lives of patients, families, and communities impacted by diabetes. Having originated from the issues our founders faced with their own diabetes care technology, Diatech Diabetes is inspired to work endlessly towards optimizing therapies for patients worldwide. Current insulin pump infusion sets and occlusion alarms can compromise the health of a person with diabetes during insulin pump failures. These failures range from blocks, leaks, and infusing into damaged tissue affected by lipohypertrophy that may prevent insulin from being absorbed into the body. Diatech Diabetes is developing SMARTFUSION™, a software platform for insulin pumps that monitors insulin delivery for accuracy and infusion set failure. When SMARTFUSION™'s software is integrated into an insulin pump system, its algorithm uses data from the pump, continuous glucose monitor, and patient to monitor the success of daily insulin dosages.



Easel# 20

Jeeva's modern clinical trial management solution helps biopharmaceutical and medical device sponsors remove the inefficiencies in clinical trial operations. Whether it is protocol design, site selection and monitoring, patient recruitment and retention, clinical data management, biostatistics, and reporting or publications, Jeeva has fully integrated all these functions into one unified software platform. By automating manual repetitive tasks and utilizing Gen-AI capabilities, Jeeva minimizes errors and maximizes the efficiency of clinical studies with a single login. By decentralizing low-risk activities and centralizing high-risk activities in one secure database, Jeeva delivers a secure platform solution for everything you need for clinical trial management with the flexibility and control you need, all in one login. With over 15 clinical studies underway, the fully integrated platform is enabling genAI, Automation, and machine learning to deliver the next generation of efficient and modern clinical trials that are universally accessible.



Easel# 21

Kinis Ai distinguishes itself at the intersection of biomechanics and technology, deploying proprietary, patent-pending biosensor technology coupled with advanced AI. Our leading innovation, the smart insole, is the first to market with an advanced AI fall risk prediction model, setting a new standard in health tech. This pioneering technology meticulously captures and analyzes gait, balance, and posture data, offering users personalized insights for enhanced athletic performance, preventive care, and rehabilitation. Kinis's edge is further sharpened by our multidisciplinary team of doctors and AI scientists, boasting a combined experience of over 100 years, ensuring our solutions are scientifically rigorous and clinically relevant. Kinis is strategically positioned to capture a significant market share with the wearable tech sector poised for exponential growth. Investing in Kinis HealthTech means being part of a groundbreaking venture shaping the future of movement science, making every step a leap toward a healthier, more active world.



Easel# 8

Precision Genetics is a value based healthcare informatics company powered by a molecular diagnostics database that improves patient outcomes while reducing the total costs of care.



Easel# 4

Sanguina is a wellness tool and diagnostic company founded in 2014, offering access to your health at your fingertips. Our first product suite is called AnemoCheck, and includes a rapid, disposable, hemoglobin determination test, AnemoCheck Home, and a smartphone app for completely non-invasive and equipment-free hemoglobin estimation. Together, the products enable access to information about a user's anemia status and create a favorable user experience for both people at high risk for acute and chronic anemia. Our mission is to enable people to perform their best by monitoring anemia, whenever, wherever.



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)

10:00 AM - 4:50 PM | RESI ENTREPRENEUR'S WORKSHOPS

Location: Ballroom


Speakers

10:00 - 10:50 AM

INVESTING IN YOU: PERSONAL WEALTH PLANNING FOR FOUNDERS

- **Maria Clarke, CFA**, Executive Director and Banker, J.P. Morgan Private Bank
- **Matthew Miessau**, Principal, Epidarex Capital
- **Marta New**, Founder and CEO, Radyus Research
- **Chris Sarlo**, Founder & Wealth Consultant, Life Science Wealth

11:00 - 11:50 AM



McDermott Will & Emery NEGOTIATING TERM SHEETS

- **Brian M. Gordon**, Partner, McDermott Will & Emery - Atlanta
- **Jim Tobin**, Vice President, Cardiovascular & Metabolism Scientific Innovation, Johnson & Johnson Innovation
- **Sarah Sarb**, Associate, McDermott Will & Emery

1:00 - 1:50 PM




Navigating the Startup Incubator, Laboratory, and Equipment Procurement Market Place

- **Barb Pearlman**, Founder & President, CSP & CSL
- **Andrew Lau**, General Manager & Director of Operations, CSP & CSL

2:00 - 2:50 PM

TALES FROM THE ROAD

*Biotech and MedTech
Innovators on their
Fundraising Journey*

- **Greg Mannix**, Vice President of International Business Development, Life Science Nation 
- **Anthony Desir**, Director, Moexa
- **Pepper Landson**, CEO, Praetego
- **William Tyler**, CEO, Atara Labs, Inc.

3:00 - 3:50 PM



Global Partnering Campaign Investor Landscape, GTL and CRM/GPC

- **Claire Jeong**, VP, Investor Research & Asia Business Development, Life Science Nation
- **Karen Deyo**, VP of Product, Israel Business Development, Life Science Nation

4:00 - 4:50 PM



IT ALL STARTS WITH YOUR STORY

- **Dennis Ford**, Founder & CEO, Life Science Nation; Creator of RESI Conference Series
- **Greg Mannix**, VP of International Business Development, Life Science Nation

With the recent (if not constant) ups and downs seen in the life science capital markets and banking sector, it is imperative that founders begin with the entrepreneurial end in mind: a successful liquidity event for both investors and the founder. From deciding the legal structure of your company, to share structure, to tax considerations and estate planning and more, founders need to have a plan from the start. This panel includes experts from banking to wealth management, venture capital, and an entrepreneur.

- This panel will discuss topics such as:
- Personal wealth planning
- How do you protect yourself and your wealth?
- Which is better for you as a start up – C Corp, S Corp, LLC, etc.?
- How do you divide equity shares among founders and senior management?

Maria Clarke, CFA, Executive Director and Banker, J.P. Morgan Private Bank

Maria Clarke, CFA, is an executive director and banker in the Washington, D.C., office of J.P. Morgan. She is adept at pre- and post-liquidity planning, tax mitigation and asset diversification. Before joining J.P. Morgan, Maria focused on private equity and institutional clients. Most recently, she was with Bank of America. She was previously a managing principal at ISG Advisers. Maria has an M.B.A. in finance from the University of Miami and a B.S. in finance and corporate law from Florida State University. She completed the Georgetown University Executive Program in International Finance and Global Markets. She is past president and current advisory board member for the Fralin Biomedical Research Institute at VTC and the National Association of Corporate Directors.



Matthew Miessau, Principal, Epidarex Capital

Matthew joined Epidarex as an Analyst. While at Epidarex Capital, Matthew has been actively involved in deal sourcing. He also focused on conducting due diligence on prospective investments on both sides of the Atlantic and portfolio management. Matthew also supports the firm's fundraising efforts and LP reporting. Matthew is a Board Observer for AdoRx Therapeutics and Epidarex Exeed. Prior to joining Epidarex, Matthew was the Program Manager for the Georgetown University Center for Drug Discovery. Matthew is currently an instructor at the NIH Foundation for Advanced Education in the Sciences. In his role as an instructor he leverages his experience at Epidarex to provide real world insights to NIH researchers interested in learning about the commercialization of life science innovations. Matthew holds an M.S. in Biotechnology and a B.S. in Biochemistry from Georgetown University.



Marta New, Founder and CEO, Radyus Research

Dr. Marta New is the founder and CEO of Radyus Research. As an experienced drug developer with a background in early-stage venture capital, large pharma R&D, and university technology transfer, she brings invaluable business acumen and extensive international connections to Radyus. Dr. New's previous roles as partner at Agent Capital, principal investor at Baxalta Ventures, commercial lead at Baxter International's renal franchise, and EIR at Northwestern University have helped her establish the foundation for the work done at Radyus. Dr. New received her PhD in Immunology and Microbiology from the University of Illinois at Chicago and completed a postdoctoral fellowship at Northwestern University. She then earned an MBA in Finance and Marketing at Kellogg School of Management in Chicago.



Chris Sarlo, Founder & Wealth Consultant, Life Science Wealth

In 1998, I graduated from McMaster University with a Bachelor of Commerce with an Economics minor and immediately began working for one of the national banks there. I became an accredited Financial Advisor by the age of 24. When I speak with people about why I started Life Science Wealth, the answer is simple. My father Albert is my mentor and idol, and I almost lost him at a young age due to cardiac issues. He is still with us today due to the work and advancements made by professionals within the life sciences. My talents lie in wealth management, not sciences, and I find it extremely motivating and satisfying to take the weight of financial decisions off industry professionals so that they can do what they do best and concentrate on scientific advancement.



11:00 - 11:50 AM

NEGOTIATING TERM SHEETS

What's Best for the Company and What's Best for You?

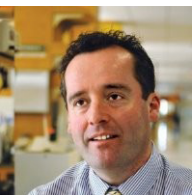


This interactive workshop, organized and led by McDermott Will & Emery, will provide wisdom to early-stage CEOs and management on the latest trends in term sheets, with a focus on founder and management equity opportunities. The workshop will cover common issues of concern to entrepreneurs (valuation/dilution, liquidation preference, board makeup, protective provisions, anti-dilution). Experts from the legal, investment and entrepreneurial community will discuss the interplay of financing milestones in the term sheet discussion.



Brian M. Gordon, Partner, McDermott Will & Emery - Atlanta

Brian M. Gordon represents venture-backed technology companies in acquisitions, financing transactions, the negotiation of credit facilities, corporate governance, employment and equity compensation matters and the resolution of day-to-day legal issues. Brian also has significant experience representing private equity funds in the acquisitions and disposition of portfolio companies, in both control and non-control transactions. He counsels strategic buyers and sellers in M&A transactions. He also represents restaurants and retail groups in private equity and acquisition transactions.



Jim Tobin, Vice President, Cardiovascular & Metabolism Scientific Innovation, Johnson & Johnson Innovation

Jim is the Vice President of External Innovation for Janssen R&D- Johnson & Johnson Innovation, Boston. He leads the external efforts in Cardiovascular disease, CKD, NASH, Retinal Disease and Pulmonary Hypertension on the east coast of North America. He has over 25 years of drug development experience. Most recently, Jim was an EIR at Atlas Venture. Prior to joining Atlas, Jim held the position of VP and CSO at Pfizer. Prior to that he held the role of VP of Cardiovascular and Metabolic Diseases at Wyeth Pharmaceuticals. Under Jim's direction these groups advanced over 15 biologics and small molecules into clinical development. Jim began his career at Genetics Institute. Jim obtained his PhD in Biochemistry from Brandeis University and completed his NRSA postdoctoral fellowship at Harvard University. He has authored 50 publications in peer-reviewed journals and is the inventor on 10 patents.



Sarah Sarb, Associate, McDermott Will & Emery

Sarah focuses her practice on corporate and transactional matters, venture financings, corporate governance matters and entity formation. Sarah also advises clients on M&A transactions, including buy-side and sell-side representations and private equity acquisitions.



1:00 - 1:50 PM

NAVIGATING THE STARTUP INCUBATOR, LABORATORY, AND EQUIPMENT PROCUREMENT MARKET PLACE

Startups that need access to incubators, laboratory space, and medical and research equipment have many options today. This workshop will map out how to determine the best opportunities for you and best practices to manage the process of evaluating lab space and procuring equipment. Topics discussed are the current laboratory and startup incubator space business models, equipment choices, and other auxiliary offerings like consulting and introduction to partners. How does a startup determine the best lab model and equipment for your current needs? Understand how to find and locate lab space and then ask the right questions to meet your current and future needs. The main topics to explore are inexperienced realtors with the cookie-cutter preconfigured lab space versus experienced customized midlevel and high-end build-out and the used versus new equipment. The workshop will explain what and where the pivot points are for shelling out the dollars for something new that will enhance and speed up product development and when to save money and go with the used, tried, and true. This workshop will empower you to navigate and make better choices and ask the right questions when choosing your laboratory and equipment providers.



Barb Pearlman, Founder & President, CSP & CSL

Barb Pearlman is the founder and president of Cambridge Scientific and Cambridge Scientific Labs (Cambridge, MA). She started Cambridge Scientific in 1997 with the mission of offering quality refurbished laboratory equipment at an affordable price. The company provides life science equipment to the biotech and pharmaceutical industry including startups, universities, and hospitals, both nationally and internationally. In recent years, Barb launched Cambridge Scientific Labs, a biotech incubator offering affordable private labs and shared lab space, fully furnished with equipment from Cambridge Scientific. She is eager to share her story of starting Cambridge Scientific as well as providing her expertise in the world of biotech to help you start your venture.



Andrew Lau, General Manager & Director of Operations, CSP & CSL

Andrew Lau brings over a decade of expertise to lab construction, having successfully built and managed a range of laboratories. His experience includes collaborating with hundreds of startups. Currently, Andrew oversees 25 labs, including both private suites and shared spaces. With a remarkable track record of constructing over 100,000 square ft. of lab space and working closely with over 100 technicians and engineers, Andrew combines technical acumen with strategic leadership. His proficiency extends to contractor negotiations, further solidifying his role as a seasoned professional in the field.

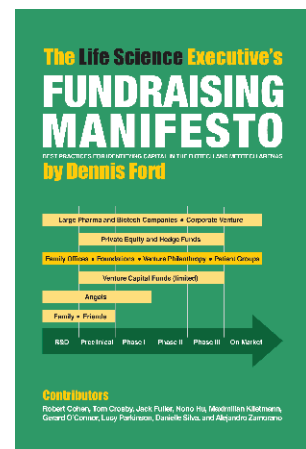


PUBLICATIONS



NEXT PHASE»

TECH HUB MONTHLY



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The industry has quickly adapted to a “new normal” – entrepreneurs and investors meet virtually over digital platforms to discuss potential investment opportunities, and it is not uncommon to see entrepreneurs raise capital from investors they have never met before in person. That said, there is no doubt that the fundraising journey continues to be challenging for many. In this panel, you will be able to hear fellow entrepreneurs share their experiences, from successes to challenges. This panel will discuss the following topics and more:

- What are some of the greatest challenges entrepreneurs have faced, especially during the pandemic, and how were they overcome?
- How did entrepreneurs identify investors that fit their technology?
- What are some misconceptions entrepreneurs had about the early-stage investment landscape?

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

Greg Mannix, VP of International Business Development, Life Science Nation M

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 large medical device corporations and small start-ups alike, giving Greg a well-rounded international experience in the healthcare field. He has worked extensively in Europe, North America and Latin America and he speaks English, Spanish and French. Greg relocated to Boston 6 years ago to set up the US affiliate for an early-stage Med-tech company from Spain and he immediately took to the vibrant startup community there. Working for LSN is a great way to stay involved in that exciting space.

Anthony Desir, Director, Moexa

Anthony heads a Hong Kong based private investment and consultancy practice whose clients include public institutions and corporate clients involved in financial services. He is a featured keynote presenter on investment and policy matters addressing investment and finance. His insights have been sought by global media including CNBC, Bloomberg, Financial Times, The Asian Wall Street Journal, CCTV, China Daily, The SCMP and others. He is a graduate of Dartmouth College (Hons.) where he was a founding editor of The Dartmouth Review. He began his career on Wall Street in early 80's before moving to Hong Kong in 1990. Moexa's Cancelex® (www.cancelex.com) is an immunotherapy treatment developed by researchers in Hong Kong. The therapy was fully commercialised in 2014 and is presently in pre-clinical proof-of-concept development. The innovative cancer treatment has been peer reviewed in Nature Communications and has been awarded comprehensive patents in Europe and China covering original methods and NCEs, with US and Hong Kong patents pending for dozens of new compounds. The company has active expressions of interest from at least 3 major pharmaceuticals targeting clinical trials and is seeking pre-clinical business development partners. Moexa's NCEs have also been identified as a treatment for Fibrosis and is in co-development for this purpose with Dartmouth College.

Pepper Landson, CEO, Praetego

Pepper Landson is an accomplished healthcare executive and entrepreneur with over 30 years of experience in research and development, positively impacting over 100 drug development programs. Her tenacity fuels innovation and her talents energize successful teams. In the last decade, she has focused exclusively on novel therapeutics to address chronic diseases of aging. Combining her skills in business development and operations with an extensive drug development background, she founded two companies, and was a key figure in an IPO. Gifted at motivating talent to exceed expectations, Ms. Landson recruited a world class advisory board for her current company, Praetego, a preclinical stage pharmaceutical company committed to improving health outcomes in neurodegenerative diseases.

William Tyler, CEO, Atara Labs, Inc.

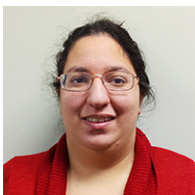
William J Tyler, Ph.D. is a Professor of Biomedical Engineering and Neuroengineering at the University of Alabama at Birmingham. He has studied vagus nerve physiology, brain plasticity, and neuromodulation for more than 25 years. He has been awarded a DARPA Young Faculty Award, McKnight Technological Innovation Award, and received many other recognitions for his discoveries and work on neuromodulation by focused ultrasound. He has run academic laboratories funded by DARPA, the Army Research Office, and the National Science Foundation at Arizona State University, Virginia Tech, and the University of Alabama at Birmingham. He has worked as an academic entrepreneur for the past 15 years and is a co-founder of Thync, Diamond Therapeutics, and IST. Dr. Tyler has overseen the engineering and product development for several noninvasive neuromodulation devices used by the US Department of Defense, businesses, and consumers. Dr. Tyler has served as a trusted scientific advisor and partner to several companies, government agencies, and non-profit organizations. He has published many seminal, peer-reviewed research articles in the field of neuromodulation, is a highly cited leader in the field, and an inventor on more than 50 issued and pending USA and international patents covering neuromodulation methods and devices.

Once you are ready to embark on your fundraising campaign, how do you know whom to target? What investors are a best fit for you, how do different investors invest and partner, and how do you get in touch with them? Identifying investors, learning about the differences between investor types, accessing a database to provide you with key information to filter your best fit investors, and finally, using a CRM to manage your fundraise are critical to an efficient and successful fundraise.

Claire Jeong, VP, Investor Research & Asia Business Development, Life Science Nation



At Life Science Nation (LSN), Claire leads the Investor Research team that is responsible for curating the LSN Investor Platform. Claire manages 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.



Karen Deyo, VP of Product, 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.

LSN Entrepreneur Education Program

A global partnering campaign can take anywhere from 9-18 months and therefore, one needs to be fully prepared in all the nuts and bolts of exactly what it will take to be successful. The LSN Founder & CEO, Dennis Ford, has written a book on the subject, *The Life Science Executive's Fundraising Manifesto*, and over ten years, has developed a process for getting scientist-entrepreneurs prepared for a global partnering campaign. An essential component of this is the value of getting your story straight and developing an easy-to-understand, compelling narrative about your team, technology, and market (something that is glossed over regularly in traditional entrepreneurial education courses).

Components of a Global Partnering Campaign

- I. Get your story straight
- II. Put marketing collateral in place
- III. Get a list of partners who fit your product and stage of development
- IV. Move that list into a CRM tool
- V. Adroitly execute email and phone canvassing for setting up meetings and going to partnering events
- VI. Manage partner accounts that show interest and understand the art of follow-up
- VII. Establish dialogue, nurture a relationship, close a capital allocation or licensing deal



4:00 - 4:50 PM

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; Creator of RESI Conference Series

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 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 2024 release.

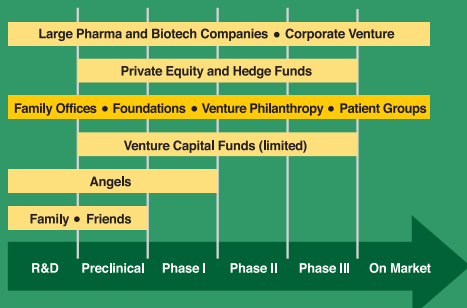
Greg Mannix, VP of International Business Development, Life Science Nation

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 large medical device corporations and small start-ups alike, giving Greg a well-rounded international experience in the healthcare field. He has worked extensively in Europe, North America and Latin America and he speaks English, Spanish and French. Greg relocated to Boston 6 years ago to set up the US affiliate for an early-stage Med-tech company from Spain and he immediately took to the vibrant startup community there. Working for LSN is a great way to stay involved in that exciting space.

The Life Science Executive's FUNDRAISING MANIFESTO

BEST PRACTICES FOR IDENTIFYING CAPITAL IN THE BIOTECH AND MEDTECH ARENAS

by Dennis Ford



Contributors

Robert Cohen, Tom Crosby, Jack Fuller, Nono Hu, Maximilian Kletmann, Gerard O'Connor, Lucy Parkinson, Danielle Silva, and Alejandro Zamorano

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



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- **JUNE 18-19:** VIRTUAL PARTNERING ONLY

RESI BOSTON

- **SEPT. 25:** THE WESTIN COPLEY PLACE (10 HUNTINGTON AVE, BOSTON, MA 02116)
- **SEPT. 26-27:** VIRTUAL PARTNERING ONLY

For more information about our future events,
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