



RESI REDEFINING
EARLY STAGE
INVESTMENTS

JUNE 23, 2016
TORONTO, CANADA

Featuring the MaRS HealthKick Innovation Challenge



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

ONSITE GUIDE

Johnson & Johnson INNOVATION | JLABS
JLABS @ Toronto



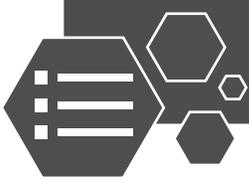
 **LIFE SCIENCE
NATION**
Connecting Products, Services & Capital

 #RESIMARS

| RESIConference.com

| June 23, 2016

| MaRS Discovery District



RESI MaRS

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RESI SCHEDULE



Track 1:
Investor Panels

Track 2:
Investor Panels

Track 3:
Entrepreneur Workshops

Track 4:
Partnering Forum

7:00 - 8:00 AM: Registration & Breakfast

8:00 - 8:50 AM	EARLY STAGE THERAPEUTICS INVESTORS <i>Investing Early in Novel Therapeutics</i>	EARLY STAGE DIGITAL HEALTH INVESTORS <i>Software Solutions to Biological Problems</i>	 FUNDRAISING BOOT CAMP <i>Organizing Your Outbound Marketing Campaign's Infrastructure</i>	MORNING EARLY STAGE PARTNERING FORUM <i>RESI Conference Partnering helps you find nontraditional partners from the newest sources of capital, including family offices, foundations, academic institutions, and philanthropic organizations, as well as some of the hottest emerging biotech and medtech companies all over the world.</i>
9:00 - 9:50 AM	CORPORATE VCS IN HEALTHCARE <i>The Corporate Landscape Morphed & New Opportunities Abound</i>	EARLY STAGE MEDTECH INVESTORS <i>Investing in Novel Engineering</i>	 NON-DILUTIVE FUNDING PROGRAMS	
10:00 - 10:50 AM	BIG PHARMA <i>Understanding the Dynamic</i>	MEDTECH STRATEGICS <i>Big Strategic Partners Offer Channels of Distribution and Domain Expertise</i>	 BRANDING & MESSAGING <i>Creating Investor-Centric Marketing Collateral</i>	
11:00 - 11:50 AM	HEALTHCARE SYSTEM PARTNERS <i>How Health Systems Think about Innovation</i>	 PUBLIC / PRIVATE PARTNERSHIPS	  IP STRATEGY	

12:00 - 1:00 PM: Break for Lunch Welcome Speech (Lower Concourse)

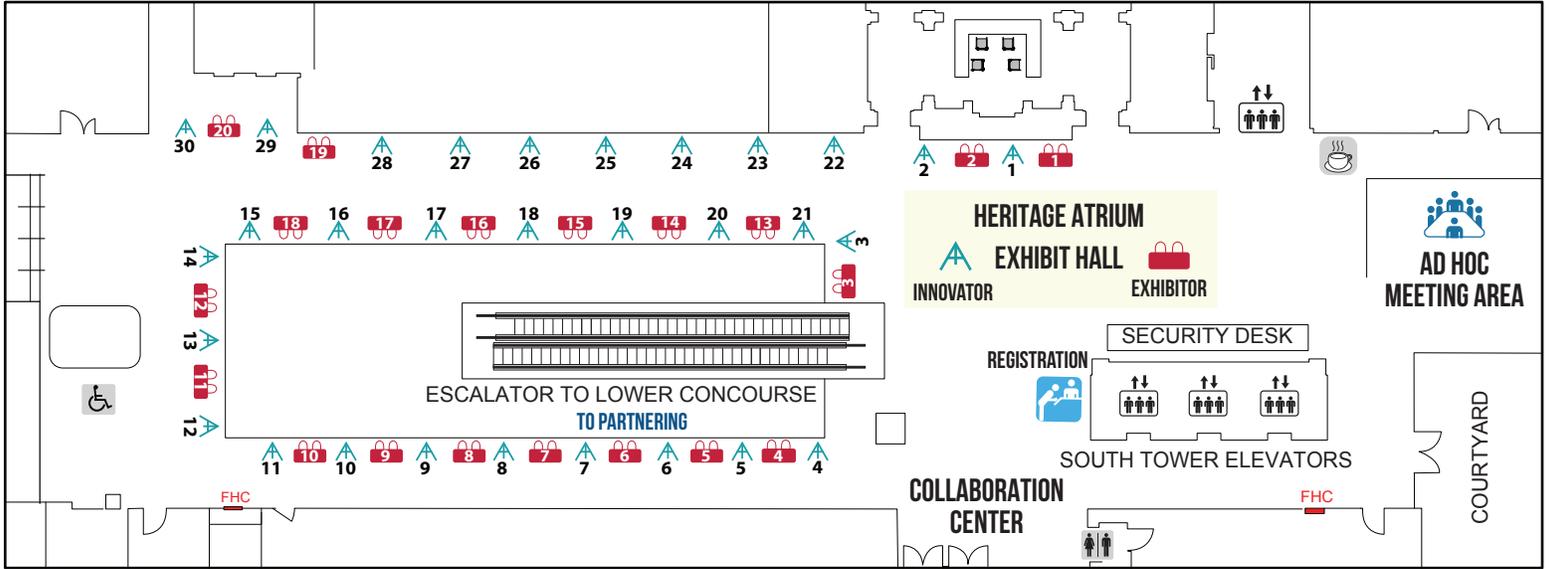
1:00 - 1:50 PM	ANGEL GROUPS <i>Explaining the Process of Engagement</i>	EARLY STAGE DIAGNOSTIC INVESTORS <i>Mapping the Future in a Complicated Investment Space</i>	TALES FROM THE ROAD <i>Successful Biotech & Medtech CEOs Share Their Stories</i>	AFTERNOON EARLY STAGE PARTNERING FORUM
2:00 - 2:50 PM	FAMILY OFFICES <i>Going Direct & Investing Early</i>	 BUILDING CANADIAN BIOTECHS <i>Success Stories from Blueline Bioscience & Versant Ventures</i>	<i>Due to the popularity of the RESI Family Offices Panel Session, there is no workshop scheduled to run during this time slot.</i>	
3:00 - 3:50 PM	VENTURE PHILANTHROPY & IMPACT INVESTING <i>Funding Innovation to Improve Patient Care</i>	INCUBATOR/ACCELERATOR/ NEW MODELS <i>Studios, Incubators & Accelerators with Innovative Models</i>	 CUSTOMER VALUE PROP	
4:00 - 4:50 PM	ASIA-PACIFIC INVESTORS <i>Forging Cross-Border Collaborations in Healthcare</i>	CONSUMER HEALTH & WEARABLES <i>Data-Driven Devices for Consumer & Medical Markets</i>	 <i>Learning How 3PMs Become Part of Your Team</i>	

5:00 - 7:00 PM: Cocktail Reception

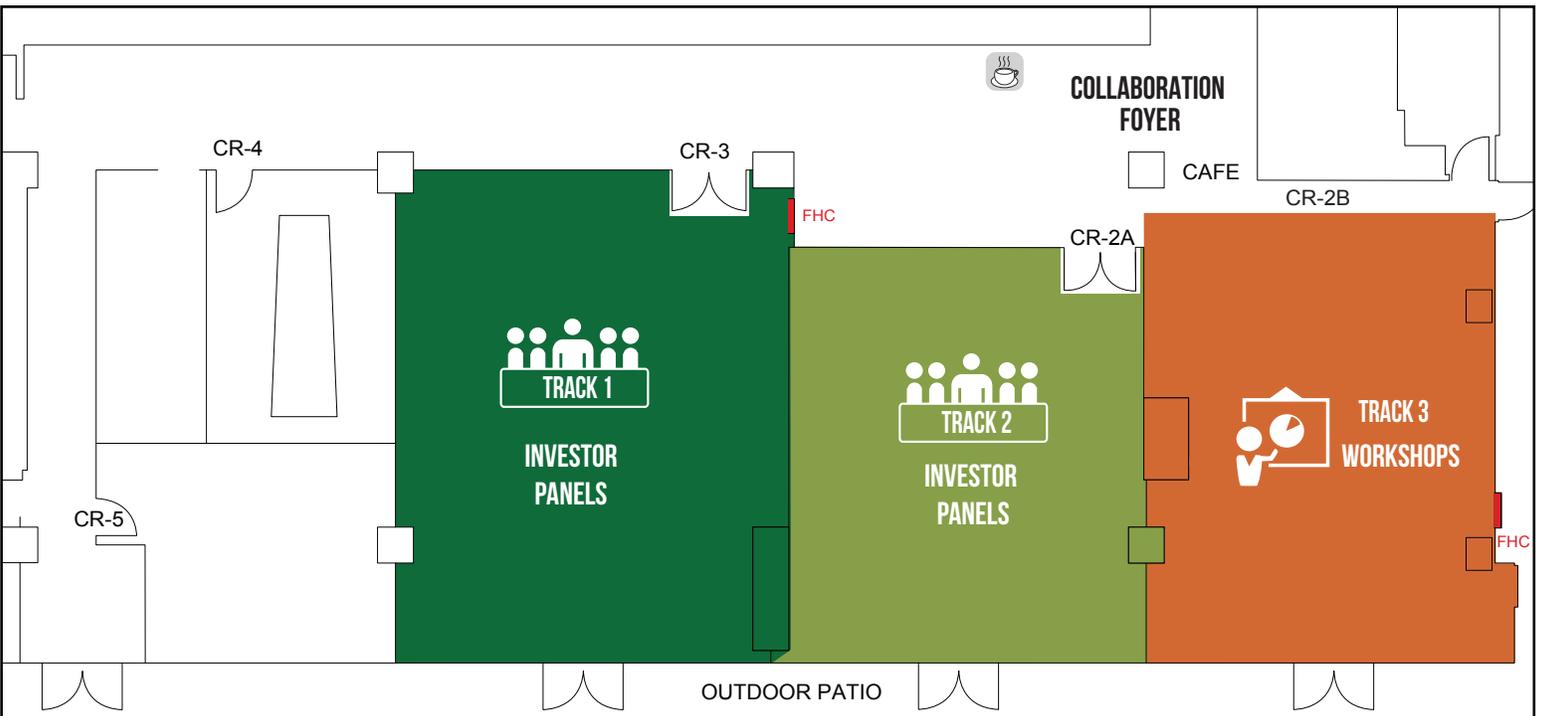
FLOOR PLAN

GROUND FLOOR

MAIN ENTRANCE

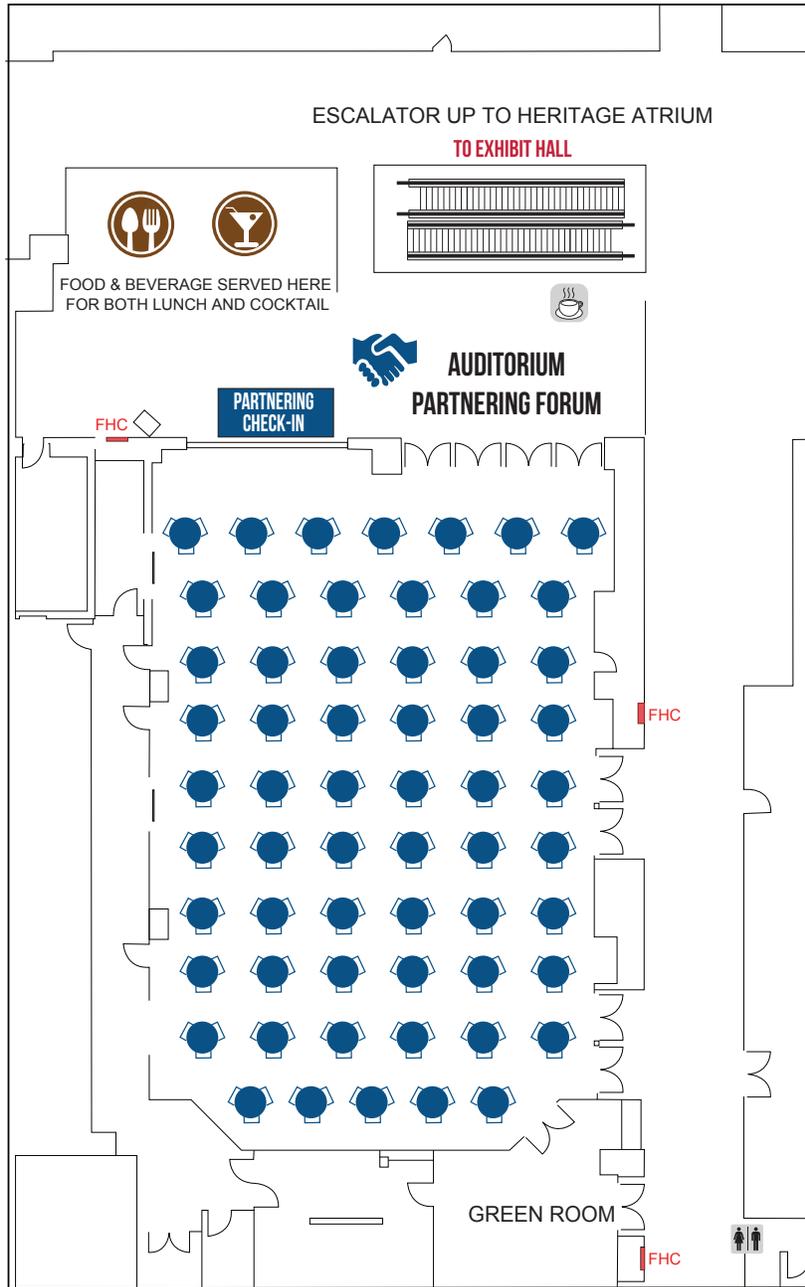


GROUND FLOOR



FLOOR PLAN

LOWER CONCOURSE



Entrance



Investor Panels **Track 1**



Food & Beverage



Registration



Investor Panels **Track 2**



Refreshment Stations



Innovators



Workshops



Restrooms



Exhibitors



Partnering Forum



Partnering Forum



Ad-Hoc Meeting Area



Partnering Check-In



Fire Hose Cabinets



On behalf of LSN and our partners MaRS and JLABS, thank you for joining us today for the first RESI to be held outside the USA. We're delighted to be here in MaRS Discovery District, and we're grateful that so many of you have joined us, whether you traveled from across the hallway or from across the world.

We're excited to present the RESI Innovation Challenge, a showcase of 30 companies including many based right here in MaRS Discovery District. Throughout the exhibit area, RESI Innovators are showcasing their technologies on poster displays. Inside your RESI badge you'll find five tokens of RESI Cash you can use to "invest" in the most promising of these technologies. The winning companies that attract the greatest amount of investment will be announced at the cocktail reception tonight.

In RESI Partnering, hundreds of senior executives from investment and strategic firms will come face to face with early stage entrepreneurs. With so many participants on both sides of the table, finding the right fit is more important than ever. By using the RESI Partnering platform to filter fellow attendees, you can book up to 16 meetings based on fit and begin dialogues with partners who align directly with your focus areas. With that match as a basis, RESI is a venue for compelling conversations between startups and investors in the life science space.

LSN would like to extend our thanks to the speakers participating on the RESI Investor Panels. These investors and strategic partners will share their expertise on the current investment trends in their specific area, from Therapeutics to Digital Health, from Angels to Family Offices. We're pleased to add two new sessions on important local themes: Public/Private Partnerships and Building Canadian Biotechs.

Thank you for joining us on our first trip north of the border. We hope that you enjoy this showcase of healthcare innovation and investment, and that you'll join us again in Boston in the fall!

Sincerely,

Dennis Ford
Founder & CEO, Life Science Nation



**LIFE SCIENCE
NATION**

Connecting Products, Services & Capital



We welcome you to participate in the MaRS HealthKick Innovation Challenge!



The MaRS HealthKick Innovation Challenge is a virtual investment contest, and the investor is you!

As you explore the exhibit hall, you will encounter 30 RESI Innovators showcasing their technology via poster displays. Along with your RESI attendee badge, you will find five RESI Cash tokens that you can use to 'invest' in the most promising RESI Innovators. Take a look around this collection of cutting-edge life science technology, and leave your RESI Cash with the entrepreneurs that most inspire you. The invested capital will be tallied up and the top three winners will be awarded during the cocktail reception at the end of the day. Winners will be featured in the Life Science Nation (LSN) newsletter with readership of 20,000.

- First Prize: Complimentary tickets to 3 RESI Conference Series events of your choice (2 tickets per event)
- Second Prize: Complimentary tickets to 2 RESI Conference Series events of your choice (2 tickets per event)
- Third Prize: Complimentary tickets to 1 RESI Conference Series event of your choice (2 tickets)



RESI Innovators



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



Easel 20



Easel 21



Easel 22



Easel 23



Easel 24



Easel 25



Easel 26



Easel 27



Easel 28



Easel 29



Easel 30



Avertus has developed a cloud-supported neuromonitoring platform capable of real-time parallel processing of complex computational algorithms for both the detection of diagnostic biomarkers and the delivery of personalized neuromodulation. In addition to being a HIPAA compliant repository of neurological data for healthcare customers, the cloud platform is being built to be a delivery service for other devices and algorithms to incorporate other biometric data and to incorporate tools for algorithm discovery. Avertus' first product is a diagnostic device capable of detecting seizures in epilepsy patients using patented algorithms. Avertus' solution will improve hospital efficiencies by reducing patient backlogs, automate analysis of EEG data and lower healthcare costs.



Biotagenics is developing precision treatments for diseases associated with microbial dysbiosis. We have established a microbiomics platform for discovery of intestinal microbiota and ex vivo microbiome analysis as a tool to screen drug candidates. Application of our technology to inflammatory bowel disease (IBD) has led to discovery of pathobionts and host biomarkers for IBD and its clinical subtypes: Crohn's disease and ulcerative colitis. Biotagenics is developing BIOLOGICS and MEDICAL FOOD formulations designed to target IBD-associated bacterial species and/or metabolic pathways for IBD therapy and companion diagnostics.



AprilAge creates visualization software for health providers, insurers and employers that need to engage and motivate people to change risky lifestyle behaviors that lead to chronic diseases. Our software shows the profound effects of those behaviors over time and increases the rate of successful, and lasting, health behavior change.



ArcheOptix Biomedical, Inc. is a privately-held, medical device company that has developed technologies to rapidly and accurately assess the severity of Traumatic Brain Injury (TBI). Our unique and novel approach to Near Infrared Spectroscopy (NIRS), has allowed us to take an old idea and create something that is now medically viable. By introducing motion to NIRS, we offer a revolutionary advance on previous technologies' ability to detect and image intra-cranial bleeds and concussion. Our devices are non-invasive, non-ionizing, portable and very easy to use. The assessment procedure takes 1 – 3 minutes. Our devices will allow for the rapid and accurate assessment as to the severity of TBI, helping the person at the point of injury determine the need for an immediate CT scan.



Founded in 2013, Perimeter Medical Imaging is a privately held medical device company with offices in Toronto, Canada. Our executive team of medical device leaders holds an excellent track record of successfully building companies and improving outcomes for clinicians and patients. Perimeter Medical Imaging develops, patents, and commercializes advanced surgical imaging tools that allow surgeons, radiologists and pathologists to better assess microscopic tissue structures during surgical procedures. Perimeter's Optical Tissue Imaging System (OTIS™) is the only solution that provides clinicians with an ultra-high resolution image of the entire surface of an excised tissue specimen, providing accurate information in real time, and enabling better surgical decisions and outcomes.



Proteocyte Diagnostics is a Canadian company that has developed a novel prognostic oral precancer laboratory service, Straticyte™ that objectively and accurately detects oral lesions at high risk of transforming to cancer and those that pose low risk. Founded in 2011, Proteocyte Diagnostics identified the need to provide healthcare professionals with more objective and accurate information that would significantly improve the outcome for their patients with oral lesions. The company has assembled a scientific and clinical advisory board consisting of renowned clinicians to guide the continuous development of the technology and for its potential use in other cancers.



ProteoThera, Inc. is an early stage biotechnology company that is advancing drug targeting using its proprietary tissue matrix binding (MB) protein fusion platform technology to improve clinical efficacy and safety of already validated systemic therapeutics and to address acute pain in diseases of the articular joints. The Company is implementing a highly de-risked strategy that transforms the validated and FDA approved therapeutics into targeted, locally delivered drugs to create a new paradigm in the treatment of articular joint pain caused by inflammatory diseases. ProteoThera's internal development priority is the use of MB-Interleukin 1 Receptor Antagonist (MB-IL1RA) for treatment of acute pain in articular joint inflammatory diseases. IL1RA is a potent cytokine inhibitor, already FDA approved for systemic administration in rheumatoid arthritis (Kineret™, Sobi).



ChipCare is a Toronto-based diagnostics company incubated at the University of Toronto. We have developed a portable, ruggedized, diagnostic testing platform designed to bring blood testing to the hardest-to-reach populations. The platform is polyvalent (can detect multiple classes of tests - cells, immunoassays and molecular) from a drop of blood on a single inexpensive disposable cartridge. The platform's polyvalence, mobility and cost-effectiveness makes it quite unique. To our knowledge, no other company in the world has developed a product with similar capabilities, which allows ChipCare to reach millions of people who currently have no access to lifesaving diagnostics.



QoC Health helps health organizations take their digital health ideas to scale and commercialization with its patient-centered technology platform. Capabilities of the platform include patient monitoring, analytics, educational materials, secure communications, decision aids, planning tools and turnkey integration with existing medical records. Tools built by QoC Health have peer reviewed, published results demonstrating both improvements to patient outcomes & experience and cost savings using its technology



Self Care Catalysts is a patient solutions, intelligence and analytics company that support business decisions and enables healthcare innovation. We build innovative, patient - centred and technology-driven solutions that complement medical modalities that will enable patients to manage their care outside the clinical setting. Health Storylines is an integrated patient solutions and marketing platform designed for Pharma companies to enter into a bi-directional relationship with target patients enabling them to execute Patient Support Programs, Marketing Research and Marketing Plans. Patient Storylines is behaviour intelligence and analytics platform based on aggregated, disease-specific real, world, real time patient data from Health Storylines used for forecasting, marketing planning, segmentation, communications development activities.



The Shift Health solution (TickiT) transforms care delivery by capturing real time, relevant, actionable Patient Reported Data, resulting in increased patient engagement, improved outcomes and reduced costs. TickiT's suite of multi-lingual, low literacy, tools meet accessibility standards, to include the entire patient population so providers can personalize care and organizations stratify risk. TickiT supports care navigation, shared decision making and patient experience reporting.



Woven Orthopedic Technologies is a medical device business that designs and develops orthopedic technologies to treat the rapidly aging global population affected by orthopedic conditions (OrthoGeriatrics). Our premiere technology addresses the #1 problem with the #1 technology used in orthopedics today by enhancing screw fixation in patients who receive treatment for fractures. Today, we operate at the core of the intersection between science, technology, and medicine by leveraging advances in smart engineered bio-textiles to design technologies that help provide better care for less cost, to more people around the world. No matter whether you are a patient, provider, or payer, Woven Orthopedic Technologies strives to be the invisible thread that connects us all in weaving a brighter future in care.



SYNG Pharma is a pre-clinical stage women health biotechnology company developing a 'first-in-class' diagnostic accompanied therapeutic for endometriosis. 200 million women worldwide are suffering from endometriosis, a common, painful and debilitating condition that often leads to infertility. 1 in 10 women of reproductive age suffer the pain of endometriosis of which 30-50% face infertility. Currently, NO non-surgical tests exist to diagnose endometriosis leaving 7-12 years of delay in initiating infertility treatment. Current hormonal therapies have only limited effectiveness and many side effects. SYNG is developing a simple blood test that can rapidly diagnose endometriosis and a safe and effective non-hormonal therapy, a significant unmet need. SYNG Pharma is seeking strategic investor/partner to advance this transformational technology through pre-clinical and first-in-human studies to reach next major milestone.



Nora is the first smart and non-invasive snoring solution, designed specifically to stop snoring before it wakes your partner. Nora detects the earliest sounds of snoring, it gently and slowly moves your pillow to restore natural breathing without disturbing the sleep of either partner. Paired with a mobile application, Nora keeps track of your sleep and snoring patterns. The whole system comes in a stylish portable case for travel. To date Nora has received upwards of \$1 Million in pre-orders internationally.



PhotoniCare is fundamentally changing the way ear infections are managed by enabling physicians to look through the eardrum and into the middle ear. This results in better use of antibiotics and more appropriate surgical intervention. Our solution will improve patient outcomes, patient quality of life, reduce healthcare costs for this disease, and reduce the incidence of hearing loss, speech impairment, and learning disabilities in children. We've published several clinical studies on our technology and have well-defined regulatory and reimbursement strategies. We've raised \$2.5M to date and we are looking to raise \$5M in 2016 in order to launch our first product and expand our clinical trials.



Pathcore aims to transform cancer diagnostics into an automated, predictable and cost effective process and improve patient outcomes. By using digital whole slide imaging and leveraging the power of algorithm-based image analysis, we provide pathologists with powerful solutions that improve efficiency, productivity and accuracy of cancer diagnostics. Pathcore algorithms automate cancer diagnostic by eliminating the difficult and time consuming task of detecting a single cancerous cell amongst millions of healthy cells, a problem that is akin to finding a needle in the haystack!



Nikan Pharmaceuticals is developing the first-ever oral antiviral treatment of human papillomavirus (HPV). (Despite the introduction of prophylactic HPV vaccines in 2006, the incidence of RRP and other HPV associated diseases has not significantly decreased in the US and other countries, largely due to disappointingly low uptake of the two available vaccines; HPV is still the most common sexually transmitted disease in the world.) Our current therapeutic focus is treatment of recurrent respiratory papillomatosis (RRP), an orphan and potentially lethal disease that primarily afflicts children. There are currently approximately 6000 cases of RRP in the US, with >\$400,000,000 healthcare costs annually. The program is in late pre-clinical development; we anticipate initiation of a Phase I RRP trial by early 2019.



Nido Surgical is developing minimally-invasive instruments for direct-vision, beating-heart surgery. Based on technology developed at Boston Children's Hospital, Nido Surgical's instruments finally bring laparoscopic-type minimally-invasive techniques to beating-heart surgery. They enable direct visualization and surgery on a beating heart through a small incision in the chest; thus avoiding the need for open-heart surgery and the potentially serious neurological side effects of cardiopulmonary bypass.



NeurAxon Pharma Inc is a privately owned semi-virtual pharmaceutical company developing new chemical entities (NCEs) for the treatment of neurological disorders. NeurAxon has developed a platform of selective inhibitors of the nitric oxide synthase (NOS) enzyme family, the enzyme which produces nitric oxide (NO). NeurAxon is the first company to be able to specifically target and inhibit the individual isozymes (nNOS, eNOS, iNOS). NO has been implicated in a wide variety of neurological disorders from migraine through to neurodegeneration. NeurAxon's selective NOS inhibitors may be especially suited to neurodegenerative diseases as a transformative symptomatic and disease modifying treatment. Parkinson's Disease (PD) in particular may be particularly amenable to NOS based therapeutics.



Nanovis is a private spinal implant company with advanced nano and antimicrobial implant technologies, a strong research and management team, rapid growth and high growth potential. Nanovis' first two technology platforms apply across a range of orthopedic implants and speed healing around the implant, particularly bone ingrowth, ongrowth and implant fixation thereby stabilizing implants and surrounding bone much faster than competitors. These platforms include a porous titanium scaffold and polymer composite implant family, and a platform of nanosurface technologies used to modify protein adsorption patterns on implants to increase healing and tissue growth while reducing inflammation and bacteria attachment. Nanovis's third platform is an antimicrobial implant nanosurface and related early stage technologies designed to greatly reduce wound infections.



Eyecarrot is building a collaborative care platform, called Binovi™, which provides consumers and healthcare professionals with the world's first low-cost, integrated hardware, software and data platform designed to dramatically improve vision performance. We believe that addressing and optimizing the full spectrum of the OMS system holds promise for significant gains globally for education, athletic performance, recovery from traumatic brain injuries, visual/cognitive training for the aging population and reduced reliance on medication, leading to higher productivity and lower cost for our society as a whole. Eyecarrot's first product is Binovi™ Coach, which offers customized vision performance programs, powerful analytics, tailored reminder/alerts, and seamless communication between patients and world-class care teams - all via mobile devices they use everyday.



BrainFx is a digital cognitive performance assessment software and analytics company. The company's patented technology is hyper-sensitive to the effects of brain disorders on a person's real world cognitive skill, designed to detect mild to moderate Traumatic Brain Injuries (TBI). Technology provides high-resolution insights and analytics to assist clinicians and patients in treatment planning, diagnosis, monitoring and outcome measurement. BrainFX delivers its solutions in 3 configurations through its LivingBrainBank™ Cloud platform: 1. BrainFX 360 is a flagship product for Therapists and Clinicians for in-depth assessment for treatment plan development; 2. BrainFX SCREEN is a mobile app for ER and primary care professionals for pre-screen or on-the-spot assessment; and 3. myBrainFX™ app is a consumer-centric app for personal brain health monitoring.



Bresotec's first product, BresDx®, is a cordless, single-user, home sleep test used as an aid in the diagnosis of sleep apnea. BresDx® uses proprietary acoustic and movement recording technology to produce a ready-to-use clinical report. The accuracy of BresDx® has been validated in several clinical trials reaching 95% correlation to the in-lab test. It is estimated that 10% of the adult population suffers from sleep apnea, but 85-90% have not been diagnosed. Left untreated, sleep apnea leads to a 3-4 fold increase in the risk of hypertension and cardiovascular diseases and a similar increase in motor vehicle accident rates. With its combination of simplicity and accuracy, BresDx® allows more patients to be diagnosed in a cost-effective way.



Realist Pharma is an immuno-oncology company. Its two co-founders are Uri Saragovi and Mark de Groot, whose previous company concluded a major transaction for its Phase 3 asset with big pharma in 2015. Realist's technologies are the result of a 10+ year research program, and are underpinned by its discoveries that carbohydrates in more than 10 well-known & widespread tumor marker gangliosides (TMGs) have well-defined, highly conserved structures which can be targeted by active immune responses. Its technologies have been extensively tested in animal models as regards efficacy and safety. Realist has two main programs. The REAL-1 program (ex vivo vaccination) uses cytotoxic T cells derived from patients, which are activated to kill cells which display the TMGs. Phase 1 human studies are expected to commence in early 2017. The REAL-2 (therapeutic in vivo vaccination) program comprises New Chemical Entities (pharmaceuticals) which elicit a highly specific & effective immune response against the above TMGs.



SIGMA is a cloud-based recipe box for surgeons. It provides tools for surgeons to create, manage and share step-by-step surgical protocols with each other and with other members of the OR staff. Advanced analytics tell surgeons how they differ from each other, and which areas of the procedure need to be addressed in order to optimize performance. There is currently no simple way of doing this. The result is huge variance between surgeons resulting in suboptimal outcomes and inflated costs.



GeneYouIn (GYI), a personalized medicine company, has built an automated genome annotation and reporting platform. We envision genetic insights becoming standard inputs for optimizing health and wellness of individuals. Our 1st product, PillCheck™, addresses needs of both healthcare consumers and front line care providers. PillCheck is a medication optimization service, providing individuals with evidence-based predictions of their responses to 75+ commonly prescribed drugs. Working with consulting pharmacists, patients receive safer medications with maximum therapeutic efficacy and minimum adverse effects. Since its launch in 2015, PillCheck™ has generated ~\$450K in sales. PillCheck™ has been deployed in community pharmacies, clinical laboratories, and in disability management. PillCheck™ can be securely integrated with a variety of workflows, making it a scalable and cost-effective application.



ImmunoBiochem has developed a disruptive approach to targeting unique proteins in the secretomes of cancer cells with Antibody Drug Conjugates (ADCs) - an emerging class of anticancer therapeutics that combine the selectivity of targeted biologics with the potency of highly-cytotoxic small-molecule drugs. ImmunoBiochem has identified a class of molecular targets that are secreted by cancer cells, but not healthy cells. These cancer targets possess unique properties enabling the highly-selective delivery of toxic payloads to cancer cells, while leaving normal cells unharmed. ImmunoBiochem's next-generation ADCs aim to offer a superior safety profile and broad therapeutic window, preventing on-target toxicities against healthy cells. Leads are being developed for Triple-Negative Breast Cancer (TNBC) - an aggressive disease with no targeted biological therapeutic treatment options.



Induce Biologics Inc. is a regenerative medicine company based in Toronto, Canada, that is developing bioimplants for bone regeneration. The lead product candidate, URIST™, is a novel implant that contains bone morphogenetic protein (BMP), and a proprietary carrier; this carrier provides a gradual, multi-phasic delivery of BMP. This gradual delivery allows for the use of less BMP compared to current products, making it more cost-effective. Also, since all known BMP adverse events and toxicity issues have been related to higher doses of BMP, the ability to use lower doses provides a potential risk benefit as well.



MetricAid is an emergency department (ED) wait-times management company, focusing on consulting and schedule management. Services are based on a supply and demand algorithm, which matches predicted volumes of patients arriving in the ED, with the performance of the department and individual physicians. MetricAid offers consultation to solve macro-level schedule issues, and a monthly scheduling service that addresses micro-level issues, ensuring a comprehensive solution that gets results. MetricAid clients are among the best performing hospitals in the province, which benefits the clients through additional incentive-based funding, and the physicians through additional billings.



MedStack reduces the time and cost to build integrated patient-centric healthcare apps by 60%. We specifically address, through a series of secure cloud tools, the biggest challenges faced by healthcare app developers: data integration and privacy compliance. Our current closed Beta has enabled applications that achieve better healthcare outcomes across a number of medical arenas such as behavioural health, sports medicine and neonatal care. We further support these innovative developers and physicians via our extensive network of development, compliance and integration partners.

A GLOBAL INNOVATION HUB



MaRS helps innovators change the world.

Located in Toronto—Canada's largest and the world's most diverse city—MaRS brings together researchers, social scientists, entrepreneurs and business experts under one roof, providing a home to entrepreneurs and a bridge to the business world. We help companies bring their breakthrough ideas to market and thrive on a global scale.

At 1.5 million square feet, the MaRS Centre is home to a curated mix of more than 150 diverse tenants, from global companies like Facebook, Autodesk, Etsy and Airbnb to mid-size companies and startup ventures.

The MaRS Centre also houses globally recognized health innovation organizations, including:

- Johnson & Johnson Innovation's JLABS incubator, the largest of its kind and first to locate outside the U.S.
- Canadian Centre for Regenerative Medicine
- Ontario Institute for Cancer Research (OICR)
- Ontario Genomics Institute
- And many more

LEARN MORE AT [MARSDD.COM](https://marsdd.com)



make the
CONNECTION

JLABS

JLABS, part of Johnson & Johnson Innovation, is a network of state-of-the-art laboratories and core research facilities across North America. JLABS accelerates transformative healthcare solutions by providing essential resources and connections to early-stage innovators— all in a no-strings-attached model. In addition, a robust life science innovator curriculum gives entrepreneurs the knowledge to navigate one of the most complex and highly-regulated industries in the world. The JLABS network includes six facilities, located in San Diego, San Francisco, South San Francisco, Boston, Houston and Toronto.

FIND OUT MORE ABOUT HOW YOU CAN JOIN US AT

[JLABS.jnjinnovation.com](https://www.jlabs.jnjinnovation.com)

WE WANT YOU!



Exhibiting Companies



Table 1



Table 2



Table 3



Table 4



Table 5



Table 6



Table 7



Table 8



Table 9



Table 10



Table 11



Table 12



Table 13



Table 14



Table 15



Table 16



Table 17



Table 18



MaRS helps innovators change the world. Located in Toronto—Canada's largest and the world's most diverse city—MaRS brings together researchers, social scientists, entrepreneurs and business experts under one roof, providing a home to entrepreneurs and a bridge to the business world. We help companies bring their breakthrough ideas to market and thrive on a global scale. MaRS Health supports 290 ventures, working in a range of strategic areas: digital health, medical devices, biotechnology, and consumer health. We help them get their discoveries into global health markets by offering expert advice, access to capital, connections to talent and customers through an extensive network of strategic partners. To learn more about connections to innovative Canadian health ventures and partnership opportunities, please contact health@marsdd.com.



Genome Canada is a not-for-profit organization that aims to harness the transformative power of genomics for the benefit of all Canadians. We connect ideas and people across public and private sectors to find new uses for genomics, invest in large-scale science and technology to fuel innovation, and translate discoveries into solutions across key sectors of national importance, including health, agriculture, forestry, fisheries & aquaculture, energy, mining, and the environment.



AdvaMed 2016 is the leading MedTech Conference in North America, bringing more than 1,000 companies together in a uniquely multifaceted environment for business development, capital formation, innovative technology showcasing, world-class educational opportunities and networking. An event rich in international flavor and featuring a deep, diverse attendee list that includes influential policy-makers, business executives and media, AdvaMed 2016 seeks to advance industry discussion from key perspectives through detailed panel sessions, executive forums and more. It is a "must-attend" event for any MedTech company. Whatever your goals may be, you are sure to accomplish, and even surpass them, at AdvaMed 2016.



A unique not-for-profit, TEC Edmonton is a joint venture of the University of Alberta and the Edmonton Economic Development Corporation. TEC Edmonton helps technology entrepreneurs accelerate their growth. In addition to being the commercialization agent for University of Alberta technologies, TEC Edmonton operates Greater Edmonton's largest accelerator for early stage technology companies, including both university spinoffs and companies from the broader community. TEC Edmonton provides client services in four broad areas: Business development, funding and finance, technology commercialization and entrepreneur development. For more information, visit www.tecedmonton.com.



A premium drug discovery service provider with proven expertise in lead identification and lead optimization leading to drug candidates. Fully integrated capabilities include medicinal chemistry, bioassays, DMPK (in vitro/in vivo-non human species) and scale-up (1-500 gram). Entirely based in N. America (Montreal) in a state-of-the-art building with a highly experienced staff from large companies. Established track record of success and unparalleled cost efficiency.



BIOTECanada is the national industry association with over 200 members located nation wide, reflecting the diverse nature of Canada's health, industrial and agricultural biotechnology sectors. In addition to providing significant health benefits for Canadians, the biotechnology industry has quickly become an essential part of the transformation of many traditional cornerstones of the Canadian economy including manufacturing, automotive, energy, aerospace and forestry industries.

Mammoth Health Innovation is a collaborative donor-based fund mandated to accelerate the global commercialization of Canadian-led healthcare innovations. Our mission is to commercialize healthcare innovations for better patient outcomes while at a reduced cost. Our vision is to aggressively promote collaborative innovation commercialization on a global basis. Currently we are seeking potential collaborations in Health IT and Telemedicine (both apps and devices) that will complement similar offerings from our US network of leading hospitals and SMEs.



Altasciences Clinical Research encompasses Algorithm Pharma in Montreal, QC, Vince & Associates Clinical Research in Overland Park, KS, as well as Algorithm Pharma USA in Fargo, ND, thereby making it one of the largest early phase clinical CROs in North America. With over 25 years of industry experience, Altasciences provides early phase clinical development services to an international customer base of biopharmaceutical and generic companies. Altasciences' full-service solutions offering in this critical stage of drug development includes medical writing, biostatistics, data management and bioanalysis.



Life Science Nation (LSN) accelerates fundraising using its matching platform to create highly compatible relationships between early stage scientists/ entrepreneurs and emerging technology investors. LSN researches and curates market intelligence on two industry sectors: The first is emerging biotech and medtech companies, which by their ephemeral nature are challenging to find and track. Second, LSN tracks ten categories of early stage life science investors and identifies who is filling the void left by venture capital. LSN owns and operates the Redefining Early Stage Investments (RESI) conference series, which brings together global early stage biotech and medtech companies with early stage investors.



Boston Innovation Capital (BIC), member SIPC / FINRA, is an advisory firm that was spun out of Life Science Nation (LSN) in 2014. BIC was founded in order to address an unmet need among early stage entrepreneurs in the biotech and medtech sectors for tactical, hands-on assistance in packaging technologies and management teams and executing fundraising campaigns. Scientist-entrepreneurs raising capital to bring their assets towards commercialization are faced with few choices when seeking outside help for fundraising. In the past, these choices would include small-scale investment banks, and retired bankers or industry executives who may or may not be associated with a broker-dealer. Most cannot provide the global reach and scale of service that allows an entrepreneur to find a clear and expeditious path to capital. Boston Innovation Capital was created to provide this global service, and to help new life science technologies take the next step towards the market.



WuXi AppTec is a leading open-access R&D capability and technology platform company serving the pharmaceutical, biotechnology, and medical device industries, with operations in China and the US. As a research-driven and customer-focused company, WuXi provides pharmaceutical, biotechnology, and medical device companies with a broad and integrated portfolio of laboratory and manufacturing services throughout the drug and medical device R&D process. WuXi AppTec's services are designed to help its global partners in shortening the cycle and lowering the cost of R&D. WuXi is also building a platform to provide clinical diagnostic and genomic services directly to physicians and their patients globally.



The Centre for the Commercialization of Antibodies and Biologics (CCAB) develops and commercializes biologics discovered at the Toronto Recombinant Antibody Centre (TRAC). Our partners can access customizable screening technologies to identify targets, a state-of-the-art phage display discovery platform, and a portfolio of fully-human antibodies against 300+ targets. CCAB facilitates access to the portfolio through a streamlined licensing process flexible to its partner's needs and is able to provide specified quantities of antibodies/synthetic proteins of choice to support evaluation studies. CCAB is also advancing a small number of novel in-house therapeutic programs with the aim of identifying lead development candidates. For these programs, CCAB is seeking investment capital to support the creation of single or multi-asset start-up companies.





JLABS, part of Johnson & Johnson Innovation, is a network of state-of-the-art laboratories and core research facilities across North America. JLABS accelerates transformative healthcare solutions by providing essential resources and connections to early-stage innovators— all in a no-strings-attached model. In addition, a robust life science innovator curriculum gives entrepreneurs the knowledge to navigate one of the most complex and highly-regulated industries in the world. The JLABS network includes six facilities, located in San Diego, San Francisco, South San Francisco, Boston, Houston and Toronto.



Dalton Pharma Services is a Health Canada approved and FDA registered GMP contract service provider of integrated chemistry, drug development and manufacturing services to the pharmaceutical and biotechnology industries. We bring over 30 years of experience to our clients' projects and emphasize quality, speed and flexibility. Dalton can accelerate your Drug Discovery and Development Program by integrating process development, API manufacturing and finish dose manufacturing all at a single location. We offer a full range of services in-house including drug discovery, medicinal chemistry, flow chemistry, custom synthesis, formulation development, process development, cGMP API manufacturing, cGMP sterile fill/finish and aseptic liquid and powder filling.



Kineta®, Inc., founded in 2007 by Drs. Charles Magness and Shawn Iadonato, is a biotechnology company focused on the development of new and novel therapeutic drug candidates. We are currently focused on autoimmune, antiviral and pain. Our lead drug, dalazatide, is phase II ready. We have a progressive business model aimed at accelerating advancement of novel medicines to benefit patients and investors more quickly than traditional models. Kineta's corporate strategy is to discover novel compounds, advance them through Phase I of the development process and then partner with larger biopharmaceutical companies to conduct late stage development and commercialization.



TO Health! is an industry-led promotion cooperative focused on raising the profile of the Toronto region's Human Health & Sciences (HHS) cluster. TO Health! actively promotes and builds profile for the entire Toronto region HHS cluster by highlighting its strengths and successes and recognizing industry leaders within the cluster. TO Health! also assists groups with their own promotional outreach through TO Health! brand affiliation and resources, which can be used to powerfully present the region as a highly attractive place to live, work and invest.

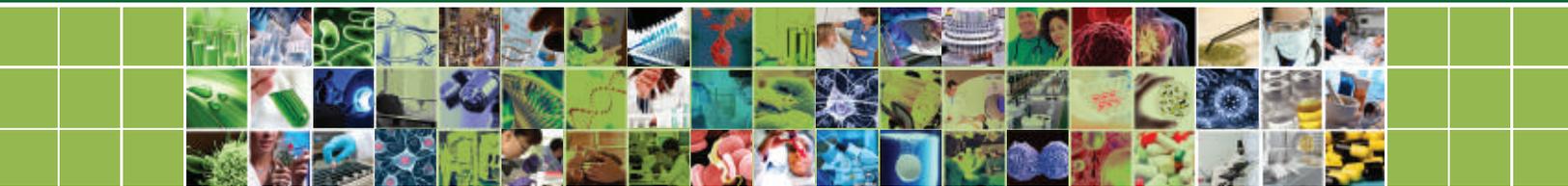


DavosPharma provides discovery services, custom chemistry (novel raw materials, GMP intermediates, regulatory starting materials & APIs), biologics, and custom dosage forms (parenterals and orals), with supporting development, analytics, stability and regulatory documentation. We have successfully leveraged forty years of custom manufacturing experience, forming global strategic alliances with well-vetted, cGMP custom manufacturers in the EU, North America and Asia. Our expertise enables us to match your particular need with the supplier best able to deliver your project. DavosPharma shares your risk by billing for deliverables, not best efforts, providing an additional level of assurance and oversight between you and the supplier.



MarkiTech is a fully integrated technology and commercialization vendor. We specialize in solving your business problems by developing and commercializing world class web, mobile & internet of things apps with amazing user experience at a competitive price. Through our partner, we provide services including: Web, Mobile and Custom Application Development & Commercialization Services.

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



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5,000 early stage life science investors across 10 categories

RESI REDEFINING EARLY STAGE INVESTMENTS
4 Annual Conferences

FUNDRAISING ADVISORY FIRM
Providing tactical assistance in executing fundraising campaigns in the biotech and medtech arenas

COMPANY PLATFORM
30,000 emerging biotech, medtech, diagnostic and healthcare IT companies



GLOBAL NETWORK OF INVESTORS
Securing meetings and fostering relationships with qualified investors that are a fit

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Track 1	Moderator & Panelists
<p>8:00 - 8:50 AM</p> <p>EARLY STAGE THERAPEUTICS INVESTORS</p>	<ul style="list-style-type: none"> • Cynthia Lavoie, General Partner, <i>TVM Capital</i>  • Beni Rovinski, Managing Director, <i>Lumira</i> • David O'Neill, Vice President, Business Development, <i>Fight Against Cancer Innovation Trust</i> • Kelly Holman, Co-Founder & Managing Director, <i>Genesys Capital</i> • Thomas Luby, Senior Director, New Ventures, <i>Johnson & Johnson Innovation</i>
<p>9:00 - 9:50 AM</p> <p>CORPORATE VCS IN HEALTHCARE</p>	<ul style="list-style-type: none"> • John Gustofson, Sr. Director, <i>AbbVie Ventures</i>  • Jennifer Hamilton, Senior Director, New Ventures (Canada), <i>Johnson & Johnson Innovation</i> • Kasra Moozar, VP, Corporate Development and International Sales, <i>TELUS Health</i> • Rajeev Dadoo, Partner, <i>SR One</i> • Todd Brady, Director of Finance, <i>Brace Pharma Capital</i>
<p>10:00 - 10:50 AM</p> <p>BIG PHARMA</p>	<ul style="list-style-type: none"> • Kuldeep Neote, Senior Director, New Ventures/Scout, <i>Johnson and Johnson Innovation</i>  • Arpita Maiti, Director, External R&D Innovation, Inflammation & Immunology, <i>Pfizer</i> • Chuck Gray, Innovation Sourcing Director, <i>Novo Nordisk</i> • Kevin Lynch, VP, Search and Evaluation, <i>Abbvie</i> • Terry Connolly, Executive Director, <i>Celgene</i>
<p>11:00 - 11:50 AM</p> <p>HEALTHCARE SYSTEM PARTNERS</p>	<ul style="list-style-type: none"> • Veenu Aulakh, Executive Director, <i>Center for Care Innovations</i>  • Bianca Stern, Executive Director, Health Innovations, <i>Canadian Centre for Aging & Brain Health Innovation</i> • Patrick Clifford, Director of Research and Innovation, <i>Southlake Regional Health Centre</i> • Raphael Hofstein, President & CEO, <i>MaRS Innovation</i> • Trish Barbato, SVP, Innovation and Strategic Partnerships, <i>Revera</i>
<p>1:00 - 1:50 PM</p> <p>ANGEL GROUPS</p>	<ul style="list-style-type: none"> • Stephen Goodman, Founding Member, <i>Mid Atlantic Bio Angels</i>  • Brandon Corman, Managing Director, <i>Maple Leaf Angels</i> • Chris Apfel, Chair, Life Science Committee, <i>Keiretsu Forum</i> • Don Thomson, Chair, <i>Angel One Investor Network</i> • Sean Holt, Executive Director, <i>Impact Angel Alliance</i>
<p>2:00 - 2:50 PM</p> <p>FAMILY OFFICES</p>	<ul style="list-style-type: none"> • Dennis Ford, Founder & CEO, <i>Life Science Nation</i>  • Hugo Peris, Board Member, <i>Salvat Biotech</i> • Ron Paliwoda, Founder and President, <i>Paliwoda Group</i> • Sergei Petukhov, Partner, <i>Enso Ventures</i> • Sunil Selby, Managing Partner, <i>Trellis Capital</i>
<p>3:00 - 3:50 PM</p> <p>VENTURE PHILANTHROPY & IMPACT INVESTING</p>	<ul style="list-style-type: none"> • Walter Grandberry, Regional Development Officer, <i>Gateway for Cancer Research</i>  • Adrianna Alterman, Senior Associate, <i>MaRS Catalyst Fund</i> • John Parker, Trustee, <i>Charles H. Hood Foundation</i> • Jun Xu, Senior Director, <i>Leukemia & Lymphoma Society</i> • Rick Jones, Director, <i>Broadview Ventures</i>
<p>4:00 - 4:50 PM</p> <p>ASIA-PACIFIC INVESTORS</p>	<ul style="list-style-type: none"> • Christopher Kim, Managing Partner, <i>Korea-Seoul Life Science Fund</i>  • Sean Cao, VP of Global Business Development, <i>Simcere Pharmaceutical Group</i> • Shaoyu Chang, Senior Research Manager & Asian Business Development Liaison, <i>Life Science Nation</i> • Vikram Sudarsan, Strategy Head, <i>Cipla New Ventures</i> • Weiyong Sun, Senior Director, External Scientific Affairs, <i>Daiichi Sankyo Group</i>

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Integrity



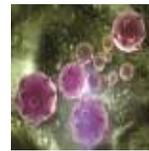
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Biologics



Cell Therapies



Medical Devices



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Further Together



Track 2	Moderator & Panelists
<p>8:00 - 8:50 AM</p> <p>EARLY STAGE DIGITAL HEALTH INVESTORS</p>	<ul style="list-style-type: none"> • Dennis Giokas, Chief Technology Officer, <i>Canada Health Infoway</i>  • Dennis Deppenbusch, Director, New Ventures Initiative, <i>Blue Cross and Blue Shield of Kansas</i> • Jean-François Pariseau, Partner, Healthcare Fund, <i>BDC Capital</i> • Shurjeel Choudhri, Senior Vice President and Head, Medical and Scientific Affairs, <i>Bayer</i> • Tom Hawes, Managing Director, <i>Sandbox Industries</i>
<p>9:00 - 9:50 AM</p> <p>EARLY STAGE MEDTECH INVESTORS</p>	<ul style="list-style-type: none"> • Gordon Cheung, Partner & Chief Medical Officer, <i>Epic Capital Management</i>  • Charles Bridges, VP, Medical Devices, Cardiovascular Therapeutic Area Expert, <i>Johnson & Johnson</i> • David Huizenga, Co-Founder, President & CEO, <i>TAO Life Sciences</i> • Garheng Kong, Managing Partner, <i>HealthQuest Capital</i> • Lisa Boreanaz, Senior Policy Analyst, <i>OCHIS</i>
<p>10:00 - 10:50 AM</p> <p>MEDTECH STRATEGICS</p>	<ul style="list-style-type: none"> • Colin Widen, CEO, <i>Boston Innovation Capital</i>  • Adam Zerda, Sr. Manager, Strategic Innovation, <i>BD Technologies (Becton Dickinson)</i> • Ibraheem Badejo, Senior Director, New Ventures, <i>Johnson & Johnson Innovation</i> • Hamid Sadri, Director, Health Economics and Health Technology Assessment, <i>Medtronic</i>
<p>11:00 - 11:50 AM</p> <p> PUBLIC / PRIVATE PARTNERSHIPS</p>	<ul style="list-style-type: none"> • Sachdev Sidhu, CEO and President, <i>Centre for Commercialization of Antibodies and Biologics</i>  • Gail Garland, President & CEO, <i>Ontario Bioscience Innovation Organization</i> • Michael Waterston, Director of Business Development, <i>Centre for Imaging Technology Commercialization</i> • Ruth Ross, Director, Centre for Collaborative Drug Research, <i>University of Toronto</i> • Shobha Ramsbhir, Senior Manager, Business Development & Research, <i>Ontario Genomics</i>
<p>1:00 - 1:50 PM</p> <p>EARLY STAGE DIAGNOSTIC INVESTORS</p>	<ul style="list-style-type: none"> • Tom Miller, Managing Director, <i>GreyBird Ventures</i>  • Jeff Sumner, SVP of BD, Clinical Affairs and Genetics, <i>LifeLabs</i> • John Steuart, Managing Director, <i>Steuart Ventures</i> • Nicola Urbani, Investment Director, <i>Emerillon Capital</i> • Kathryn Deuchars, Director, Ontario Personalized Medicine Network & Senior Manager BD & Research, <i>Ontario Genomics</i>
<p>2:00 - 2:50 PM</p> <p> BUILDING CANADIAN BIOTECHS</p>	<ul style="list-style-type: none"> • Mary Haak-Frendscho, CEO, <i>Blueline Bioscience</i>  • Jerel Davis, Managing Director, <i>Versant Ventures</i> • Michael Salter, Chief of Research, <i>The Hospital for Sick Children</i> • Sammy Farah, CEO, <i>Turnstone Biologics</i> • Stefan Larson, CEO, <i>Northern Biologics</i>
<p>3:00 - 3:50 PM</p> <p>INCUBATOR/ ACCELERATOR/ NEW MODELS</p>	<ul style="list-style-type: none"> • Rebecca Yu, Head of JLABS @ Toronto, <i>Johnson & Johnson Innovation</i>  • Christopher Kim, Managing Partner, <i>Korea-Seoul Life Science Fund</i> • Dianne Carmichael, Managing Director, <i>MaRS Health Venture Services</i> • Gordon Kurtenbach, Head of Research, <i>Autodesk</i> • Linda Maxwell, Founding & Managing Director, <i>Biomedical Zone</i>
<p>4:00 - 4:50 PM</p> <p>CONSUMER HEALTH & WEARABLES</p>	<ul style="list-style-type: none"> • Reda Jaber, Partner, <i>IncWell Venture Capital</i>  • Jennifer Elia, Assistant VP, Client Experience, Integrated Health Solutions, <i>Sun Life Financial</i> • Neil D'Cruz, VP of Marketing & Sales, <i>Dynacare</i> • Stuart Browne, CEO, <i>Pycap Venture Partners</i> • Veronika Litinski, CEO, <i>Konona Health</i>

EARLY STAGE THERAPEUTICS INVESTORS

TRACK 1



• **Cynthia Lavoie**, General Partner, TVM Capital 

Dr. Lavoie is responsible for deal making, deal origination and execution and for the management of portfolio companies in the U.S. and Canada. Dr. Lavoie has led investments into Montreal-based portfolio companies Kaneq Bioscience and FAAH Pharma, where she serves on the Boards of Directors. Dr. Lavoie has merged assets and led investments into Acer Therapeutics, located in Cambridge, MA. Cynthia also serves on its board of directors. Dr. Lavoie joined the firm in 2012 with ten years of investment experience and another ten years in research institutions and life science firms. Prior to her current tenure, Dr. Lavoie was with VG Partners, a large Canadian private equity firm, where her most recent role was as Partner and head of life sciences. She served on the boards of therapeutics and device companies including Cytochroma (sold to Opko Health) and Trillium Therapeutics (NASDAQ: TRIL). Dr. Lavoie also had a direct role in the sale of VisualSonics, an imaging company, to SonoSite Inc. (now Fujifilm SonoSite). Previously, Dr. Lavoie was a marketing strategy consultant with drug/device developer Vasogen (merged with Intellipharma; NASDAQ: IPCI). Dr. Lavoie completed her PhD at McGill University and carried out academic and commercially focused research at the University of Texas Southwestern Medical Center. Dr. Lavoie graduated with a first class honors MBA from the Rotman School of Management.



• **Beni Rovinski**, Managing Director, Lumira

Dr. Benjamin Rovinski has 27 years of investment, operational, managerial and research experience in the healthcare sector. Beni joined Lumira Capital in 2001, where he is a Managing Director, with an investment focus on mid-to late-stage private and public life sciences companies. With a proven track record of delivering results both as a senior scientist and a business executive, Beni has held several senior management positions in the biotechnology sector, including 13 years at Sanofi Pasteur (formerly Aventis Pasteur) where he was a senior scientist and director of molecular virology, with a particular focus in the areas of virology, vaccine development, recombinant protein production, and functional genomics. While at Aventis, Beni led global research and development programs in the areas of HIV/AIDS and therapeutic cancer vaccines (e.g., colorectal, prostate and cervical cancers), bringing several of them through to clinical stage.



• **David O'Neill**, Vice President, Business Development, *Fight Against Cancer Innovation Trust*

Dr. David O'Neill joined FACIT in 2013 and is responsible for start-up company corporate strategy and pharmaceutical partnerships. He brings a wealth of networks and experience as an Advisor to FACIT investee companies including Fluorinov Pharma (Trillium Therapeutics), Novera Therapeutics and Turnstone Biologics. Previously, Dr. O'Neill held roles of increasing responsibility during his eight years with Ambit Biosciences (Daiichi Sankyo), including Project Leader for Quizartinib; non-clinical safety programs in oncology and inflammation, IND preparation, project and risk management and program strategy. With the Business Development team, he conducted compound licensing, Alliance Management, Discovery collaborations and marketing kinase profiling (KinomeScan, acquired by DiscoverRx) services and technology. Prior to Ambit, Dr. O'Neill served as Research Liaison at AstraZeneca on behalf of Global Discovery Alliances, with a focus on in-licensing technologies and compounds from researchers and biotechnology companies, as well as competitive intelligence and Alliance Management. Dr. O'Neill holds a PhD from the University of Western Ontario from the Faculty of Health Sciences.



• **Kelly Holman**, Co-Founder & Managing Director, *Genesys Capital*

Mr. Holman is co-Founder and Managing Director of Genesys Capital and has extensive commercial and technical experience in the biotechnology industry. Since co-founding Genesys Capital in 2000, Mr. Holman has been actively involved in raising over \$225 million of venture capital and has been instrumental in deploying over \$155 million across 28 investments. He currently serves on the Board of Directors of Functional Neuromodulation Ltd. and Impopharma Inc. From 2001 to 2013, he served on the board of Epocal, a Genesys portfolio company recently acquired by Alere (NYSE: ALR). Mr. Holman also serves on the Board of Directors of the Ontario Bioscience Innovation Organization (OBIO) and sits on the Ontario Centre of Excellence's (OCE) Advanced Health Technologies Sector Advisory Board. Prior to co-founding Genesys Capital, Mr. Holman was a Senior Investment Manager with MDS Capital Corp. During his tenure at MDS, he was involved in all stages of investment from start-up and early-stage to mezzanine stage and public company investing. Mr. Holman holds a Bachelor of Science (Honours) in Biochemistry and an MBA, both from Queen's University.

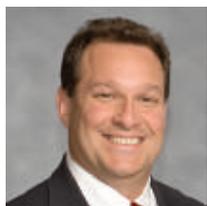


• **Thomas Luby**, Senior Director, New Ventures, *Johnson & Johnson Innovation*

Tom is a Sr. Director of New Ventures at the Johnson & Johnson Innovation Center in Boston focusing on early-stage investments and collaborations in Neuroscience, Cardiovascular & Metabolism, Infectious Disease, Microbiome Therapeutics, and Consumer Products. Prior to joining J&J, Tom worked at Shire where he was the Sr. Director of Research Ventures. Tom received his Bachelor of Science degree in Biology from State University of New York at Plattsburgh, his Ph.D. in Immunology from Tufts University, and was a post-doctoral fellow in the Cancer Cell Biology Department at Harvard School of Public Health.

CORPORATE VCS IN HEALTHCARE

TRACK 1



• **John Gustofson**, Sr. Director, *AbbVie Ventures* 

John Gustofson is Senior Director of AbbVie Ventures. John is primarily responsible for identifying and transacting venture opportunities across therapy areas including immunology, oncology, virology, and neuroscience. Prior to joining AbbVie, John worked at AstraZeneca as a Director of Strategic Partnering and Business Development focused on oncology licensing. John has 20+ years professional experience as a bench scientist and in various roles of market and business development. In addition, John has worked in numerous biotechnology companies including Altus Pharmaceuticals and Therion Biologics and spent approximately 4 years in strategy consulting to the life sciences industry. He holds a bachelor's degree in Microbiology from Western Illinois University, a Master Degree in Molecular Biology from the Miami University and an MBA from the Boston University.



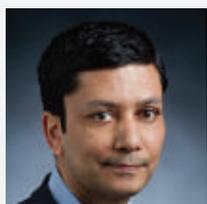
• **Jennifer Hamilton**, Senior Director, *New Ventures (Canada), Johnson & Johnson Innovation*

Jennifer Hamilton is the Senior Director, New Ventures at Johnson & Johnson Innovation. Formerly, Jennifer was an Advisor to Johnson & Johnson Innovation where she was responsible for scouting opportunities in Canada. Previously, Jennifer was an Advisor to Johnson & Johnson's Corporate Office of Science and Technology (COSAT) where she maintained similar responsibilities. Prior to joining J&J, Jennifer spent 10 years as Venture Partner at UK-based Nomura Phase4 Ventures, an international life sciences fund. Previously, she was an Investment Director with Rothschild Asset Management which managed two global publicly traded funds and lead investments in Angiotech, AnorMed, Immgenics, Inflazyme and TerraGen. She has worked as an advisor to early and late-stage companies, venture funds and pension funds giving financing, business development and M&A advice. Jennifer has an MSc and a PhD in Experimental Pathology/Lipid Metabolism from the University of British Columbia and a BSc from the University of Guelph.



• **Kasra Moozar**, VP, *Corporate Development and International Sales, TELUS Health*

Kasra is responsible for guiding the organization's venture capital investments and M&A plans, as well as for building strategic partnerships and commercializing TELUS Health's intellectual property on an international basis. A highly experienced executive, Kasra has held senior positions in business development, marketing and strategy for a number of IT and healthcare organizations, including Gexel Telecom and IP5 Corporation as well as Groupe Lagasse Inc. Kasra holds a Masters degree in Engineering from McGill University and sits on several national executive boards, including Canada Health Infoway's Standards Collaborative Strategic Committee, the Montréal Chamber of Commerce Health Committee and MEDEC Board of Directors.



• **Rajeev Dadoo**, Partner, *SR One*

Rajeev joined SR One in 2003 and is an alum of the Kauffman Fellows Program. Rajeev has been involved with SR One's investments in True North, Illuminoss, Avhana, Setpoint, iPierian, Cydex, Hypnion, Predix and Pinnacle. In addition to his role at SR One, Rajeev spent time with the Competitive Excellence group within GSK working on company-wide strategic projects for GSK's Corporate Executive Team. Prior to SR One, Rajeev worked at Genentech, where his role included technology and clinical development, and at Bio-Rad Laboratories in a product development role. In addition, Rajeev has worked at Genome Therapeutics in the business development role. Rajeev was a co-founder of Unimicro Technologies, a company that was created to develop and commercialize instrumentation for biomedical analysis. Rajeev received his BA degree in Chemistry and Mathematics from Knox College, his PhD in Chemistry from Stanford University and his MBA from the Wharton School of the University of Pennsylvania.

• **Todd Brady**, Director of Finance, *Brace Pharma Capital*

Todd Brady currently serves as the Director of Finance and Investments at Brace Pharma Capital. Mr. Brady also serves as a director for Brace portfolio companies GeNO LLC and Tyrogenex, as well as a board observer for Avidity Nanomedicines and Miragen Therapeutics. Mr. Brady has an extensive and diverse background in Capital Markets, working in equity research, asset management, private equity and corporate banking over the duration of his career. Mr. Brady has a Masters of Business Administration from the Schulich School of Business (York University) and is a Chartered Financial Analyst (CFA).

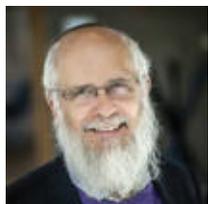


• Kuldeep Neote, Senior Director, New Ventures/Scout, *Johnson and Johnson Innovation* 

Kuldeep Neote, Ph.D., is Senior Director at J&J Innovation Center-Boston, and is responsible for New Venture and Scouting opportunities in the areas of Oncology and Immunology in the East Coast. Dr. Neote is trained as a Molecule Biologist with an extensive background in drug discovery. He has been focused in the area of Immunology, Inflammation and Oncology and has a passion for implementing cutting edge scientific discoveries into practical drug discovery programs. Throughout his career, he has looked at creative scientific and business development collaborative and partnering opportunities that have resulted in tangible clinical translation of new scientific discoveries working in conjunction with academic and biotech companies. Formerly, Dr. Neote was Research Advisor/Director in Global External R&D at Eli Lilly in Indianapolis, IN. Prior to Eli Lilly, he was a Discovery Scientist in Pfizer Inc. in Groton, CT. Dr. Neote initiated the Chemokine Receptor Drug Discovery platform that led to several clinical candidates, and also discovered novel chemokines. Earlier in his career, Dr. Neote cloned one of the first chemokine receptors during his post-doctoral studies in Genentech. Dr. Neote earned her BSc. in Microbial and Cellular Biology at the University of Calgary, Calgary, Canada, and a Ph.D. in Human and Molecule Genetics at the University of Toronto, Toronto, Canada, where he was a major contributor in the understanding of the molecular basis of lysosomal storage diseases, in particular Tay Sachs and Sandhoff's disease.

• Arpita Maiti, Director, External R&D Innovation, Inflammation & Immunology, *Pfizer*

As Director, External R&D Innovation (ERDI), Arpita is a member of the external opportunities (discovery to POC) search and evaluation team for Inflammation & Immunology at Pfizer. ERDI is an externally-focused scientific team of PhDs / MDs, embedded within Pfizer research groups, that identifies late-breaking science forming the basis of innovative therapies, and drives related collaborations that deliver value to Pfizer, its partners, and patients. Prior to Pfizer, she was Associate Director of R&D Alliance Design & Management at Vertex Pharmaceuticals. Arpita got her start in biotech at Angiotech Pharmaceuticals, heading the Cell Biology & Drug Screening group. She trained as an immunologist and has a PhD and MSc in Immunology from UBC and a BSc from Trinity College, UofT. In addition to participating/presenting at pharma innovation and microbiome conferences, she co-organized the 12th World Congress on Inflammation held in 2015, and serves on the board of the Inflammation Research Association as its Past-President.

• Chuck Gray, Innovation Sourcing Director, *Novo Nordisk*

Chuck Gray attended the University of Washington where he received his BSc. He then joined the yeast expression company ZymoGenetics, where in the mid 1980's Chuck successfully cloned the human Factor VII gene, which today is a billion dollar a year drug, known as Novo Seven for the treatment of Hemophilia inhibitor patients. Chuck spent three years working in the Business Development group at Novo Nordisk in Denmark and then moved on to work as a Director of New Business Development for the genomics company Millennium Pharmaceuticals. From there he joined the RNAi company Alnylam Pharmaceuticals as Senior Director of Business Development, responsible for establishing scientific collaboration agreements with key university researchers and licensing in key patents in the field of RNA interference and drug delivery. Currently Chuck is Director of Innovation Sourcing for the Global Research Unit of Novo Nordisk A/S.

• Kevin Lynch, VP, Search and Evaluation, *Abbvie*

Kevin holds the position of Vice President, Search and Evaluation, where he leads a multi-site team of licensing professionals responsible for search, evaluation, and due diligence of all business development opportunities for Abbvie. He is a member of Abbvie's Licensing Steering Committee which reviews and approves business development activities. Kevin joined Abbott (now Abbvie) in 1996 and for the last 10 years has worked in the company's business development organization, holding positions both in scientific assessment and transactions. Previously, Kevin worked in the Research organization as a molecular biologist and subsequently was a member of Abbott's portfolio analysis and strategic decision support group. Before joining Abbott, Kevin worked in the Gene Medicine Department at Rhone-Poulenc Rorer Pharmaceuticals. Kevin received his Ph.D. in Microbiology and an NIH post-doctoral fellowship at the Pennsylvania State University, and has an MBA from Northwestern University Kellogg School of Management.

• Terry Connolly, Executive Director, BD & Global Alliances, *Celgene*

Dr. Connolly was born and raised in Nova Scotia, and completed undergraduate studies in chemistry at Mount Allison University in New Brunswick. He received a Ph.D. in organic chemistry from the University of Ottawa, studying under Professor Tony Durst, and remained in Ottawa for post-doctoral studies with Professor Tito Scaiano. He started his industrial career in process chemistry at Raylo Chemicals in Edmonton, and went on to assume roles of increasing responsibility in process chemistry and chemical development with Roche (Palo Alto CA), Celera (South San Francisco, CA), Wyeth (Pearl River NY) and Celgene (Summit NJ). While at Celgene, Terry was offered an opportunity in the Business Development and Global Alliance Management group. Terry is currently an Executive Director and manages nine of Celgene's alliances, including alliances with Canadian companies Northern Biologics and BlueLine Bioscience.

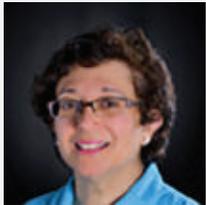
HEALTHCARE SYSTEM PARTNERS

TRACK 1



• **Veenu Aulakh**, Executive Director, *Center for Care Innovations* 

Veenu Aulakh is the Executive Director of the Center for Care Innovations (CCI). CCI transforms care for underserved populations by supporting innovations in health care safety net organizations. Veenu is responsible for the organization's overall strategy, building critical partnerships, and helping to ensure CCI continues to make an impact in transforming health systems caring for vulnerable people. Before joining CCI, Veenu worked as a Senior Program Officer at the California HealthCare Foundation where she managed investments to companies with innovations to lower the cost of care. She also led projects to improve the quality of primary care with an emphasis on information technology and patient engagement. Veenu also held a number of positions within Kaiser Permanente related to improving quality of care, developing disease management programs, and increasing patient engagement. She also worked as a project manager with the diagnostics division of Abbott Laboratories. Veenu received a bachelor's degree in industrial and operations engineering from the University of Michigan and a master's of science in health policy and management from Harvard University.



• **Bianca Stern**, Executive Director, Health Innovations, *Canadian Centre for Aging & Brain Health Innovation*

As Executive Director, Health Innovations, Bianca provides strategic and operational leadership overseeing the center's project pipeline which develops, pilot tests and disseminates innovative and responsive products, technologies and services that are fully aligned with the needs of an aging population. Bianca's team runs the Innovation, Technology & Design Lab and LaunchPad Studio bringing design thinking, business modelling and entrepreneurship to the Baycrest campus and supporting and growing a culture of innovation. Stern's career spans over 35 years in health care in both the private and public sectors. She has a Bachelor's Degree in Occupational Therapy and a Master's Degree in Rehabilitation Science.



• **Patrick Clifford**, Director of Research and Innovation, *Southlake Regional Health Centre*

Patrick Clifford is currently the Director of Research and Innovation, at the Research Institute of Southlake Regional Health Centre in Newmarket Ontario and CreateIT Now the Southlake innovation centre and incubator. Patrick's responsibilities include 1/oversight of research operations and infrastructure (including the REB) and 2/ advancing innovation and commercialization activities and culture building, through strategic collaborations with industry, academia, funders and other key partners. Currently Patrick is charged with leading the development and implementation of Southlake's Research Strategic Plan and advancing the innovation and commercialization strategy which includes developing the SRHC incubator for health related innovation CreateIT Now. Patrick brings 30 years of health care experience in acute care to his current role. He holds an MSW, a BA, BSW and BEd. and continues to practice as clinician on a periodic basis in an emergency mental health setting.



• **Raphael Hofstein**, President & CEO, *MaRS Innovation*

Dr. Hofstein joined MaRS Innovation in 2009 after past positions that include Scientific Director of Biotechnological Applications Ltd.; Manager R&D and Chief of Immunochemistry at the International Genetic Scientific Partnership; Scientific Director of the Israeli office of Ecogen Inc.; Vice President, Business Development for Ecogen in Langhorne, Pa.; and President and CEO of Hadasit, the commercialization company of Hadassah, the largest teaching hospital in Israel. Dr. Hofstein received his PhD and Master of Science degrees in Life Sciences and Chemistry from the Weizmann Institute of Science in Rehovot, Israel.



• **Trish Barbato**, SVP, Innovation and Strategic Partnerships, *Revera*

Ms. Barbato is Senior VP, Innovation & Strategic Partnerships for Revera Inc. Through its portfolio of partnerships, Revera owns or operates more than 500 senior living properties across Canada, the United States and the United Kingdom, offering seniors' apartments, independent living, assisted living, memory care and long term care. During her tenure at Revera, Ms. Barbato has also served as SVP, Retirement and SVP, Home Health. In her current role, Trish is responsible for creating and driving an innovation culture within Revera. She was previously the President and CEO of COTA Health, CFO and VP, Operations at Providence Healthcare and Managing Director at Bayshore Healthcare. Ms. Barbato holds an economics major from the University of Waterloo. She is a Fellow of the Chartered Professional Accountants Association, author of the book *Inspire Your Career* and recipient of the Queen's Diamond Jubilee Award. Ms. Barbato is a frequent speaker in both Canada and the US.



• **Stephen Goodman**, Founding Member, *Mid Atlantic Bio Angels* 

Stephen M. Goodman is a co-founder of Mid Atlantic Bio Angels (www.bioangels.net), an angel investor group, and 1st Pitch Life Science (www.1stpitchlifescience.com), a public forum for pitches from pre-investment stage companies, in each case for companies in the life sciences. He has mentored numerous life science and technology start-ups through The Eugene Lang Entrepreneurship Center at Columbia Business School, the Columbia-Coulter Translational Research Partnership and the E-Lab for Life Science Entrepreneurs sponsored by the New York City Economic Development Corporation. Mr. Goodman is also a partner and co-head of the Mergers and Acquisitions Practice at Pryor Cashman LLP in New York City. His clients include drug development and diagnostic companies, medical device companies, clinical trial management companies and companies in other technology businesses. He is the chair of the Biotechnology Law Committee of the American Bar Association's Science and Technology Law Section.



• **Brandon Corman**, Managing Director, *Maple Leaf Angels*

Brandon Corman is the Managing Director of Maple Leaf Angels and Maple Leaf Angels Capital Corporation, responsible for growing MLA as a value added partner for both investors and entrepreneurs. Previously he was a Business Development Manager for the Network of Angel Organizations – Ontario, where he was responsible for building Southern Ontario's Angel investor networks on behalf of FedDev Ontario. He was also a co-founder of unBrokr Inc. a portfolio analytics platform for direct investors using online discount brokerages. Prior to this, Brandon was an Investment Analyst for a venture capital firm located in Toronto.



• **Chris Apfel**, Chair, Life Science Committee, *Keiretsu Forum*

Dr. Apfel is the President and Chief Executive Officer of SageMedic, Inc., an early stage clinical diagnostic company to assist oncologists in selecting the most effective treatment for their patients. Dr. Apfel is a nationally and internationally known authority on designing, conducting, and publishing highest quality clinical trials with thousands of patients that have changed medical practice with over 100 peer-reviewed publications. Most notable, he developed the "Apfel Score," a standard risk assessment tool to predict nausea and vomiting that is now used in clinical practice world-wide. As a consultant to the pharmaceutical industry he is also conducting health-economic analyses of clinically meaningful diagnostic and treatment options. A recent example is a case-matched analysis of 20,000 patients showing significant more than \$500 cost savings per patients with the use of intravenous acetaminophen in patients undergoing hip or knee replacement surgery. Dr. Apfel is an Angel Investor, the Chair of the Life Science Committee at the Keiretsu Angel Investment Forum and a member of Life Science Angels in the Bay Area. Prior to starting SageMedic, Dr. Apfel was a clinical Professor in the Department of Anesthesia at the University of California San Francisco (UCSF), where he worked as a physician and led the Clinical Research Core, and is now an adjunct professor in the Department of Epidemiology and Biostatistics.



Don Thomson, Chair, *Angel One Investor Network*

Don is a seasoned executive with over 25 years of experience in business development, operations, marketing and distribution in health and financial services. Don has successfully started, significantly grown, and exited from several companies in Canada and the U.S. In his current role as President of SOS Resource Group, and as an active investor, Don has conducted due diligence on over 350 companies in Canada, the U.S., and Australia, and he has invested in over a dozen new and later stage companies, in health care, telecommunications, real estate, automotive, wearable technology, and beverage sectors. Don is an advisor/board member for several health service companies and for a senior care real estate development partnership. He also is a board member for the Angel One Investor Network.



• **Sean Holt**, Executive Director, *Impact Angel Alliance*

Sean is the founding Executive Director of the Impact Angel Alliance (IAA), a non-profit alliance of institutional family office, venture fund and angel group investors seeking to collaborate and co-invest into high potential impact ventures from across North America. IAA officially launched in May 2015 with funding from the Province of Ontario, Ministry of Economic Development, Employment and Infrastructure, and with further support from the Network of Angel Organizations – Ontario. Over the past twelve months IAA and its members have facilitated \$30 million in direct investment and \$45 million in contingent follow-on investment into over two dozen high potential impact startups in the US and Canada spanning food/agri-tech, med-tech/global health, edu-tech, fin-tech for impact and scalable craft/heritage industry. Sean is also Managing Director and Co-Head of Impact Activities at Kirchner Group, a traditional merchant bank that provides advisory and operational services, enterprise development and transactional support to companies, investors and institutions, and which manages assets for family offices and some of the world's largest insurance companies, commercial banks and institutional investors. Sean is also a co-founder and principal at Grand Basin Capital, which works to enhance and increase investment into regenerative farms, fisheries, forests and Aboriginal communities across Canada. Sean previously co-founded Purpose Capital, an impact investment advisory firm that mobilizes all forms of capital to accelerate social progress globally.

• Dennis Ford, Founder & CEO, Life Science Nation 

Dennis Ford is an entrepreneur and author with expertise in sales, marketing, and business development. He has spent most of his career launching new companies. Over the last decade, he has worked extensively with global alternative investors interested in high-growth early-stage technologies. His expertise encompasses using database subscription services to create business solutions and using the Internet to create an interactive dialog between buyers and sellers. He is a big proponent of using profiling and matching technology to find that all-important business fit in the marketing and selling process. Before LSN, Dennis was the President and CEO of Brighton House Associates (BHA). BHA was launched in order to improve the way hedge fund and private equity fund managers raised capital and marketed their funds to investors. Ford 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*. Ford teaches Entrepreneurship Sales & Marketing to undergraduate and graduate students at the University of Massachusetts Boston.

• Hugo Peris, Board Member, Salvat Biotech

Hugo serves as a non-executive member of the Board of Directors of Laboratorios SALVAT, a privately-held Spanish pharmaceutical company of which he is part of the 4th generation. After spending five years with the Chinese start-up Luqa Pharmaceuticals, in 2014 Mr. Peris spun out an R&D asset from Laboratorios SALVAT to start Loop Therapeutics, a US ophthalmic pharmaceutical company focused on the prevention of apoptosis. Hugo has recently spun out a second company, Spiral Therapeutics, to continue to develop Loop's technology in the hearing loss space. Hugo has a degree in International Business and holds a Master's degree in Health Economics and Pharmacoeconomics from Universitat Pompeu Fabra of Barcelona. He resides in San Francisco, CA.

• Ron Paliwoda, Founder and President, Paliwoda Group

Ron Paliwoda is an accidental entrepreneur and seasoned investor, primarily through the Ventures arm of The Paliwoda Group, the firm he founded over 20 years ago. The firm's evergreen Health Tech Fund targets early-stage innovation that reduces costs to healthcare consumers, including projects that promote cost transparency to help consumers make more informed decisions in selecting service providers; that weave raw data streaming from remote patient monitors into insight about one's health and fitness (i.e. BioArray); and innovations at the intersection of molecular diagnostics and computational biology that use machine-learning tools to better understand complex disorders (i.e. Genotype Diagnostics). Ron actively advises entrepreneur leaders working to solve care and education challenges at underserved communities, and is a passionate advocate of local working environments where startups are nurtured and high-potential teams can excel.

• Sergei Petukhov, Partner, Enso Ventures

Dr. Sergei Petukhov is a Partner of Enso Ventures. Dr. Petukhov was a Managing Director at CLS Capital, he worked at RUSNANO investment fund and was an advisor at Kaye Scholer LLP for number of US pharmaceutical companies. Dr. Petukhov was a board observer on Seres Therapeutics, Galera Therapeutics and Cellerar Biosciences. Dr. Petukhov worked and studied at The Rockefeller University, The University of Edinburgh, The University of Cambridge, Moscow 1st Medical State University, and Moscow State Academy of Veterinary Medicine and Biotechnology.

• Sunil Selby, Managing Partner, Trellis Capital

Sunil Selby is the Founder and Managing Partner of Trellis Capital Corporation. He plays an active role in the companies Trellis invests in, including assisting them with their go-to-market strategy and business development activities, especially if applicable to India. Prior to starting Trellis in May 2000, Sunil was Director of the Advanced Technology Fund of Royal Bank Capital Partners, the venture capital subsidiary of Royal Bank of Canada. During his eleven-year tenure with the company, he invested in approximately 35 companies, structuring and negotiating deals, playing an active role as a Director on the Boards of these companies, influencing senior management effectively, and ultimately negotiating optimal exits. Sunil is Chair and/or Director on the Boards of several of Trellis's portfolio companies. He has been a Board member of the Canadian Private Equity and Venture Capital Association, and is currently on their Board's International and Professional Development Committees. Sunil is on the Advisory Board of the Centre of Commercialization of Research of the Ontario Centres of Excellence and is also on the Investment Committee of the Investment Accelerator Fund. Sunil has taught venture capital and private equity investing at the Rotman's and the Michael de Groote School of Business, and guest lectures at these and the Schulich School of Business. Sunil has an MBA from the Richard Ivey School of Business, and is a CA (India) and CGA (Ontario).

VENTURE PHILANTHROPY & IMPACT INVESTING

TRACK 1



• **Walter Grandberry**, Regional Development Officer, *Gateway for Cancer Research* 

Walter Grandberry supports the mission of Gateway for Cancer Research as a Regional Development Officer. In his role, Walter is responsible for developing and maintaining mutually beneficial philanthropic relationships between Gateway and individuals, corporations and foundations that seek to support breakthrough cancer research. Prior to joining Gateway, Walter was involved in healthcare and higher education fundraising for several nonprofit organizations. After graduating from the United States Military Academy with a Bachelor's Degree in International Relations, Walter completed a five-year service commitment in the United States Army. He then began his civilian career in pharmaceutical sales and sales leadership. Walter lives with his wife and two children outside of Chicago, IL.



• **Adrianna Alterman**, Senior Associate, *MaRS Catalyst Fund*

Adrianna Alterman is the Senior Associate responsible for investor relations at the MaRS Catalyst Fund. Part of the MaRS Centre for Impact Investing, the Fund launched in 2015 and will invest in early-stage social impact ventures across Canada. Previously, Adrianna was the Manager of Special Projects and Events at the C.D. Howe Institute, Canada's leading economic think tank, where she led fundraising and strategic partnerships. Prior to C.D. Howe, she worked at McGill University's Health Psychology Laboratory, held internships at the United States Senate and for the fundraising arm of the Democratic National Convention, and worked at a legal defence firm. She earned a B.A. with Dean's Honours from McGill University.



• **John Parker**, Trustee, *Charles H. Hood Foundation*

John Parker is Vice President of the Board of Trustees of the Charles H. Hood Foundation, a Boston based private foundation focused on children's health. He is also Founder and Managing Director of CH Innovations, LLC, the Hood Foundation's program-related investment (PRI) subsidiary. CHI seeks to further the Foundation's philanthropic goals by using PRIs to support companies with potentially high-impact biomedical solutions targeting pediatric populations as they navigate the "Valley of Death." John has over 20 years of experience making and managing alternative investments. He is currently Managing Director of Tidal Capital Management, a family office and hedge fund. Previously, he was Chief Investment Officer of Xylem Investments, an international private equity firm. He also worked as a management consultant at Cambridge Strategic Management Group and Booz Allen Hamilton. The early part of his career was spent as a merchant banker in Tokyo. He has served as a board member, observer or advisor to multiple companies. John graduated from Dartmouth College and earned an MBA from the Amos Tuck School of Business Administration at Dartmouth.



• **Jun Xu**, Senior Director, *Leukemia & Lymphoma Society*

Dr. Jun Xu is Senior Director for the Therapy Acceleration Program™ (TAP) at The Leukemia & Lymphoma Society (LLS). LLS TAP seeks to fund clinical development of therapies or diagnostics that have the potential to change the standard of care for patients with blood cancer, especially in areas of high unmet medical need. Dr. Xu has reviewed several hundred funding requests to select the best ones to be supported by LLS. She also serves as Research Advisory Committee Member for a diverse LLS TAP alliance portfolio. Prior to joining LLS Dr. Xu spent more than 16 years working in healthcare industry including more than a decade at Pfizer. She had successfully led multiple projects in Oncology and Immunology from target validation to clinical development. Dr. Xu has broad and in-depth experience in drug discovery and development, especially in oncology and inflammation therapeutic areas. Dr. Xu has published in peer reviewed journals including Nature and is the lead inventor for several patents. Dr. Xu received her Ph.D. from the University of California, San Diego and conducted her postdoc research at the California Institute of Technology.



• **Rick Jones**, Director, *Broadview Ventures*

Frederick "Rick" Jones, MD, shares responsibility for the day-to-day operations of Broadview Ventures, including identification and screening of new opportunities, due diligence, negotiation of deal structure, and portfolio company board involvement. Prior to joining Broadview Ventures, Rick founded Spordiff Therapeutics, which is developing a small molecule to prevent *C. difficile* infection. Previously, Rick was CEO of Anchor Therapeutics, a venture-backed company developing a platform of lipidated peptides targeting intractable GPCR targets. Before that Rick held increasingly responsible positions as a general manager, business development professional and medical affairs officer with Devgen, BioRexis and Wyeth Pharmaceuticals. Early in his career, Dr. Jones practiced internal medicine, most recently as Assistant Professor in the University of Pennsylvania health system. Rick earned his undergraduate, medical and MBA degrees from the University of Pennsylvania. Rick currently serves as the Board Observer for Aggamin, Remedy, Ischemia Care and ZZ Biotech.

ASIA-PACIFIC INVESTORS

TRACK 1



• **Christopher Kim**, Managing Partner, *Korea-Seoul Life Science Fund* 

Dr. Kim is Founding Managing Partner of the Korea-Seoul Life Science Fund (KSLSF) and a partner at Oxford Bioscience Partners. KSLSF is a cross-border venture capital fund investing in companies in Korea and the US and holds nearly 20 companies in its current portfolio. Dr. Kim also serves as Chairman of Novatio Ventures, an accelerator which exploits its global reach thereby differentiates itself from traditional incubators. Previously, Dr. Kim served as Associate Director and Head of Operations for the global BioMarker Development group at the Novartis Institutes for Biomedical Research. He held an additional role in corporate development and strategy while at Novartis. Dr. Kim was a member of the IBM Extreme Blue program and had also worked at Alkermes. Dr. Kim received an MBA from Carnegie Mellon University, PhD in Biomedical Sciences from the University of Texas Health Science Center and the MD Anderson Cancer Center and a BA in Economics and BS in Biology from the University of California, Irvine.



• **Sean Cao**, VP of Global Business Development, *Simcere Pharmaceutical Group*

Dr. Sean Cao is the VP of Global Business Development at Simcere Pharmaceutical Group, responsible for the global BD strategy for Simcere, including licensing, acquisition, partnering and investment activities. Dr. Cao is also the President and Board Director at Simcere of America, a wholly owned subsidiary of Simcere. Prior to that, Dr. Cao was the Senior Director of Alternative Partnership, Evaluation & Expertise at Sanofi, where he led the externalization effort in Global R&D. In addition, Dr. Cao was also responsible for managing the evaluation of acquisition/in-licensing opportunities, directly responsible for the due diligence of multiple investment decisions worth more than \$4B. Before Sanofi, Sean was an associate at New Leaf Venture Partners, a leading healthcare VC firm based in New York. Sean worked in the pharmaceutical and diagnostic industries for over eight years before joining New Leaf, first at Aventis, then at Johnson & Johnson. Sean is a member of BayHelix, a premier organization of Chinese life sciences business leaders. Sean holds a Ph.D. in Microbiology from the University of Virginia, an MBA with honor from the Wharton School of the University of Pennsylvania, and a B.Sc. in Microbiology from Nankai University.



• **Shaoyu Chang**, Senior Research Manager & Asian Business Development Liaison, *Life Science Nation*

Shaoyu is Senior Research Manager & Asian Business Development Liaison at Life Science Nation, a Boston-based research and consulting firm that connects products, services and capital in the life sciences arena. Shaoyu has spent the last two years building Asian relationships for LSN, specifically China and Taiwan. Shaoyu also specializes in investor outreach, market research for Asian partners. Shaoyu does technical review and writing in support of biotech and medtech entrepreneurs with their fundraising campaigns. Prior to LSN, Shaoyu served as Research Scholar at Sanford School of Public Policy of Duke University and worked closely with Prof. Anthony So in Program on Global Health and Technology Access. His research focused on the global R&D of medical innovations against antimicrobial resistant microorganisms. Shaoyu received a Master of Public Health from Harvard Chan School of Public Health and an M.D. from National Taiwan University. Shaoyu is US Regulatory Affairs Certified with extensive experiences in clinical trials and pharmaceutical development.



• **Vikram Sudarsan**, Strategy Head, *Cipla New Ventures*

Vikram Sudarsan, PhD, heads Cipla's innovation agenda via biotech venture investments, licensing, acquisitions and drug development. He specializes in global biotech product development, valuation, clinical strategy, commercial analysis, and conducting various types of sell-side and buy-side transactions. Dr. Sudarsan has experience across several therapeutic modalities including small molecules, antibody therapies and cell therapies, and across several therapeutic areas such as neuroscience, oncology, infectious diseases and metabolic diseases. He has expertise in pricing, reimbursement and market access. Prior to Cipla, Dr. Sudarsan worked in healthcare investment banking and helped found IMS Health Capital. Prior to that he held consulting roles at IMS Consulting Group and PriceSpective, LLC before its sale to Icon PLC. Dr. Sudarsan has consulted for government entities in the United States and advised on personalized medicine, RNAi, drug delivery and viral genetics. He serves on the Boards of Stempeutics Ltd., a regenerative medicine company focused on mesenchymal stromal cell therapies for Buerger's disease and critical limb ischemia and Chase Pharmaceuticals, a company focused of neurodegenerative diseases and a Phase III drug in Alzheimer's disease. At Cipla, Dr. Sudarsan is currently driving efforts to build a US specialty pharmaceutical business in therapy areas within neurology.



• **Weiyong Sun**, Senior Director, External Scientific Affairs, *Daiichi Sankyo Group*

Dr. Weiyong Sun is currently Senior Director, External Scientific Affairs at Daiichi Sankyo Pharma Development. He joined Daiichi Sankyo Japan in April 2002. He was involved in a broad range of R&D activities from target discovery to clinical development of a number of anti-diabetes drugs. In October 2007, Dr. Sun was elected to be assigned to work for Daiichi Sankyo Research Institute in the U.S. He was responsible for identifying and evaluating in-licensing, partnering and research collaboration opportunities. His current focus is in Cardiovascular, Metabolism and Internal Medicine therapeutic areas. Dr. Sun received an M.D. from Beijing Medical University (now Peking University Medical School), a Ph.D. in Biochemistry from the University of Tokyo and an MBA from Columbia Business School. He was a postdoctoral fellow in the Blood Research Institute, Medical College of Wisconsin.



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EARLY STAGE DIGITAL HEALTH INVESTORS

TRACK 2



• **Dennis Giokas**, Chief Technology Officer, *Canada Health Infoway* 

Dennis Giokas is Chief Technology Officer for Canada Health Infoway and heads up the Innovation Ecosystem Group. The group is chartered with establishing the vision, thought leadership and investment in digital health ecosystems and solutions. Dennis is responsible for seven corporate priorities: the innovation program, the digital health Blueprints, the health analytics agenda, privacy and security, Health and Hospital Information Systems program, advice on innovative and disruptive health information technology, and certification services.



• **Dennis Deppenbusch**, Director, New Ventures Initiative, *Blue Cross and Blue Shield of Kansas*

Dennis is responsible for the direction, coordination, evaluation and management in developing and leading strategic investment for BlueCross BlueShield of Kansas. The focus of the initiative is to develop a \$50 Million portfolio of investments that, as a whole, are expected to be integrated into the company as part of its overall long-term strategy. Previously, Dennis worked with several high performing teams to fund, develop and grow start-up enterprises in health, banking and IT; domestically and worldwide.

• **Jean-François Pariseau**, Partner, Healthcare Fund, *BDC Capital*



Jean-François Pariseau is a Partner in the Healthcare Fund of BDC Capital. He joined BDC Capital in 2001 and has over 20 years of investment and entrepreneurial experience in the healthcare sector. Prior to joining BDC, Jean-François was an investment manager with CDP Capital Technology Ventures, a \$2 billion global fund investing in healthcare, information technology and advanced technologies, where he was responsible for healthcare investments in Canada and the US. He has invested and managed more than \$200 million in biopharmaceutical and medical device companies in North America. His experience includes transactions in private and in public companies, IPOs, M&A and fund investments. Prior to this, he was CEO of a consulting company specializing in regulatory affairs, and was VP, R&D for a pharmaceutical-product distribution company, both of which he founded. Jean-François currently sits on the Board of Directors of AngioChem, Clementia Pharmaceutical, Clearwater Clinical, Profound Medical (TSXV: PMI), Imagia Cybernetics, MedDev Commercialization Centre for medical devices and an advisor to Hacking Health.

• **Shurjeel Choudhri**, Senior Vice President and Head, Medical and Scientific Affairs, *Bayer*



As Head of Medical and Scientific Affairs (M&SA) for Bayer Inc., Dr. Shurjeel Choudhri is responsible for contributing to both the Canadian and international business objectives, with timely development, registration, and post-registration scientific/medical support for innovative, safe and effective pharmaceutical products. Dr. Choudhri joined Bayer Corporation in 1999 and has had significant experience with the Bayer US and Global medical organizations. Before assuming his current role as Head of M&SA in Canada, Dr. Choudhri was the Global Clinical Leader, Anti-Infectives with the Bayer Global Clinical Development group. Prior to joining Bayer, Dr. Choudhri was an assistant professor in the Departments of Medical Microbiology and Internal Medicine at the University of Manitoba in Winnipeg. He was also the director of the AIDS program at the St. Boniface General Hospital in Winnipeg; and the Manitoba satellite director for the Canadian HIV Clinical Trials Network. Dr. Choudhri obtained his MD from the University of Manitoba and also did his specialty training in internal medicine and sub-specialty training in infectious diseases in Manitoba. Following completion of his training, he completed a senior research fellowship in Nairobi, Kenya. In 1996, he was awarded the Young Investigator Award by the Canadian Association of HIV Researchers. Dr. Choudhri has authored or co-authored over 100 scientific abstracts and has contributed to over 30 publications in peer reviewed journals. He is a passionate advocate for mobile and digital Health and is a member of the Canadian Advanced Technology Alliance (CATA) mobile health advisory board.

• **Tom Hawes**, Managing Director, *Sandbox Industries*



Tom Hawes is a Managing Director of the BlueCross BlueShield Venture Fund. He serves on the Board of Directors of AbilTo, HeartFlow, ID Experts, Lumiata, Oncology Analytics, Patientco, and Phreesia and formerly on the Board of InVivoLink, Nexidia and Wellspring Healthcare. Before joining Sandbox, Tom matched at Yale School of Medicine for residency and completed his first year of medical training at Greenwich Hospital. During his medical training, he worked on clinical studies at the ISK Institute for Orthopaedics and Sports Medicine and on outcomes research at the National Cancer Institute and NYMC's Cardiothoracic Surgery Department. Tom is on the National Advisory Board of the Desmoid Tumor Research Foundation. Tom holds a BA from Brigham Young University, an M.D. from New York Medical College and an MBA from Harvard Business School. He is also a Kauffman Fellow.

EARLY STAGE MEDTECH INVESTORS

TRACK 2



• **Gordon Cheung**, Partner & Chief Medical Officer, *Epic Capital Management* 

Dr. Cheung was the Clinical Director of MRI and a Consultant in Medical Imaging, Division of Neuroradiology and Interventional Neuroradiology at Sunnybrook Health Sciences Centre; and Assistant Professor at the University of Toronto. He is also an entrepreneur and a member of several Board of Directors. Dr. Cheung is a founding partner of several companies, including Sentinelle Medical and TUC Managed IT Solutions, and a founder of Perimeter Medical Imaging. Dr. Gordon Cheung is a partner with the Epic Capital Canadian HealthCare fund, focused on unique private Canadian healthcare companies generally unavailable to the investing public that offer the potential for outsized returns.



• **Charles Bridges**, VP, Medical Devices, Cardiovascular Therapeutic Area Expert, *Johnson & Johnson (Medical Devices)*

Charles R. Bridges, M.D., Sc.D. received an A.B. in Applied Physics and an M.D. from Harvard as well as a Master of Science in Electrical Engineering and Computer Science and a Doctor of Science in Chemical (Biomedical) Engineering from M.I.T. He completed residency training at Brigham and Women's Hospital and the Hospital of the University of Pennsylvania. Dr. Bridges is formerly Professor of Surgery, Division of Cardiovascular Surgery at Penn and Chairman, Department of Thoracic and Cardiovascular Surgery at Carolinas Healthcare System. He is currently Cardiovascular Therapeutic Area Expert and Vice President of Johnson and Johnson Medical Devices and Professor of Cardiovascular Surgery at Mount Sinai Medical Center. Dr. Bridges invented molecular cardiac surgery with recirculating delivery, a cardiac-specific gene delivery platform, and has fourteen issued and pending US patents for inventions in the fields of cardiovascular devices and systemic gene and cell delivery. He has served as a consultant to the Circulatory System Devices Panel of the FDA and as a member of the Bioengineering, Technology and Surgical Sciences Study Section of the NIH and is a member of the Steering Committee for the Gene Therapy Resource Program of the NHLBI.



• **David Huizenga**, Co-Founder, President & CEO, *TAO Life Sciences*

David E. Huizenga cofounded and currently manages Tao Life Sciences LLC, an early stage life sciences technology development and investment company. Mr. Huizenga has been on the founding team of numerous life science companies, including involvement in successful acquisitions and exits. Mr. Huizenga has served in a variety of corporate management roles including currently, in his role for Tao Life Sciences, as Interim Chief Executive Officer for two of its portfolio companies: Klaren Technologies Inc., a company with novel sterilization technology to fight healthcare acquired infections in developed and underdeveloped countries around the world, and Moterum LLC, a patient mobility and rehabilitation company whose founding product is aimed at retraining stroke patients to relearn how to walk normally. Previously, Mr. Huizenga has served as the Chief Technology Officer of Zirus, Inc. where he was engaged in management of the Zirus patent portfolio, licensing, and competitive intelligence. Mr. Huizenga was a leader in the translation of the company's science strategy to its patent and business strategy. Before joining the Zirus team, Mr. Huizenga was a partner and the founding member and head of the Patent Team at Arnall Golden Gregory, and prior to this he was a shareholder, and the Chief Financial Officer and Vice President of Venture Investment at Needle & Rosenberg, PC.



• **Garheng Kong**, Managing Partner, *HealthQuest Capital*

Garheng founded HealthQuest Capital in 2013 to pursue opportunities for investing in fields and locations that he felt were overlooked by many venture and growth investors. A physician and engineer by training, Garheng has 17 years of experience investing in innovative healthcare companies with a long list of successes. He currently serves on the boards of portfolio companies Castle Biosciences, First Aid Shot Therapy, Trice Medical, and VirMedica. Some of his notable past successes include IPO's with Cemptra (CEMP), Alimera (ALIM), Applied Genetic Technology Corp. (AGTC), Proteon (PRTO), Histogenics (HSGX) and TransEnterix (TRXC). His investments going on to successful M&A transactions include: Calibra Medical (J&J), Collective (AstraZeneca), Serenex (Pfizer), Athenix (Bayer), NovaMin (GSK), Aldagen (Cytomedix), Salveo Specialty Pharmacy (Catamaran) and SARCode (Shire). Each case was an opportunity where the entrepreneur was "genuine," the commercial opportunity was clear, and the science was strong. Garheng continues to look for each of these for HealthQuest's investments. Garheng's interests and industry footprint are broad as he also serves on the board of LabCorp (LH), Alimera Sciences (ALIM), Histogenics (HSGX), Cemptra (CEMP), StrongBridge (SBBP), the Duke University Medical Center, SEBIO, Corporate Chaplains of America and numerous industry groups.

• **Lisa Boreanaz**, Senior Policy Analyst, *OCHIS*

Lisa Boreanaz is MedTech professional with over 20 years of experience supporting the growth of Canada's MedTech sector. Lisa is currently on assignment as a Senior Policy Analyst with Ontario's Chief Health Innovation Strategist supporting the office's priority to optimize pathways to adoption and diffusion for innovative Ontario health technologies. Her previous roles include seven years as an Industrial Technology Advisor (ITA) with the National Research Council-Industrial Research Assistance Program (NRC-IRAP) where Lisa assisted Canadian companies through all aspects of the innovation process from concept to commercialization. As part of the funding process, Lisa regularly conducted scientific and business due diligence on MedTech ventures across Canada. Prior to joining NRC-IRAP, Lisa worked for, and consulted with, some of the top medical device manufacturers where she held leadership roles in R&D, Manufacturing, Quality, and Regulatory Affairs. Lisa holds a Master of Applied Science in Biomedical Engineering from the University of Toronto.



• **Colin Widen**, CEO, *Boston Innovation Capital* 

Colin Widen, registered representative, is a seasoned executive with 25 years of sales, trading and portfolio management experience in major investment banks. In 2001, Colin left the institutional world and founded W.A.M. Asset Management, a private equity fund of funds that focused on SBIC private equity funds. After selling the firm to a larger fund of funds, Colin joined Deutsche Bank where he led a team providing consulting services about alternative asset allocation strategies to family offices and smaller endowments and foundations. Colin is a registered representative and holds Series 7, 24, 63 and 82 registrations. His specialties include reconstructing hedge fund portfolios and analyzing private equity holdings.



• **Adam Zerda**, Sr. Manager, Strategic Innovation, *BD Technologies (Becton Dickinson)*

Adam Zerda is Senior Manager Strategic Innovation and Business Development at BD. Based at BD Technologies in Research Triangle Park, NC, he is responsible for development of world-wide growth opportunity assessments related to business, segment and corporate needs and strategic interests. Since joining BD in 2007 as a Staff Engineer, Adam has held roles of increasing responsibility within both the Marketing and R&D organizations. Prior to BD, Adam was a Lead Scientist at GE Plastics with increasing level of responsibility during his five-year tenure. Adam completed a B.S. in Chemistry from Texas Christian University and an M.S. & Ph.D. in Polymer Science & Engineering from University of Massachusetts – Amherst.



• **Ibraheem Badejo**, Senior Director, New Ventures, *Johnson & Johnson Innovation*

Ibraheem (Ib) is Senior Director, New Ventures at Johnson & Johnson Innovation, Boston. He leverages his expertise in smart materials and biomaterials to support the medical device sector. From 2010 to 2013, Ib was a Research Fellow at Global Surgery Group of Johnson & Johnson, where he was responsible for external and front-end innovations and intellectual property for Ethicon Biosurgery. From 2006 to 2010, he was the Director of Applied Research & New Technology Assessment of novel biomaterials. Prior to that, he was the Chief Scientist of Closure Medical Corp (acquired by J&J in 2005). Prior to joining Closure, he held various positions at Bayer, North Carolina State University, College of Charleston. He currently serves as an Adjunct Professor of Biomedical Engineering at Drexel University. During his career, Ib has led teams in the development of commercialized biomaterials based products and new technology / products licensed or acquired. Ib received his BA degree in chemistry from Avila University. He received his PhD in Organic chemistry from the University of Toledo, where he was the Robert Whiteford Memorial Scholar for Outstanding Graduate Research and a Petroleum Research Fund Fellow. He is also the recipient of 24 US patents with others pending.



• **Hamid Sadri**, Director, Health Economics and Health Technology Assessment, *Medtronic*

Hamid Sadri, PharmD, MSc has more than 22-year experience in healthcare sector internationally. Hamid has worked in progressive and challenging positions in pharmaceutical industry, healthcare management consulting, academia and medical device industry. Hamid joined Medtronic in 2006 as the director of health economics and HTA across all business units following 15 years as director of medical and Outcomes Research in pharmaceutical industry and research organizations. He is the liaison between the Medtronic of Canada and global Health Outcomes / Health Economic teams and is involved in economic evaluation, HTA, and clinical design. Hamid has advanced degree in clinical pharmacy and graduate degree in Health Economics from University of Toronto. He has several publications in the peer reviewed journals for health economics and outcomes research in various therapeutic areas including neuromodulation, diabetes, cardiovascular, spine surgery, Psychiatry complemented with several poster and podium presentation in international and national conferences. Hamid is reviewer for health economic journals and work closely with Canadian academic centers, hospitals and key opinion leaders. He is a registered pharmacist in Ontario.



• **Sachdev Sidhu**, CEO and President, *Centre for Commercialization of Antibodies and Biologics* 

Dr. Sachdev (Dev) Sidhu was recruited to the University of Toronto in 2008 after spending ten years as a Principal Investigator at Genentech, Inc., where he led the development of phage-displayed synthetic antibody libraries. In 2010, Dev led the creation of the Toronto Recombinant Antibody Centre (TRAC), an integrated laboratory with a state-of-the-art, high throughput antibody platform that can be applied to the generation of synthetic therapeutic-grade antibodies against virtually any protein. Through the TRAC, Dr. Sidhu has established more than 50 collaborations with researchers around the world. Dev has founded several startup companies including Reflexion Pharmaceuticals, Northern Biologics, and Saksin Pharmaceuticals. He is on the Board of Directors for Bio-Techne and has previously served on the Boards for Adimab and Kolltan. Most recently, Dev was named the 2015 Christian B. Anfinsen Award winner from the Protein Society, recognizing significant technological advances in protein science.

• **Gail Garland**, President & CEO, *Ontario Bioscience Innovation Organization*



Gail founded OBIO in 2009 following twenty years of experience including senior roles the banking, pharma, biotech and medical devices industries. The Ontario Bioscience Innovation Organization (OBIO) is a not-for-profit, membership-based organization engaged in the development of an integrated health innovation economy for Ontario and one that will become a global leader in providing health technology products and services to the international marketplace. Under Gail's leadership, OBIO leads several multi-stakeholder, cross-disciplinary collaborative initiatives to advance industry's cause. In 2013, OBIO launched CAAP®, the 'Capital Access Advisory Program' to increase deal flow for high potential early stage companies. Gail serves on the Board of the Medical Device Commercialization Centre, a Centre of Excellence for Commercialization and Research. She serves on the Dean's Advisory Council, Faculty of Science, Ryerson University; the Biotechnology Advisory Committee at Humber College and the Canadian Life Sciences Advisory Counsel for Springboard Enterprises. Gail is the Industry Chair of the OBIO MPP Life Sciences Caucus and is past Chair of the Advisory Board Advanced Health Technologies at the Ontario Centers of Excellence. She has advocated for the future of the health science industry on national television and has written extensively on the topic with numerous publications in the national press and international and industry publications. Gail holds a Chartered Director (CDir) designation in governance (McMaster); an MBA from the Rotman School of Management, University of Toronto and a BSc. (Carleton University)



• **Michael Waterston**, Director of Business Development, *Centre for Imaging Technology Commercialization*

Michael Waterston heads the business development team at CIMTEC, fostering new projects and providing services to clients to prepare them for growth. Before joining CIMTEC's team, Michael worked in neuroscience commercialization at the Rotman Research Institute at Baycrest. Michael has held leadership positions in both startup and world-leading software development firms, including Microsoft and Amazon. Michael holds an MSc from the Montreal Neurological Institute at McGill University and an MA in economics from UBC.

• **Ruth Ross**, Director, *Centre for Collaborative Drug Research, University of Toronto*



Ruth Ross obtained a PhD in Pharmacology from The University of Edinburgh in 1990. She has held graduate and postdoctoral research positions in Discovery Biology at Pfizer in Kent and at Allergan Inc. California. Following a career break to look after her children (1991 - 1995), she returned to research funded by a Wellcome Trust Career Re-entry Fellowship at The University of Aberdeen in 1996. In 2008 Ruth Ross became Chair in Molecular Pharmacology at The University of Aberdeen in Scotland. In 2010 she was the inaugural Director of the Kosterlitz Centre for Therapeutics, which focussed on the translation of biological innovation and biology research excellence in University of Aberdeen into novel drug discovery strategies. Ruth Ross was a member of the Executive of the Scottish Universities Life Sciences Alliance (SULSA) and Director of the SULSA Translational Biology Theme. In 2012 she relocated to The University of Toronto to take up the position of Chair of the Department of Pharmacology and Toxicology and Director of the new Centre for Collaborative Drug Research. She is co-chair of the Neuroscience Catalyst, an open innovation partnership with Johnson & Johnson and Janssen, focussed on developing new treatments for Mood Disorders and Alzheimers Disease.

• **Shobha Ramsubir**, Senior Manager, Business Development & Research, *Ontario Genomics*



Dr. Shobha Ramsubir earned a PhD from the Department of Medical Biophysics at the University of Toronto where she worked on developing a gene therapy approach for lysosomal storage diseases. Prior to this, she attended the University of Guelph where she completed an Honors Bachelor of Science in Molecular Biology and Genetics. Shobha began her career as an Account Manager for Vancouver-based, StemCell Technologies, one of Canada's largest biotech companies. In this role, she worked in both the US and Canada to provide sales and technical support to academic and industry clients. She currently works as a Senior Manager on the Business Development team at Ontario Genomics. In this role, she develops partnerships between industry and academia, with an end to developing new business initiatives that translate genomics-derived discoveries to commercial applications.



• **Tom Miller**, Managing Director, *GreyBird Ventures* 

After receiving a degree in Nuclear Engineering from the University of Massachusetts at Lowell, Tom studied Medical Physics at the Harvard/MIT Health Sciences and Technology joint program graduating with a Masters degree in 1982. During his academic career he worked at Los Alamos, the Swiss Institute for Nuclear Research (now the Paul Scherer Institute), Brookhaven National Laboratory, and the Massachusetts General Hospital as a research associate in radiation biophysics. Tom then joined Siemens Medical Systems where, after 9 years, he became the first non-German CEO of a German factory and business unit. He left Siemens after 15 years to become CEO of the global medical operations of Carl Zeiss. Completing a successful turnaround, he joined Analogic Corporation as CEO. After three years and a doubling of the stock price, Tom left to become CEO of LightLab Imaging, a start-up that he helped to establish. Completing a profitable sale of LightLab, Tom re-joined Siemens eventually serving as a member of the operating board of Siemens Healthcare and the CEO of Customer Solutions Division, responsible for 26,000 employees in over 130 countries. Tom co-founded GreyBird in mid-2013 with an investment focus on technologies enabling precision medicine diagnosis.



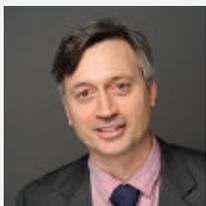
• **Jeff Sumner**, SVP of BD, Clinical Affairs and Genetics, *LifeLabs*

Jeff is responsible for the day-to-day activities of the Medical Scientific, Quality and Regulatory Affairs (QRA) groups across LifeLabs. In addition, Jeff is also in charge of Business Development activities including developing, leading or co-leading strategic growth initiatives and expanding LifeLabs' menu of tests and services. Prior to joining LifeLabs, Jeff held several senior executive positions at Gamma-Dynacare Medical Laboratories, most recently as VP of Clinical Development and Quality Assurance. Jeff has also held senior positions running hospital laboratories at St. Michael's Hospital in Toronto and the former McKellar General Hospital (now Thunder Bay Regional Health Sciences Centre) in Thunder Bay, Ontario. He also had teaching appointments at the Thunder Bay Institute of Medical Technology and Lakehead University. As a chartered scientist; a Fellow of the Institute of Biomedical Science in the UK and a registered medical laboratory technologist, Jeff's laboratory and scientific experience is among the most respected.



• **John Steuart**, Managing Director, *Steuart Ventures*

John has been managing venture capital funds for more than 15 years, at Alafi Capital, Claremont Creek Ventures and Prolog Ventures. John also co-founded CyberGold, an Internet payments and loyalty marketing company. The founding team built the company from three co-founders to 150 employees and took it public. After that came a \$500 million merger with a competitor, Mypoints. The combined company was acquired by United Airlines. John spent the next couple of years working at its corporate VC arm, United Airlines New Ventures. In 2007, John led the Series A investment in Natera together with Sequoia Capital. The molecular diagnostic company successfully completed an IPO in July 2015. John currently invests in testing technologies and digital health. In August Roche acquired John's portfolio company GeneWeave for \$425 million. John currently serves on the boards of Natera (NTRA), SmartZip, TOMA Bio, and Rally4.



• **Nicola Urbani**, Investment Director, *Emerillon Capital*

Nicola Urbani has over 12 years of venture capital experience in Canada and the U.S., in the area of healthcare. Before joining Emerillon, Nicola was VP Commercialization at the Jewish General Hospital in Montreal, where he was responsible for technology transfer and launching of start-ups. Prior to that, Nicola was a portfolio director at the GeneChem, AgeChem and AmorChem Funds, where he was involved in the financing, growth management and exits of various companies. Nicola has a PhD in molecular genetics from McGill University and an MBA from Université du Québec à Montréal.



• **Kathryn Deuchars**, Director, Ontario Personalized Medicine Network & Senior Manager, BD & Research, *Ontario Genomics*

Kathryn has over 25 years of experience in life science research and business development. She holds a PhD from the University of Toronto, exploring the molecular and genetic changes in cancer cells causing resistance to chemotherapy. Subsequent to this she continued her interest in developing and applying life science solutions to real world problems, with roles in the biotechnology industry, in venture capital and in the company startup space. In her current position at Ontario Genomics, she applies this collective experience to foster the development and adoption of personalized medicine in Ontario. As Senior Manager, she helps teams develop and execute innovative genomicsbased health research projects. She also works to accelerate adoption of this transformative technology through her role as Director of the Ontario Personalized Medicine Network.



• **Mary Haak-Frendscho**, CEO, *Blueline Bioscience* 

Mary Haak-Frendscho is CEO and member of the Board of Directors of Blueline Bioscience. Dr. Haak-Frendscho also serves on the Board of Directors at Northern Biologics and as Executive Chair of Sirenas. Mary brings 25 years of biotechnology industry experience spanning global pharma to early stage biotech start-ups. Prior to joining Blueline, she established and was Chairman of the Board of Compugen, Inc. and was CEO and member of the Board at Igenica Biotherapeutics, Inc. Previously Mary was founding President, CSO and Board member of Takeda San Francisco, establishing and overseeing Takeda's Center of Excellence for Biologics. Earlier in her career Dr. Haak-Frendscho held positions of increasing responsibility at XOMA, Abgenix (now Amgen), and Genentech, where she secured collaborative relationships with external corporate partners and led therapeutic programs. At Genentech, she played a key role in the development of omalizumab (Xolair®). An immunologist by training, Mary obtained her BS from the University of Michigan, MLA from Washington University in St. Louis, MS from SUNY-Stony Brook, CSEP from Columbia University Graduate School of Business and PhD from the University of Wisconsin, where she has an adjunct appointment in the Department of Pathobiological Sciences.



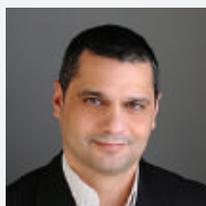
• **Jerel Davis**, Managing Director, *Versant Ventures*

Jerel Davis is a Managing Director with Versant Ventures. Jerel has played a critical leadership role in a number of Versant's portfolio companies including Quanticel Pharmaceuticals, CRISPR Therapeutics, Northern Biologics, Turnstone Biologics, Inception 1-5 and IBD, as well as Versant's discovery engines Inception Sciences, Blueline, and Highline. Jerel has led Versant's execution of build-to-buy deals with Celgene, Roche, and Bayer and, in recent years, has established Versant's presence in Canada. Prior to joining Versant, Jerel was at McKinsey and Company as an Associate Principal advising biopharma, medical device, and molecular diagnostics companies. He has worked in a number of markets globally including the US, Canada, Europe, China, and Russia. Jerel was a post-doctoral researcher at Stanford University until 2005 and in research at Amgen in 1999.



• **Michael Salter**, Chief of Research, *The Hospital for Sick Children*

Dr. Michael Salter is Chief of Research at The Hospital for Sick Children (SickKids), a Senior Scientist in the Program in Neurosciences & Mental Health, and a Professor of Physiology at the University of Toronto. Salter received an MD degree from the University of Western Ontario in 1982 and went on to obtain a Ph.D. in Physiology from McGill in 1987. After post-doctoral training at Toronto Western and at Mt. Sinai hospitals, he joined the Research Institute of SickKids in 1990. From 1999 to 2009 Salter was the founding Director of the University of Toronto Centre for the Study of Pain. Salter's main research focus is on synaptic physiology, in particular in relation to pain, and he has done groundbreaking work that has led to new paradigms about neuroplasticity and about how synaptic transmission in the central nervous system is regulated by biochemical processes within neurons and by glial-neuronal interactions. His discoveries have broad implications for the control of cell-cell communication throughout the nervous system and his work has regularly appeared in elite journals including Nature, Science, Cell, Nature Medicine and Neuron. Salter has a broad interest in neuroscience and his work relevant to learning and memory, stroke-induced neuron death, epilepsy and schizophrenia. As a distinct line of research, he and his collaborators reported in Cell in 2006 their discovery of a previously unsuspected role for sensory neurons in the pathogenesis of diabetes and in the control of glucose homeostasis.



• **Sammy Farah**, CEO, *Turnstone Biologics*

Dr. Sammy Farah brings extensive vaccine expertise and almost 20 years of scientific, business and executive management experience in the biotechnology industry to Turnstone Biologics Inc. He came to Turnstone from his most recent position as President of Synthetic Genomics Vaccines, Inc., and previous to that, Chief Business Officer of Immune Design Corp. Prior to those roles, Sammy was at Versant Ventures where he specialized in biotechnology investing and new company formation; and at Merck & Co., Inc. where he led technology support for multiple commercial vaccine franchises before joining the business development and licensing group to evaluate and execute new external technology and research partnerships. Dr. Farah received his Masters of Business Administration from the Wharton School, University of Pennsylvania, a Ph.D. in Biochemical Engineering from Stanford University and a Bachelor of Science degree in Biochemical Engineering from the Massachusetts Institute of Technology.



• **Stefan Larson**, CEO, *Northern Biologics*

Stefan Larson is the CEO and co-founder of Northern Biologics, and an Entrepreneur-in-Residence with Versant Ventures. Prior to joining Versant, Stefan was the co-founding CEO of Tornado Medical Systems, a revenue stage scientific and medical instruments company with product lines in high performance Raman spectroscopy and optical coherence tomography. He began his professional career as a management consultant with McKinsey & Company, serving clients in the healthcare and technology sectors as an Associate Principal in the firm. Stefan received his PhD in Biophysics from Stanford University, where he studied as a James H. Clark Graduate Fellow. He received his MSc in Molecular and Medical Genetics from the University of Toronto.



• **Rebecca Yu**, Head of JLABS @ Toronto, *Johnson & Johnson Innovation* 

Rebecca Yu is the Head of JLABS @ Toronto, Johnson & Johnson Innovation's first JLABS incubator outside of the United States. JLABS @ Toronto is a partnership with Johnson & Johnson Innovation, Janssen Canada, the University of Toronto, MaRS Discovery District, MaRS Innovation and the Government of Ontario. In this role, Rebecca will oversee and manage the business of JLABS @ Toronto including setting its strategic direction. As the local J&J Innovation ambassador to the life science innovation community in Ontario, Rebecca's role will be to catalyze and support the translation of science and technology into valuable solutions for patients and consumers across our sectors in pharma, medical devices and consumer healthcare. Prior to her role with JLABS, Rebecca was Director, Strategic Health Technology Assessment (HTA), Government Affairs and Market Access, Janssen Inc., one of the Janssen Pharmaceutical Companies of Johnson & Johnson, where she led HTA policy strategy on behalf of Janssen, including work with HTA agencies/bodies on incorporating global best practices. Rebecca has been an ongoing champion of innovation initiatives; in addition to bringing JLABS to Toronto, she was instrumental in the collaboration between the University of Toronto, Janssen Inc., and the Johnson & Johnson Innovation center in California to create Neuroscience Catalyst, which funds early-stage investigations into clinical treatments for mood disorders and Alzheimer's disease – chronic conditions that impact hundreds of millions of people worldwide.



• **Christopher Kim**, Managing Partner, *Korea-Seoul Life Science Fund*

Oxford Bioscience Partners. KSLSF is a cross-border venture capital fund investing in companies in Korea and the US and holds nearly 20 companies in its current portfolio. Dr. Kim also serves as Chairman of Novatio Ventures, an accelerator which exploits its global reach thereby differentiates itself from traditional incubators. Previously, Dr. Kim served as Associate Director and Head of Operations for the global BioMarker Development group at the Novartis Institutes for BioMedical Research. He held an additional role in corporate development and strategy while at Novartis. Dr. Kim was a member of the IBM Extreme Blue program and had also worked at Alkermes. Dr. Kim received an MBA from Carnegie Mellon University, PhD in Biomedical Sciences from the University of Texas Health Science Center and the MD Anderson Cancer Center and a BA in Economics and BS in Biology from the University of California, Irvine.



• **Dianne Carmichael**, Managing Director, *MaRS Health Venture Services*

Dianne is the managing director of MaRS Health Venture Services and Health Innovation. She works closely with MaRS Health Systems, MaRS EXCITE and MyHealth teams to drive health system transformation, as well as with MaRS Health advisors, volunteers and partners to grow the footprint of MaRS Health. Dianne brings over 25 years of senior executive and CEO experience across four industry sectors: healthcare, technology, financial services and consumer packaged goods. She is an entrepreneur, intrapreneur and startup investor. Dianne's previous experience includes positions as the president of Best Doctors Inc., and founder and president of UHN Solutions at University Health Network. She has significant board experience and is currently vice-chair, board of directors, Holland Bloorview Kids Rehab Hospital; board member at Patients Canada, Canadian Association for People-Centred Health; and is on the advisory board to the Dean, Faculty of Health at York University. Prior to moving into the healthcare sector, Dianne built a high-net-worth portfolio management company, which was sold to a major financial institution. She was vice president at TD Bank before becoming Chairman and CEO of Guardian Capital's Worldsource Financial Management, creating and overseeing four divisions nationally, and ultimately growing the business to over \$8 billion in assets.



• **Gordon Kurtenbach**, Head of Research, *Autodesk*

Dr. Gordon Kurtenbach is the Head of Autodesk Research where he oversees a large range of research including human-computer interaction, graphics and simulation, environment and ergonomics, high performance computing, and CAD for bio/nano-technology. Dr. Kurtenbach has published numerous research papers and holds over forty patents in the field of human-computer interaction. His work on gesture based interfaces, specifically "marking menus" has been highly influential in HCI research and practice. In 2005, he received that UIST Lasting Impact Award for his early work on issues combining gestures and manipulation. Prior to Autodesk, Gordon was the head of the interactive graphics research group at Alias which researched advanced technologies for products such as Maya, AliasStudio, SketchBook and PortfolioWall. Prior to Alias, Gordon was a researcher at Xerox's Palo Alto Research Center working on pen based user interfaces for wall-sized display systems. Before Xerox, Gordon was a member of Apple Computer's Advanced Technology Group researching gesture-based input techniques for graphical user interfaces.



• **Linda Maxwell**, Founding & Managing Director, *Biomedical Zone*

Dr. Linda Maxwell is the Founding and Managing Director of the Biomedical Zone, a Ryerson University and St. Michael's Hospital joint partnership, whose core mission is to develop technology-focused early-stage companies delivering solutions to real-world healthcare problems. With over 10 years of front line medical experience as a head and neck surgeon, Dr. Maxwell has worked in three continents, has international experience in research commercialization, early stage capital raising, and management of healthcare angel investment networks. Further, Dr. Maxwell is a systems thinker and change agent, having served as an operational and management consultant in both the non-profit and for-profit sectors. Dr. Maxwell earned an A.B. cum laude from Harvard University (Biology), an M.D. from Yale University, and an M.B.A. from University of Oxford.

CONSUMER HEALTH & WEARABLES

TRACK 2



• **Reda Jaber**, Partner, *IncWell Venture Capital* 

Reda Jaber is a Partner at IncWell, an early-stage venture capital fund based in Birmingham, MI. Reda is actively involved in all startup company submissions in all business sectors, with lead responsibility for all medical sector related activities. Reda joined IncWell in 2014 after earning a dual MD/MBA degree at the University of Michigan Medical School and the Ross School of Business, where he focused on healthcare entrepreneurship and venture capital. Shortly after joining IncWell, Reda was selected as a Venture Fellow by the Michigan Venture Capital Association and a Davidson Digital Health Fellow by the Henry Ford Innovation Institute. In 2015 Reda was named to Crain's Detroit Business 20 in their 20's, and in 2016 he was named a Forbes 30 Under 30 in Healthcare. Previously, Reda gained investment experience as an analyst at Stage 2 Innovations, a \$100 million private equity fund. He co-founded several startups including MDCases and MI Happy App, and he also co-authored and published "Visionary Kids," a children's book series about entrepreneurship.



• **Jennifer Elia**, Assistant VP, Client Experience, Integrated Health Solutions, *Sun Life Financial*

With close to 20 years experience Jennifer's career has included roles in disability management, strategic planning, and product development. She joined Sun Life in 2009 to help establish the Health & Wellness business before moving to Human Resources where she led the design and delivery of market leading benefits & wellness programs for Sun Life's Canadian employees. Jennifer leads a strong team of Organizational Consultants focused on meeting the healthy workplace objectives of Canadian employers. She is passionate about integrating group benefits & wellness programs. Jennifer is a graduate of the Workplace Wellness and Health Promotion program at Centennial College and has an honours degree in Health and Psychology from Queen's University.



• **Neil D'Cruz**, VP of Marketing & Sales, *Dynacare*

Neil joined Dynacare in 2009 as Director of Marketing. He was appointed to his current position in 2011 bringing more than 16 years of strategic consulting, marketing and sales experience in the fields of life sciences and healthcare to his role. Prior to joining Dynacare, Neil served as Senior Manager in Deloitte Canada's Life Sciences Practice, as well as holding senior consulting positions in New York and Sao Paulo, Brazil. His academic background includes a Bachelor of Arts degree in Economics from McMaster University and a Master of Business Administration from the William E. Simon Graduate School in Rochester, New York.



• **Stuart Browne**, CEO, *Pycap Venture Partners*

Stuart Browne is the Founder and Managing Partner of Pycap Corporation and CEO of Pycap Venture Partners, a Private Equity & Venture Capital Corporate Finance Firm. Expert Reviewer on four Ontario Government Funded Investment Portfolios. Advisory Board Member of the City of Toronto's Startup Here Initiative, Startup Toronto, Canada Mongolia Chamber of Commerce, and LatAm Startups. Roundtable advisor on VC Industry policy for the Federal Economic Development Agency and Immigration Canada. Participated in the investment of \$2M over 16 Information Technology corporations within numerous industries such as finance, medical, communication, and education. Founder and CEO of Sector 75, a Tech Startup Incubator (successes among its 12 companies include: over \$200K raised; Peter Thiel Fellowship Award; Media coverage at TED Talks, Globe & Mail and Business News Network (BNN); winners of the MaRS Upstart and Life Sciences Competition). Stuart has also been Featured on Bloomberg TV, BNN, and the Financial Post. Published four articles on Techvibes. Keynote or Guest Speaker for China (Beijing) International Tech Transfer Convention, Mongolia Entrepreneurship Summit, Cambridge House Investment Conference, Cantech Investment Conference, Global Entrepreneurship Week, Startup Toronto, and the Chinese Professionals Association of Canada. Previously an Advisor for a national angel investor association, a finance and marketing manager for a publicly traded company and a corporate advisor for an international investment media company.



• **Veronika Litinski**, CEO, *Konona Health*

Veronika Litinski is a company builder, health technology innovator and a financier. Her track record for managing change and identifying growth opportunities distinguishes her among those working hard to realize a health transformation agenda. At present, she is establishing Konona Health, a management company and digital health accelerator. Recently, she joined its first graduate, GeneYouIn, a Personalized Medicine company (www.pillcheck.ca). Veronika led the launch and development of Cogniciti, a for-profit arm of Baycrest Hospital. Before taking on a leadership role with Cogniciti, Veronika led the Health Care and Life Sciences practice at MaRS. She joined MaRS at the ground floor, as Director of the Venture Group when their doors opened in July 2005, and continues contributing to MaRS as a Volunteer Advisor. Prior to MaRS, Veronika worked in corporate finance with GATX Capital in San Francisco, where she managed international Venture Finance Partnerships, and the suite of responsibilities associated with approving \$40MM of new investments annually. A graduate of Moscow State University and the University of San Francisco, Veronika began her life sciences career in cancer research at Lawrence Berkeley National Laboratory.



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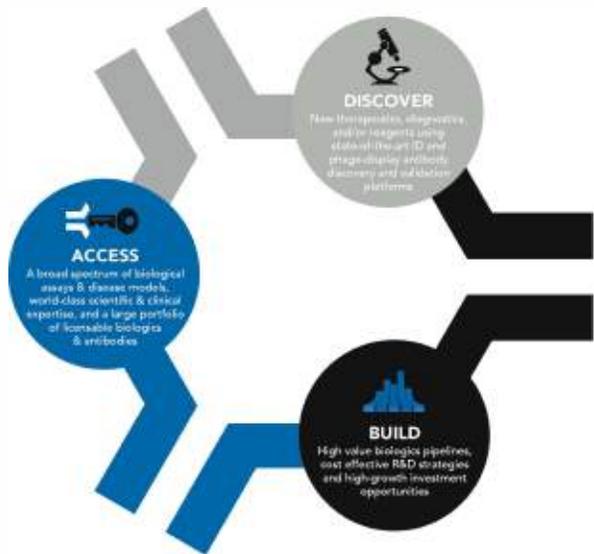


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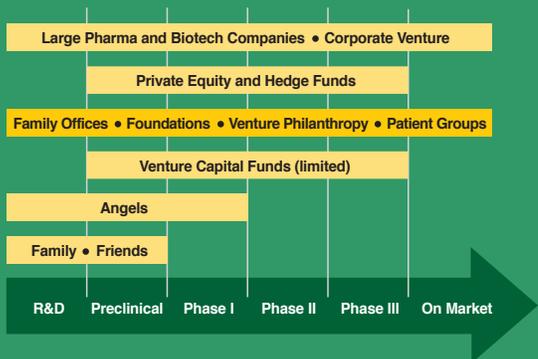


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The Life Science Executive's FUNDRAISING MANIFESTO

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 booth at the exhibit hall



Workshops

<p>8:00 AM - 8:50 AM</p>	<p>FUNDRAISING BOOT CAMP</p>		<ul style="list-style-type: none"> • Danielle Silva, VP of Business Development
<p>9:00 AM - 9:50 AM</p>	<p>NON-DILUTIVE FUNDING PROGRAMS</p>		<ul style="list-style-type: none"> • Meytal Weiss, Director, Business Development
<p>10:00 AM - 10:50 AM</p>	<p>BRANDING & MESSAGING</p>		<ul style="list-style-type: none"> • Dennis Ford, Founder & CEO
<p>11:00 AM - 11:50 AM</p>	<p>IP STRATEGY</p>		<ul style="list-style-type: none"> • Micheline Gravelle, Managing Partner, Bereskin & Parr • Karen Durell, Partner, Miller Thomson
<p>1:00 PM - 1:50 PM</p>	<p>TALES FROM THE ROAD</p>		<ul style="list-style-type: none"> • Philippe Nore , CEO & Co-Founder, MiNDERA • Don Stewart, CEO, PlantForm • Tyler Wanke , Founding CEO, Innobative • Jonathan Cohen, Founder & CEO, Velocity Biosystems • Patrick O'Donnell, CEO & Co-Founder, ProteoThera
<p>3:00 PM - 3:50 PM</p>	<p>CUSTOMER VALUE PROP</p>		<ul style="list-style-type: none"> • Kevin Smith, Facilitator, Entrepreneurship Programs
<p>4:00 PM - 4:50 PM</p>	<p>BOSTON INNOVATION CAPITAL</p>		<ul style="list-style-type: none"> • Colin Widen, CEO



• **Danielle Silva**, VP of Business Development, *Life Science Nation*

Workshop: Fundraising Boot Camp

Danielle is a founding partner of Life Science Nation and helps companies developing therapeutics, medical devices develop their outbound marketing campaign and identify fundraising partners. Previously, Danielle was a marketer for a multi-family office with over \$4 billion in assets under management. Danielle first started her career as a research analyst at Brighton House Associates, assisting fund managers in the hedge fund, private equity, and venture capital space raise money via institutional alternative investors. Danielle has been quoted in a variety of publications in the alternative investment space including the Wall Street Journal, the Financial Times, and Jim Cramer's "The Street". Danielle received her Bachelor's degree in Economics and Policy Studies from the Maxwell School at Syracuse University.



• **Meytal Weiss**, Director, Business Development, *FreeMind Group*

Workshop: Non-Dilutive Funding Programs

Ms. Meytal Weiss has spent most of her career as a part of the scientific community. Previously a Senior Project Manager in FreeMind's Professional Department, Meytal has helped clients manage the complex application production process, submit and win, and is now utilizing her strong background in the life sciences, grant writing, and understanding of non-dilutive funding to guide potential clients through the first stages of the process. Meytal holds a Master's degree in Cellular and Developmental Biology from the Hebrew University of Jerusalem, where she specialized in Neurodegenerative Diseases and Microscopy. In her spare time, Meytal teaches science to students with special needs and is an amateur photographer.



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

Workshop: Branding & Messaging

Dennis Ford is an entrepreneur and author with expertise in sales, marketing, and business development. He has spent most of his career launching new companies. Over the last decade, he has worked extensively with global alternative investors interested in high-growth early-stage technologies. His expertise encompasses using database subscription services to create business solutions and using the Internet to create an interactive dialog between buyers and sellers. He is a big proponent of using profiling and matching technology to find that all-important business fit in the marketing and selling process. Before LSN, Dennis was the President and CEO of Brighton House Associates (BHA). BHA was launched in order to improve the way hedge fund and private equity fund managers raised capital and marketed their funds to investors. Ford 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*. Ford teaches Entrepreneurship Sales & Marketing to undergraduate and graduate students at the University of Massachusetts Boston.



• **Micheline Gravelle**, Managing Partner, *Bereskin & Parr*

Workshop: IP Strategy

Micheline Gravelle is Managing Partner with Bereskin & Parr LLP, Chair of the Executive Committee, and Head of the Life Sciences practice group. Micheline's practice focuses on assessing new technologies, preparing and prosecuting patent applications worldwide, and conducting due diligence analysis on patent portfolios. She has work experience in the chemistry, microbiology, immunology and molecular biology fields, and has worked in the industry for multi-national companies, government agencies and in a hospital laboratory. Micheline stays at the forefront of the life sciences industry, and regularly contributes to various publications, and is a speaker on the issues that affect IP in the industry. Micheline is recognized as a top-tier professional in both national and international publications, including *The Canadian Legal Expert Directory* in the area of Biotechnology, *Who's Who Legal – Patents*, *IAM Patent 1000 – The World's Leading Patent Practitioners*, *Expert/American Lawyer Guide to the Leading 500 Lawyers in Canada*, and *PLC Cross-border Life Sciences Handbook*. More recently, Micheline was named a Preeminent Life Sciences Expert by LMG Life Sciences, an "IP Star" in *Managing Intellectual Property's IP Stars Handbook: Patent*, and top patent practitioner in *Expert Guides: Guide to the World's Leading Women in Business Law*.

• **Karen Durell**, Partner, *Miller Thomson*

Workshop: IP Strategy



Karen Durell practices intellectual property ("IP") law as a lawyer, patent agent and trade-mark agent with Miller Thomson LLP. Karen's practice focuses upon the development of tailored legal strategies for public and private innovators. Additionally, Karen advises clients on strategies for obtaining patent rights, as well as policies and regulations that affect their innovations and relate to their IP use. Karen has been granted a doctoral degree in law by McGill University that involved work focusing on intellectual asset management, IP regulation, and developing world IP capacity building. Karen has been an invited speaker at several forums and has delivered presentations and seminars on IP, ethics, intellectual asset management, IP strategies, and IP law to a variety of audiences including academics, students, policy-makers, government, scientists and public forums. Karen is published on topics of IP laws, intellectual asset management, and IP and vaccines.

• **Philippe Nore**, CEO & Co-Founder, *MiNDERA*

Workshop: Tales from the Road



Philippe Nore is the Chief Executive Officer and co-founder of MiNDERA, a MedTech company developing non-invasive, high precision, cost effective skin diagnosis tests that will enable better understanding and diagnosis of skin diseases. Before founding MiNDERA, Philippe was Senior International Business Leader at Roche Diagnostics. He was responsible for the development and commercialization of the Ventana Digital Pathology products in the cancer diagnostics market, including global P&L responsibility. During his tenure at Roche, he successfully launched several FDA-approved products. Prior to that, he was a Senior Engagement Manager at L.E.K. Consulting where he worked with CEOs of small and midsize biotech and life sciences companies. Earlier, he worked at Life Technologies, where he headed Strategic Planning and Business Development for the DNA Sequencing business unit and led the Next-Generation Sequencing taskforce. He also spent several years at Bain & Company where he consulted for Fortune 500 companies. Philippe holds a MSc. in chemistry from ESPCI (Paris) and an MBA from the Wharton School where he graduated as a Palmer Scholar.

• **Don Stewart**, CEO, *PlantForm*

Workshop: Tales from the Road



Dr. Don Stewart, an entrepreneur and scientist, is a founder of PlantForm Corporation and assumes the roles of President and Chief Executive Officer. Founded in 2008, PlantForm develops and manufactures therapeutic drugs using plants and is focused on antibody and protein drugs for international markets. Dr. Stewart brings 35 year's management experience in the biotechnology industry to this role. Previously Dr. Stewart served as Director Research of Cangene Corporation where he gained broad experience leading programs to develop biosimilar and innovative drugs. Dr. Stewart studied biochemistry and cell biology, graduating with a PhD from the University of London, England.

• **Tyler Wanke**, Founding CEO, *Innoblative*

Workshop: Tales from the Road



Tyler Wanke is the founding CEO of Innoblative, a medical device company focused on treating early stage breast cancer with novel ablation technology. Tyler received his B.S. in Neurobiology and Certificate in Business from the University of Wisconsin – Madison in 2011. While there, he worked in the Department of Neurological Surgery studying the use of methylating compounds on regenerating spinal cord after injury. He started medical school at Northwestern University's Feinberg School of Medicine where he studied orthopedic surgical readmission after knee and hip surgery. After completing his second year of medical school, Tyler took leave from medical school to start Innoblative. He has also worked for Abbott Ventures and Medtronic, has an MBA from Northwestern's Kellogg School of Management and an MEM from Northwestern's McCormick School of Engineering, and volunteers on a board of the Cures Within Reach (CWR) non-profit.



• **Jonathan Cohen**, Founder & CEO, *Velocity BioSystems*

Workshop: Tales from the Road



Mr. Cohen was the founding CEO of 20/20 GeneSystems (Rockville, MD) where he led the company in raising over \$12 million in equity investments and over \$6 million in government grants and contracts. As CEO he forged corporate alliances with several Fortune 500 companies including Eastman Kodak, Johnson & Johnson, Abbott Diagnostics, Smiths Detection, and Ping a Ventures, the investment arm of China's largest health insurance company. He also co-invented and spearheaded the launch of 20/20's highly profitable BioCheck product which is used by over 500 emergency response organizations worldwide. Active in public policy initiatives on behalf of the biotechnology industry, Mr. Cohen conceived of and helped bring about the passage of the Maryland Biotechnology Investment Tax Credit which is widely deemed to be the most effective investment incentive in the U.S. Jonathan is currently starting a new company called Velocity BioSystems focused on using artificial intelligence algorithms to improve the accuracy of screening blood tests for multiple cancer types. Cohen is a founding director of the Small Biotechnology Business Coalition. Before starting 20/20 Mr. Cohen was patent and general counsel for two publicly traded companies: Ventana Medical Systems Inc. (acquired by Roche diagnostics in 2008 for \$5 Billion) and Oncor Inc. Mr. Cohen is a registered patent attorney with over 18 years experience in biotechnology patents and licensing matters. Cohen has a Master of Science Degree in Biotechnology from Johns Hopkins University and a law degree from the American University.

• **Patrick O'Donnell**, CEO & Co-Founder, *ProteoThera*

Workshop: Tales from the Road



For the past 24 years, Patrick O'Donnell has established a successful track record in the medical device, biologics, and biomaterials industries with technologies in the orthopaedic, spine, neurosurgery, sports medicine, interventional radiology, vascular and, metabolic disorders markets. As a CEO of regenerative medicine and medical device companies, Mr. O'Donnell has raised over \$80M in the past six years to fund and execute the product development and clinical programs towards regulatory milestones. Mr. O'Donnell currently serves as the Founder, Director, and Chief Executive Officer of ProteoThera, Inc., an early stage biotech company with matrix-binding protein fusion technology for local delivery of small molecules and proteins to address articular joint inflammatory diseases. Mr. O'Donnell is responsible for building the senior management team, driving strategy, managing operations, and fund-raising including the recent closing of a \$4.6M convertible note of which the proceeds will capitalize the Company through GMP production and toxicology towards first in human clinical research. Additionally, Mr. O'Donnell currently serves on the Reimbursement Committee at the Alliance for Regenerative Medicine.

• **Kevin Smith**, Facilitator, Entrepreneurship Programs, *MaRS Discovery District*

Workshop: Customer Value Prop



Kevin Smith is a story architect. In his 20+ career in sales, marketing, entrepreneurship and politics, Kevin has done over 10,000 pitches. Kevin helps startups unleash their story to secure customers and investors by helping them understand what their core customer story is and then helping them get their story to market. Kevin spent 14+ years at Dell in consumer sales, B2B sales, Enterprise Sales and Enterprise Marketing. After helping to develop go-to-market strategies for their acquired startups, he reconnected with his passion for entrepreneurship and began helping startups full time. His expertise include branding, messaging, marketing strategy, SEO, content and social media marketing, presentation and pitch design, web design, lead generation, sales coaching and business development.

• **Colin Widen**, CEO, *Boston Innovation Capital*

Workshop: Boston Innovation Capital



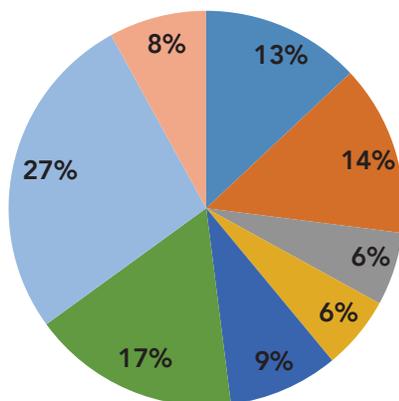
Colin Widen, registered representative, is a seasoned executive with 25 years of sales, trading and portfolio management experience in major investment banks. In 2001, Colin left the institutional world and founded W.A.M. Asset Management, a private equity fund of funds that focused on SBIC private equity funds. After selling the firm to a larger fund of funds, Colin joined Deutsche Bank where he led a team providing consulting services about alternative asset allocation strategies to family offices and smaller endowments and foundations. Colin is a registered representative and holds Series 7, 24, 63 and 82 registrations. His specialties include reconstructing hedge fund portfolios and analyzing private equity holdings.



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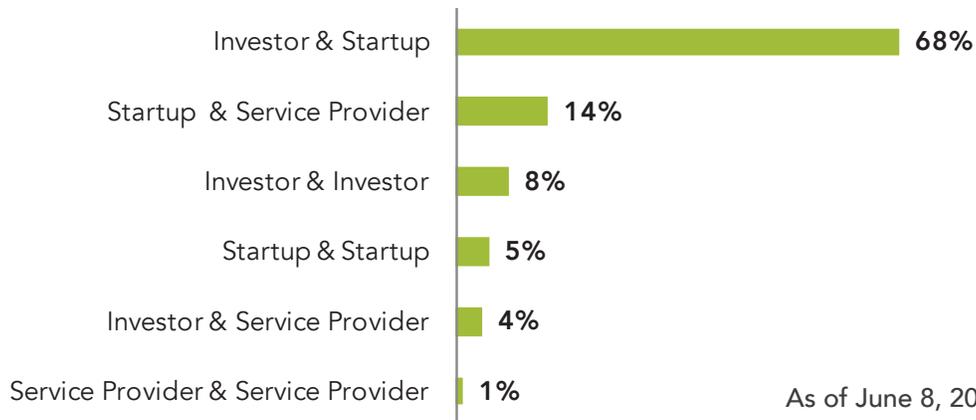
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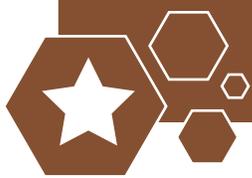
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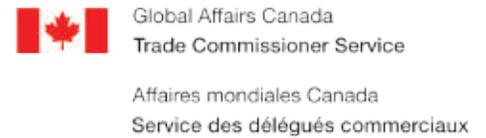
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Life Science Nation (LSN) accelerates fundraising using its matching platform to create highly compatible relationships between early stage scientists/ entrepreneurs and emerging technology investors. LSN researches and curates market intelligence on two industry sectors. The first is emerging biotech and medtech companies, which by their ephemeral nature are challenging to find and track. Second, LSN tracks ten categories of early stage life science investors and identifies who is filling the void left by venture capital. LSN owns and operates the Redefining Early Stage Investments (RESI) conference series, which brings together global early stage biotech and medtech companies with early stage investors.



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DynaCare is committed to being Canada's health and wellness solutions leader. We impact the lives of tens of thousands of Canadians and healthcare providers by delivering high-quality laboratory and health care services. We offer one of the largest menus of diagnostic tests in the country and are shaping the future of diagnostics through highly advanced and less invasive tests. We also provide testing designed specifically for the life insurance industry, and wellness programs and occupational health testing for employees. Quality patient care is at the heart of everything we do, and our health care services include a cardiac risk reduction program, convenient home care services, and an easy-to-use online portal where patients can check their test results and manage their health.

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Bereskin & Parr LLP is a leading Canadian full service intellectual property law firm serving clients across all industries around the world. Founded in 1965, the firm has grown to be one of the largest IP firms in Canada with offices located in major economic and technology centres. Bereskin & Parr is made up of more than 70 lawyers and patent and trademark agents, many of whom are recognized as leading practitioners in their specialized fields. The firm has established a depth of legal talent and systems to service clients in every aspect of patent, trademark and copyright law and IP litigation. The firm and its award-winning professionals are consistently ranked as the benchmark for IP law in Canada.



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Blueline is a Canadian biotechnology incubator based in Toronto's Discovery District, backed by the global life science venture capital firm Versant Ventures and co-funded by Celgene Pharmaceuticals. Blueline was established in Dec 2013 to accelerate the creation of globally competitive therapeutics companies in partnership with academics and entrepreneurs throughout Canada. Despite its young history, Blueline's impact has been felt through multiple translational successes, including support in launching Northern Biologics (Toronto), Inception IBD (Montreal) and Turnstone Biologics (Ottawa), and the establishment of two competitive academic research grant programs (Blueline Drug Target Program and Blueline Spark Grant Program).



Boehringer
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Boehringer Ingelheim is committed to the development of innovative, cost-effective medicines which fulfill unmet medical needs. Our drug discovery focuses on immunology and respiratory diseases, oncology, cardiometabolic diseases and diseases of the central nervous system. Our Canadian operations have been based in Burlington since 1978 with approximately 600 employees across Canada.



Inforoute Santé du Canada
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Inforway helps to improve the health of Canadians by working with partners to accelerate the development, adoption and effective use of digital health across Canada. Through our investments, we help deliver better quality and access to care and more efficient delivery of health services for patients and clinicians. Inforway is an independent, not-for-profit organization funded by the federal government. Visit our website at www.inforoute.ca.

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The Centre for the Commercialization of Antibodies and Biologics (CCAB) develops and commercializes biologics discovered at the Toronto Recombinant Antibody Centre (TRAC). Our partners can access customizable screening technologies to identify targets, a state-of-the-art phage display discovery platform, and a portfolio of fully-human antibodies against 300+ targets. CCAB facilitates access to the portfolio through a streamlined licensing process flexible to its partner's needs and is able to provide specified quantities of antibodies/synthetic proteins of choice to support evaluation studies. CCAB is also advancing a small number of novel in-house therapeutic programs with the aim of identifying lead development candidates. For these programs, CCAB is seeking investment capital to support the creation of single or multi-asset start-up companies.



The Centre for Imaging Technology Commercialization (CIMTEC) designs medical devices for clients with imaging innovations. CIMTEC can help you develop the hardware and software associated with your technology under a clinical quality management system, with commercial expertise in: Mechatronics Design: Design and manufacture of prototypes with expertise in motion control and image-guided interventions; Image Processing: Customized, clinically-validated image processing algorithms for rapid segmentation, registration and classification; and 3D Visualization: Clinical user interface development and multi-modal real-time 3D visualization. Working with CIMTEC is a collaborative process. Together, we will develop the best plan for your project to achieve your goals.



EDC is Canada's export credit agency. Our job is to support and develop Canada's export trade by helping Canadian companies respond to international business opportunities. We are a self-financing, Crown corporation that operates at arm's length from the Government. We provide insurance and financial services, bonding products and small business solutions to Canadian exporters and investors and their international buyers. We also support Canadian direct investment abroad and investment into Canada. Much of our business is done in partnership with other financial institutions and through collaboration with the Government of Canada.



Genome Canada is a not-for-profit organization that aims to harness the transformative power of genomics for the benefit of all Canadians. We connect ideas and people across public and private sectors to find new uses for genomics, invest in large-scale science and technology to fuel innovation, and translate discoveries into solutions across key sectors of national importance, including health, agriculture, forestry, fisheries & aquaculture, energy, mining, and the environment.



The Canadian Trade Commissioner Service (TCS) provides its clients with practical advice on foreign markets and on-the-ground intelligence to help companies make better, more timely and cost-effective decisions for success abroad. Our offices across Canada and in over 160 foreign locations help Canadian companies successfully navigate the complexities of international markets. Our insights help companies perfect their international business strategy, assess their potential in foreign markets, and make key business decisions. We connect our clients to local contacts, such as foreign customers, distributors and sources of finance. We also facilitate R&D collaboration and technology transfer, promote joint-venture partnering and foreign equity investment, and support licensing and venture capital linkages for Canadian companies. For more information, visit <http://tradecommissioner.gc.ca>



Innovative Medicines Canada is the national voice of Canada's innovative pharmaceutical industry. We advocate for policies that enable the discovery, development and commercialization of innovative medicines and vaccines that improve the lives of all Canadians. We support our members' commitment to being valued partners in the Canadian healthcare system.



LifeLabs is a Canadian-owned company with over 50 years of experience providing laboratory testing services to help healthcare providers diagnose, treat, monitor and prevent disease in patients. In communities across British Columbia and Ontario, LifeLabs' delivers cost-effective, convenient access to laboratory testing services which are essential for optimal outcomes in healthcare. LifeLabs employs approximately 5,400 professionally trained staff and delivers over 100 million laboratory tests, serving 19 million patient visits annually. LifeLabs is indirectly owned by OMERS Administration Corporation, whose interest is managed by Borealis Infrastructure. For information, visit www.lifelabs.com

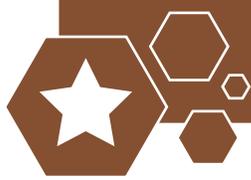


For 125 years, Merck has been working to help the world be well. Merck is a global health care leader with a diversified portfolio of prescription medicines, vaccines and animal health products. In Canada, Merck markets more than 250 pharmaceutical and animal health products. Merck is a leader in a broad range of areas such as cardiology, infectious diseases, respiratory, vaccines and women's health, and is focused on expanding offerings in other areas, including virology, oncology and diabetes. Based in Montréal, Québec, Merck employs approximately 795 people across Canada. Merck is one of the top R&D investors in Canada, with investments totalling \$29.9 million in 2014 and more than \$1 billion since 2000. For more information about our operations in Canada, visit www.merck.ca and connect with us on YouTube.



Miller Thomson LLP is a full-service business law firm with 11 offices across Canada and an international reach through a network of associated foreign law firms. Through strategic growth, we have developed enhanced capabilities, depth and resources in crucial core and specialty areas of expertise, including M&A, securities and corporate finance, IP/IT and tax. In particular, our startup-focused Emerging Companies & Venture Capital Group and nationally recognized Health Law Group give us the business and legal expertise to help health industry businesses succeed. As a trusted partner to new ventures, Miller Thomson understands the unique challenges faced by emerging businesses. Ask us about our MTECH Emerging Business Program.

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The Ontario Brain Institute is a provincially funded, not-for-profit research centre seeking to maximize the impact of neuroscience and establish Ontario as a world leader in brain research, commercialization and care. Convergent partnerships are created between researchers, clinicians, industry, patients, and their advocates to foster discovery and deliver innovative products and services that improve the lives of those living with brain disorders. OBI runs a number of commercialization initiatives that engage and support industry to help increase access to capital and develop Ontario's neurotechnology cluster.



Revera is a leading owner, operator and investor in the senior living sector dedicated to helping people live life to the fullest. Revera is committed to driving innovation to improve the aging experience, and is drawing on the expertise and support of its Chief Elder Officer Hazel McCallion, Resident Innovation Ambassadors, and dedicated staff to bring innovation to life in more than 500 retirement communities and long term care homes. The Revera Innovators in Aging program allows entrepreneurs to test new products, services and technologies through pilots at Revera communities, and Revera intends to invest directly in innovations that will make a true difference in seniors' lives.



Sanofi Pasteur is the vaccines division of Sanofi. Our vision is a world in which no one suffers or dies from a vaccine preventable disease. Sanofi Pasteur is the largest company in the world devoted entirely to human vaccines. We distribute more than 1 billion doses of vaccine per year, making it possible to vaccinate more than 500 million people across the globe. Our broad portfolio of vaccines protects against infectious diseases such as: cholera, diphtheria, dengue, Haemophilus influenzae type b infections, hepatitis A, hepatitis B, influenza, Japanese encephalitis, measles, meningococcal infections, mumps, pertussis, pneumococcal infections, poliomyelitis, rabies, rubella, tetanus, tuberculosis, typhoid fever and yellow fever. Sanofi Pasteur is the world's largest producer of seasonal influenza vaccine and the world's leading provider of inactivated poliomyelitis vaccine.



Sun Life Financial is a leading international financial services organization providing a diverse range of protection and wealth products and services to individuals and corporate customers. Sun Life Financial has operations in a number of markets worldwide, including Canada, the United States, the United Kingdom, Ireland, Hong Kong, the Philippines, Japan, Indonesia, India, China, Australia, Singapore, Vietnam, Malaysia and Bermuda. As of March 31, 2016, the Sun Life Financial group of companies had total assets under management of \$861 billion. For more information please visit www.sunlife.com. Sun Life Financial Inc. trades on the Toronto (TSX), New York (NYSE) and Philippine (PSE) stock exchanges under the ticker symbol SLF.



A unique not-for-profit, TEC Edmonton is a joint venture of the University of Alberta and the Edmonton Economic Development Corporation. TEC Edmonton helps technology entrepreneurs accelerate their growth. In addition to being the commercialization agent for University of Alberta technologies, TEC Edmonton operates Greater Edmonton's largest accelerator for early stage technology companies, including both university spinoffs and companies from the broader community. TEC Edmonton provides client services in four broad areas: Business development, funding and finance, technology commercialization and entrepreneur development. For more information, visit www.tecedmonton.com.



Since 2008, TELUS Health has developed a broad cross-section of digital solutions for all major stakeholders in the healthcare system, including hospitals, physicians, pharmacists and extended healthcare providers. TELUS Health is a leader in telehomecare, electronic health records (EHR), electronic medical records (EMR), personal health records (PHR), pharmacy management and benefits management. Its solutions are aimed at improving the patient experience, increasing efficiencies and positively impacting health outcomes by giving health authorities, providers, physicians, patients and consumers the power to turn information into better health outcomes.



TMX Group owns and operates Toronto Stock Exchange, TSX Venture Exchange and TSX Private Markets. Toronto Stock Exchange provides senior companies with efficient access to public equity, liquidity for existing and new investors, and the prestige and market exposure associated with being listed on a world-class market. Serving the public venture capital market, TSX Venture Exchange provides access to growth capital for early stage companies while offering investors a well-regulated market for making venture investments. Launched in 2014, TSX Private Markets is a new business designed to support efficient capital raising and secondary trading within Canada's exempt market. An extension of TMX Group's leading equities markets ecosystem, this new service provides enhanced access to capital for private and public issuers and exempt market liquidity for approved dealers and their accredited investors. For more information, please visit www.tmx.com.



Sustaining Innovation - From the corporate headquarters in London, Ontario to over 110 countries, the Trudell Medical Group of companies is recognized for strong leadership in the design, manufacture and marketing of quality medical solutions. With a diverse portfolio of products and customers, the companies are redefining standard treatments through innovation. Our five operating divisions provide proprietary aerosol and lung health devices, operating and critical care equipment, home oxygen services and have the ability to custom design solutions for global markets. With a proven history of leading customer service, clinical expertise, and continuous improvement to our products and services, the Trudell Group of companies share the goal of improving patient outcomes and contributing to health system savings overall.

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