Early stage investors, fundraising CEOs, scientist entrepreneurs, strategic partners, and service providers now have an opportunity to Make a Compelling Connection
10TH FLOOR:
Partnering Forum (Tables 1-60)
Therapeutics Investor Panels (Track 1)
Device, Diagnostic, HCIT & Asia Investor Panels (Track 2)
Breakfast/Lunch Buffet

- COMMANDANT’S ROOM -

11TH FLOOR:
Registration (10 AM - 5 PM)*
Exhibition, RESI Innovation Challenge
Entrepreneur Workshops, Panels (Track 3)
West Coast Innovators’ Pitch Challenge (Track 3)
Breakfast/Lunch Buffet/Cocktail Reception

*Please register on the 2nd floor before 10 AM
### QUICK GUIDE TO EACH FLOOR

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<td>Track 4: Partnering Forum (Tables 61-90)</td>
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<td></td>
<td>12 PM - 1 PM</td>
<td>STETSON FAMILY OFFICE Luncheon By Invitation Only</td>
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<tr>
<td>11</td>
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<td>8 AM - 5 PM</td>
<td>Exhibition: Service Providers &amp; West Coast Tech Hubs</td>
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<td></td>
<td>10 AM - 5 PM</td>
<td>Track 3 AM: Early-Stage Entrepreneur Workshops &amp; Panels</td>
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<td>Track 3 PM: Pitch Challenge, Panel &amp; Workshop</td>
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<td></td>
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<td>Registration (Please register on the 2nd floor before 10 AM)</td>
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<td>Cocktail Reception</td>
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<td>Lunch Buffet</td>
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<td>2</td>
<td>7 AM - 10 AM</td>
<td>Registration (Please register on the 11th floor after 10 AM)</td>
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<td></td>
<td>8 AM - 11:30 AM</td>
<td>Ad-hoc Meetings (In the theatre)</td>
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<tr>
<td></td>
<td>11:50 AM - 1 PM</td>
<td>Luncheon By Invitation Only</td>
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<tr>
<td></td>
<td>2 PM - 3:30 PM</td>
<td>Ad-hoc Meetings (In the theatre)</td>
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</table>
Life Science Nation (LSN) is delighted to be back in San Francisco for the action-packed healthcare conference week. RESI has become the premier global partnering conference because LSN can match early-stage companies with compelling technology assets to early-stage investor and channel partners. Please take a look at the line-up of players in this program guide and find the who’s who of early-stage life science partnering on the planet. LSN’s ability to find the right fit between a startup’s stage of development and product with vetted investor mandates is unparalleled in the industry.

LSN’s RESI conference is cross domain and is relevant to early-stage buyers and sellers across the silos of Drugs, Devices, Diagnostics and Digital Health, the “4 Ds”. RESI caters to both the earliest stage startups, those seeking grants, seed and angel capital, and the early stage firms who seek series A and B funding. Because LSN organizes a RESI conference every few months, fundraising CEOs and investment partners can incorporate RESI into their monthly global business activities. RESI has around 1500 global investors and channel partners that regularly attend 3 or more RESI conferences a year. LSN estimates that over 350 companies have raised over $500mm dollars as a result of including RESI as part of their fundraising strategy.

In 2019, the RESI conference series expands from North America to include Europe and Asia. Following today’s RESI SF, a premier international event, LSN is launching RESI Europe in Vienna, Austria on March 25th, followed by RESI in Philadelphia, PA June 8th, RESI Boston in September 11th and finishing the 2019 journey with RESI Asia in November. Going to Europe and Asia is part of the natural progression to create a global early-stage funding ecosystem fueled by our international investor and channel partners who use the RESI conference series as a vehicle to source compelling technology assets globally. Stop by our two workshops today (Europe at 8am and Asia at 4pm) to become more involved in RESI Europe and RESI Asia by becoming a RESI Alliance Partner!

LSN registered well over 1000 attendees, investors, strategic partners and startups, for today’s RESI conference and I would like to thank all of our delegates for your ongoing support. Special thanks to our partners and sponsors, Stetson Family Office, McDermott Will & Emery, MedMarc, BioMed Taiwan, and Bayer, for being a part of RESI SF. Today, LSN is bringing together our first West Coast Innovators’ Gathering and Pitch Challenge this afternoon from 1:00-2:30pm – be sure to go see the 8 constituents of West Coast-based tech hubs selected to pitch to a panel of investors. In addition, the Taiwan delegation has a special box lunch in the antique Marines’ Memorial Theatre at noon featuring top Taiwanese firms pitching their latest products and services. Finally, RESI partnering has over 1400 meetings scheduled starting at 8am and will go full steam ahead for the entire day. Please take a few moments and go through this program guide and choose in which events you would like to participate and enjoy another one-of-a-kind RESI partnering event.

Sincerely,

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

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

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<th>Time</th>
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<tr>
<td>8:00 - 8:50 AM</td>
<td><strong>INVESTING IN CELL &amp; GENE THERAPY</strong>&lt;br&gt;The Next Generation of Therapeutic Technologies</td>
</tr>
<tr>
<td>9:00 - 9:50 AM</td>
<td><strong>BIG PHARMA</strong>&lt;br&gt;Pipeline Strategy for Preclinical and Early Clinical Assets</td>
</tr>
<tr>
<td>10:00 - 10:50 AM</td>
<td><strong>WEST COAST EARLY STAGE ECOSYSTEM</strong>&lt;br&gt;New Models for Turning Life Science Innovations into Startup Success</td>
</tr>
<tr>
<td>10:55 - 11:50 AM</td>
<td><strong>ANGELS &amp; FAMILY OFFICES</strong>&lt;br&gt;How Do Angels &amp; Family Offices View Seed &amp; Series A Rounds?</td>
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### 8:00 - 8:50 AM: Registration & Breakfast

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<tbody>
<tr>
<td>8:00 - 8:50 AM</td>
<td><strong>AI IN HEALTHCARE</strong>&lt;br&gt;Cutting Edge Computing Creates New Opportunities For Healthcare Investors</td>
</tr>
<tr>
<td>8:55 - 9:00 AM</td>
<td><strong>MEDICAL DEVICE INVESTORS</strong>&lt;br&gt;Investing in Novel Engineering</td>
</tr>
<tr>
<td>9:05 - 9:10 AM</td>
<td><strong>TALES FROM THE ROAD</strong>&lt;br&gt;Biotech &amp; Medtech CEOs Share Their Story</td>
</tr>
<tr>
<td>9:15 - 9:20 AM</td>
<td><strong>TRENDS IN MEDICAL DEVICES</strong>&lt;br&gt;Pipelines for Preclinical and Early Clinical Assets</td>
</tr>
<tr>
<td>9:25 - 9:30 AM</td>
<td><strong>DIGITAL HEALTH INVESTORS</strong>&lt;br&gt;Leveraging Software to Lower Costs and Improve the Quality of Care</td>
</tr>
<tr>
<td>9:35 - 9:40 AM</td>
<td><strong>MEDICAL DEVICES</strong>&lt;br&gt;Investing in Novel Engineering</td>
</tr>
<tr>
<td>9:45 - 9:50 AM</td>
<td><strong>NEGOTIATING TERM SHEETS</strong>&lt;br&gt;How to Negotiate Term Sheets for Early-Stage Deals</td>
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</table>

### 12:00 - 1:00 PM: Lunch Break

### 1:00 - 1:50 PM: Lunch Break

<table>
<thead>
<tr>
<th>Time</th>
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<tbody>
<tr>
<td>1:00 - 1:50 PM</td>
<td><strong>EARLY STAGE THERAPEUTICS INVESTORS</strong>&lt;br&gt;Investing Early in Novel Therapeutics</td>
</tr>
<tr>
<td>1:05 - 1:10 PM</td>
<td><strong>ASIA BIOTECH INVESTORS</strong>&lt;br&gt;Exploring the Asia Biotech Industry &amp; Popular Therapeutic Areas of Interest in Asia Markets</td>
</tr>
<tr>
<td>1:15 - 1:20 PM</td>
<td><strong>ASIA MEDTECH INVESTORS</strong>&lt;br&gt;Navigating the Regulatory Landscape &amp; Bringing Global Technologies into the Asia Markets</td>
</tr>
<tr>
<td>1:25 - 1:30 PM</td>
<td><strong>INVESTING IN PERSONALIZED MEDICINE</strong>&lt;br&gt;Improving Outcomes Through a Patient-Tailored Approach</td>
</tr>
<tr>
<td>1:35 - 1:40 PM</td>
<td><strong>CORPORATE VENTURE CAPITAL</strong>&lt;br&gt;The Corporate Landscape Morphed &amp; New Opportunities Abound</td>
</tr>
<tr>
<td>1:45 - 1:50 PM</td>
<td><strong>MENTAL &amp; BEHAVIORAL HEALTH</strong>&lt;br&gt;Exploring a Commonly Misunderstood Space Through Digital Health Solutions</td>
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### 2:00 - 2:50 PM: Lunch Break

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<tr>
<th>Time</th>
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<tbody>
<tr>
<td>2:00 - 2:50 PM</td>
<td><strong>THERAPEUTICS INVESTORS</strong>&lt;br&gt;Exploring the Asia Biotech Industry &amp; Popular Therapeutic Areas of Interest in Asia Markets</td>
</tr>
<tr>
<td>2:05 - 2:10 PM</td>
<td><strong>ASIA MEDTECH INVESTORS</strong>&lt;br&gt;Navigating the Regulatory Landscape &amp; Bringing Global Technologies into the Asia Markets</td>
</tr>
<tr>
<td>2:15 - 2:20 PM</td>
<td><strong>INVESTING IN PERSONALIZED MEDICINE</strong>&lt;br&gt;Improving Outcomes Through a Patient-Tailored Approach</td>
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<tr>
<td>2:25 - 2:30 PM</td>
<td><strong>CORPORATE VENTURE CAPITAL</strong>&lt;br&gt;The Corporate Landscape Morphed &amp; New Opportunities Abound</td>
</tr>
<tr>
<td>2:35 - 2:40 PM</td>
<td><strong>MENTAL &amp; BEHAVIORAL HEALTH</strong>&lt;br&gt;Exploring a Commonly Misunderstood Space Through Digital Health Solutions</td>
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### 3:00 - 4:00 PM: Lunch Break

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<tr>
<td>3:00 - 3:50 PM</td>
<td><strong>TAIWAN INVESTORS</strong>&lt;br&gt;What’s in it for Entrepreneurs and Investors?</td>
</tr>
<tr>
<td>3:05 - 3:10 PM</td>
<td><strong>TAIWAN INVESTORS</strong>&lt;br&gt;What’s in it for Entrepreneurs and Investors?</td>
</tr>
<tr>
<td>3:15 - 3:20 PM</td>
<td><strong>DIAGNOSTICS INVESTORS</strong>&lt;br&gt;New Generation of Technologies Changing Treatment Paradigms</td>
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<tr>
<td>3:25 - 3:30 PM</td>
<td><strong>RESI ASIA</strong>&lt;br&gt;Nov. 12th – 14th, 2019</td>
</tr>
<tr>
<td>3:35 - 3:40 PM</td>
<td><strong>RESI ASIA</strong>&lt;br&gt;Nov. 12th – 14th, 2019</td>
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### 4:00 - 4:50 PM: Lunch Break

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<th>Time</th>
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<tr>
<td>4:00 - 4:50 PM</td>
<td><strong>ASIA CORPORATES &amp; STRATEGICS</strong>&lt;br&gt;Major Players in the Asia Markets Look Externally for Technologies of Strategic Fit</td>
</tr>
<tr>
<td>4:05 - 4:10 PM</td>
<td><strong>ASIA CORPORATES &amp; STRATEGICS</strong>&lt;br&gt;Major Players in the Asia Markets Look Externally for Technologies of Strategic Fit</td>
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<tr>
<td>4:15 - 4:20 PM</td>
<td><strong>DIAGNOSTICS INVESTORS</strong>&lt;br&gt;New Generation of Technologies Changing Treatment Paradigms</td>
</tr>
<tr>
<td>4:25 - 4:30 PM</td>
<td><strong>RESI ASIA</strong>&lt;br&gt;Nov. 12th – 14th, 2019</td>
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### 5:00 - 7:00 PM: Cocktail Reception

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<tr>
<td>5:00 - 6:00 PM</td>
<td><strong>LIFECYCLE INVESTORS</strong>&lt;br&gt;Pipelines for Preclinical and Early Clinical Assets</td>
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<tr>
<td>5:05 - 5:10 PM</td>
<td><strong>DIAGNOSTICS INVESTORS</strong>&lt;br&gt;New Generation of Technologies Changing Treatment Paradigms</td>
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<tr>
<td>5:15 - 5:20 PM</td>
<td><strong>RESI ASIA</strong>&lt;br&gt;Nov. 12th – 14th, 2019</td>
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**RESI EUROPE - MAR. 25, 2019**

**VIENNA AUSTRIA**

LSN Seeking European Players to Learn about the "RESI Alliance Partner Program"
**STETSON FAMILY OFFICE**

Global Family Office BioForum

**BETTER HEALTH AT LOWER COST**

Stetson Family Office (SFO), established in 1919, has invested its resources over the last three years in building “Better Health at Lower Cost” through several entities established by SFO:

- **Global Better Health** (GBH) produced unique radio broadcasts/podcasts on *Better Health at Lower Cost*, focused on preventing five chronic diseases: Alzheimer’s Disease, cancer, diabetes, obesity and heart disease.
  - Programs are produced in consultation with a scientific advisory board of global healthcare experts.

- **Global Family Office BioForum** (GFOB) - the preeminent alliance of international family offices interested in healthcare/life sciences, currently meeting quarterly in 18 cities in the U.S., Europe and Asia.
  - On April 23 to 24, 2019, the GFOB Gathering in Chicago will be held in cooperation with the Angel Capital Association (ACA). Founded in 2004, ACA is the official industry alliance of 13,000 angel investors working in 260 organizations.
  - GFOB is partnering with Life Science Nation - a leader in bringing together and matching life science startup companies possessing compelling technology assets, with early stage global investors and channel partners.

- **Healthcare Impact Foundation** (HCIF) - a 501(c)(3) nonprofit organization designed to strengthen the private equity healthcare ecosystem with a focus on the “Valley of Death” – years 0 to 3 of promising new life science companies.
  - HCIF is establishing funds for geographic regions around the world to build endowments to support the earliest stage life science and thematic areas of investments, including Alzheimer’s Disease and cancer.

For further information, contact Maria Makela at maria@stetsonfamilyoffice.com.

*No solicitations are allowed at GFOB meetings.*
The RESI Innovation Challenge is a virtual investment contest, and the investor is you!

As you explore the exhibit hall, you will encounter 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 23,000.

- 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

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<th>Easel 3</th>
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<tr>
<td>Acusense</td>
<td>HEROIC FAITH Medical</td>
<td>Saving Lives Through Innovation</td>
<td>nucleai</td>
<td>NOVOTALK Talk For Life</td>
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<tr>
<td>Augmedics</td>
<td>UNIPER</td>
<td>MED TRACE</td>
<td>ADx HEALTHCARE</td>
<td>Notable Labs</td>
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<td>Easel 11</td>
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<td>Pressure Dot Technology</td>
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<td>i2 Pharmaceuticals</td>
<td>EvaHeart</td>
<td>VersaTope Delivering Immunity</td>
<td>inscope</td>
<td>NanoMedical Systems</td>
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<td>Lightline Medical</td>
<td>712 NORTH</td>
<td>renerva</td>
<td>ISCHEMIA CARE</td>
<td>SpinCeutica, Inc.</td>
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<td>Sisu Global Health</td>
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Founded in 2017, ACUSENSE’s core proposition is committed to the development of medical equipment and the improvement of safety in health care. At present, the first product--“off-needle leak-sensitive patch”, aiming at the trend of intelligent care and home hemodialysis, and will be based on Iec/pas 63023. The system communicates with the hemodialysis equipment to greatly reduce the clinical risks and unnecessary medical disputes caused by blood leakage. In the future, it will also be paired with intelligent gauze detection, subcutaneous tissue seepage, hypotension prediction model and UACR (Urine albumin-creatinine ratio) Continuous research and development in monitoring and beyond.

Established in June 2018, Heroic-Faith Medical Science Corp., LTD. is focused on the development of medical devices for the critical care medicine. The total annual spending on ICU care in North America in 2018 reaches $108 billion USD, being second only to cancer care which totals $158 billion USD, making it a key market that is marked by costly spending, as well as one that is open to new ideas. We hope to combine Taiwan’s advanced medical expertise with its cutting-edge electronics capabilities to develop break-through products, so that we can realize the ideal of our CEO, “Saving lives through innovation”, in the global market.

Point Robotics MedTech is a spinal surgical robot company that is committed to making spinal fusion surgery safer and more precise. We are looking for 15 million dollars for a 10% stake on series-A round. Spinal fusion surgery is a procedure that welds tiny bones together with pedicle screws. Lower back procedure treats symptoms such as degenerative spinal disease and scoliosis. Annually there are 1.4 million spinal surgery cases in the US and produce about $60 billion. Point Surgical Navigation System has a hand-held drilling device that can auto-align to planned screw trajectory and perform spinal fusion surgery. We believe our system can decrease the failure rate, reduce the procedure time, lower the procedure cost, and shorten the recovery time.

Nucleai is an AI healthcare start-up in the field of pathology. We aim to make biopsy interpretations accurate, efficient, and accessible in order to improve the current standard of care in the field of oncology and to expedite the development of novel cancer treatments. We develop AI Platform using big data we curated and develop machine vision algorithms that aid the pathologists in their analysis. The company was founded by highly skilled artificial intelligence experts, with previous experience in running an AI and data science R&D department. Nucleai is supported by leading pathologists in Israel and in the US. The company's beta products are tested in pilot studies in clinical settings in leading sites in Israel and the US.

Novotalk provides an end-to-end digital therapy for people with speech disorders. It’s an online, on-demand (asynchronous), self-directed speech tele-therapy solution, which allows those with speech impairments to learn, practice, gain, and maintain comprehensible speech remotely, independently, and discretely. The user goes through therapy with a virtual clinician, together with algorithms that detect pre-defined speech patterns and provide feedback in real-time. The "real" clinician is a data-empowered supervisor to the process. We make therapy accessible, by removing the 2 main barriers to therapy; clinician availability and affordability. Novotalk’s first solution addresses stuttering, a condition which affects 370m people globally.

Augmedics is developing the xvision system (XVS): An Augmented Reality Surgical Navigation System. With XVS, surgeons can see and navigate inside a patient's body through skin and tissue, as if they had “X-Ray Vision” which may lead to easier, faster and better outcome surgeries. The XVS system comprises a transparent near-eye-display headset with IR tracker and has all elements of traditional navigation systems. It accurately determines the position of surgical tools, in real-time, and superimposes them on the patient’s body. The navigation data is projected onto the surgeons’ retina using the transparent near-eye-display headset, allowing surgeons to simultaneously look at their patient and navigate without averting their eyes to a remote screen.

Uniper-Care Technologies is a community-based Health & Wellness service, aiming to improve behavioral, physical, social and cognitive well-being in later life, catered towards the “hardest to engage” individuals: socially isolated, home-bound or with mobility issues, ones with multiple chronic conditions, and those who live in rural areas whom have a higher chance to suffer from low social detriments of health (SDOH). Uniper is complementing traditional care through accessible, valuable and engaging technology-based services. The main interface being the TV set, a medium that everybody is familiar with, owns, and feels at ease to use.Uniper’s interactive platform enables social connections and virtual interventions that support care focusing on older adults. Uniper facilities forming happier and healthier daily routines. The measured outcomes so far are very promising demonstrating extra ordinary adherence and compliance rates.

MedTrace is a development-stage company innovating PET diagnostic imaging with an end-to-end solution for a best-in-class blood flow tracer geared for better outcomes, attractive economics and high-patient throughput.
- PET scans are the most sensitive and precise diagnostic tools available in medical imaging.
- There is a significant unmet need in cardiology for improved diagnostic images to guide invasive and non-invasive treatment.
- One of the fundamental challenges in PET cardiology diagnostics is the global scarcity of tracers.
- MedTrace has developed a solution that enables the practical incorporation of the gold-standard radiotracer, 15O-water, for PET cardiology imaging.
- MedTrace’s beachhead will be in the inefficiently-served Myocardial Ischemia market.

MedTrace’s core proposition is committed to the development of medical equipment and the improvement of safety in health care. At present, the first product--“off-needle leak-sensitive patch”, aiming at the trend of intelligent care and home hemodialysis, and will be based on Iec/pas 63023. The system communicates with the hemodialysis equipment to greatly reduce the clinical risks and unnecessary medical disputes caused by blood leakage. In the future, it will also be paired with intelligent gauze detection, subcutaneous tissue seepage, hypotension prediction model and UACR (Urine albumin-creatinine ratio) Continuous research and development in monitoring and beyond.
ADx Healthcare is an early-revenue healthcare company addressing unmet needs for precision testing & therapeutics for early-Alzheimer’s & mild cognitive impairment patients. We deliver precision testing products and personalized healthcare consultations via a virtual or Alzheimer’s Early Intervention eClinic delivery model. Core competencies include our proprietary GenoRisk™ polygenic risk score, CLIA lab facility, nascent lead generation, direct sales model, and Alzheimer’s preventive healthcare management expertise.

Notable Labs is a translationally focused drug development company that uses a clinically validated, automated compound sensitivity platform to identify and advance novel therapeutic candidates to dramatically reduce the cost and time of the traditional drug development process.

PressureDot is a novel medical device which is swallowed by the patient and is able to accurately and continuously monitor intrabdominal pressure to help diagnose sevver conditions like pancreatitis and potentially lower the high associated mortality rates.

WeMED develops a minimal invasive medical device to aid distal screw hole targeting in intramedullary nailing procedures for long bone fracture trauma patients. Instead of using the conventional X-ray fluoroscopy (C-arm) to locate the fixation screw holes on the intramedullary nail, WeMED’s “Intra-Medullary Endo-Transilluminating (iMET) device” uses the visible light for the targeting work, thus effectively eliminates the undesired X-ray exposure to the patients as well as to the surgical team members. Clinical tests showed iMET is not only a less ionization but also an accurate, fast and simple-to-use device that does not alter current intramedullary nailing procedures. iMET has obtained patents in countries including USA, UK, Germany, France, Japan, China and Taiwan. iMET has also received FDA 510k approval and is ready to launch to the market in mid-2019.

Renovion is an early stage biotech company focused on chronic inflammatory lung diseases. Our lead compound, Arina-1, is nebulized twice daily and our initial target population is bilateral lung transplant patients. There are zero (0) FDA approved therapies for these patients and this population has the lowest survival rate of any major solid organ transplant group. We have orphan status for both lung transplant and cystic fibrosis (CF). Patient data in on therapy shows improvement in FEV1 and in vitro data shows increased mucus transport in human epithelial cells and decreased inflammatory markers. Lung inflammation (measured by FENO) also decreased consistently in Phase I patients. We are currently seeking investment in our Series B.

Madorra is replacing pharmaceuticals with better, safer solutions for enormous unmet needs of the growing aging population. Madorra’s first product is a revolutionary, drug- and hormone-free treatment for vaginal dryness. Our simple, easy-to-use, at-home device will empower 1.8 million breast cancer survivors ($2B market opportunity) and 14.4 million post-menopausal women ($15B TAM) to improve their sexual health and quality of life. Madorra’s strong foundation of clinical evidence has already demonstrated compelling results and robust patient engagement. Further, Madorra’s solid IP, recurring revenue, and lack of reimbursement risk will lead to significant ROI.

Preterm infants create complex challenges for the neonatal ICU (NICU) teams who care for them, especially related to feeding and the health of the gut. Astarte Medical is developing NICUtrition®, a software and data analytics platform optimizing feeding, nutrition, and gut health for preterm infants. NICUtrition® Guidance is a patient safety and compliance tool standardizing the practice of feeding in the NICU. Our flagship product, NICUtrition® MAGI, introduces the microbiome and gut inflammation score using predictive analytics to stratify infants at risk. MAGI empowers clinicians to personalize care through better stewardship of antibiotics, optimized nutrition, and tailored use of probiotics.

i2 Pharmaceuticals uses its proprietary Surrobody technology to facilitate rapid and robust discovery and development of best-in-class bispecific antibodies and site-selective conjugates for cancer therapy. In addition, i2 is developing a universal mask that will allow any surrobody to be selectively activated in the tumor microenvironment. Initial products are in lead selection and preclinical development stage.

Evaheart, Inc. (EVI) is a medical device company focused on the growing market in chronic heart failure ($1.9B by 2022). The company’s EVAHEART 2 (EVA2) left ventricular assist device (LVAD) is currently undergoing a US clinical trial. Existing LVADs have hemocompatibility-related adverse events (HRAEs) such as GI bleeding, pump thrombosis, and stroke. HRAEs impair survival (45.3% survival after ischemic stroke at 30 days) and balloon total medical care costs ($247,000 at 2 years vs >$400,000 with HRAEs), constraining market expansion. EVI proposes 2 solutions: (1) the patented EVA2, a physiological and hemocompatible pump, and (2) an innovative tipless inflow cannula (patent pending). We have raised $18.9M (seed and grants) and are seeking a $15M Series A to achieve pre-market approval.
Versatope’s exosome platform technology solves the problem of complex chemical formulations to deliver therapeutics for cancer. They have the ability to penetrate the epithelial cell layer, are amenable to commercial scale-up and can be engineered to target tumors and make cold tumors hot. Versatope’s flu vaccine would remove the guesswork of trying to predict the impending influenza strain for vaccine manufacturing, decrease the global morbidity and mortality, and reduce the healthcare costs caused by influenza. The competitive advantage of our immuno-therapeutics includes a scale-able process that is robust, non-toxic and has a favorable cost of goods.

Inscope Medical is a connected medical device company focused on imaging devices. Our first connected device is a wireless video laryngoscope with integrated suction that increases the speed, efficacy, and safety of intubation. At $20/intubation price point, our laryngoscope is substantially less expensive than competitors which makes this technology accessible in markets that previously haven’t had access to video laryngoscopy. With a centralized image collection and analysis, our vision is to become the IoT platform for imaging medical devices.

NanoMedical Systems (NMS) is leveraging its nStrada™ implantable, nanotechnology platform for the sustained delivery of drugs for 6 months and potentially longer. The nStrada platform has been successfully tested with 20+ drugs in multiple animal models for various indications including HIV PrEP, hormone therapy, and opioid addiction, demonstrating a constant release profile without the “burst effect” of polymer-based implants and depot injections. NMS was recently awarded a $3M grant from the DOD to accelerate the development of an abuse-deterrent and diversion-resistant product for the sustained delivery of buprenorphine to treat opioid use disorder that increases access and improves compliance. NMS is seeking an additional $20M from NIH to expand this program and is looking for private funding to provide some matching funds.

Light Line Medical, Inc.’s (LLM or the Company, based in Salt Lake City, UT), novel, patented Light Line Phototherapy™ visible light technology is positioned to create a game-changing, global shift in prevention (and eventually treatment) of catheter associated infections (CAIs). Without relying on drugs, other chemicals, or harmful UV light, LLM’s technology will contribute to averting an antibiotic-resistant (AR) world where infection prevention and treatment becomes more challenging. CAIs are a major part of the growing AR “apocalypse”, one of the world’s most pressing public health threats. LLM’s platform technology will prevent catheter associated infections across the board - urinary, dialysis, vascular, respiratory. WW revenue estimate for effective prevention and treatment of all CAIs is $1.0B by 2025 and $2.2B by 2030.

712 North is a pre-clinical stage pharmaceutical company based in California. We develop modulators of the dynamic mitochondrial network for a range of age-related diseases such as Alzheimer’s, cancer, glaucoma, and cardiovascular disease. The mechanism of action ties the biology also to a rare pediatric indication with unmet medical need. We can leverage this orphan disease as fast to market strategy. Our goal is to become the global leader in innovative personalized mitochondrial medicines.

Renerva, LLC. is a Delaware limited liability company located in Pittsburgh and spun out of technologies licensed with exclusivity from the University of Pittsburgh and Cornell University. Renerva is committed to developing the next generation of surgical solutions to improve peripheral nerve repair, accelerate healing following a nerve injury, and improve nerve function following injury and repair. Our first product, the Peripheral Nerve Matrix (PNM), has shown a tremendous value in preclinical studies, it is protected by multiple issued U.S. patents, it will be classified in the U.S. as a Class II medical device, and will be reimbursed by existing codes.

Ischemia Care is a personalized precision medicine company developing blood testing for stroke (including atrial fibrillation) that is sold into hospitals, providing information to clinicians when critical care decisions are made, reducing hospital costs, and improving patient care.

- Precision medicine revenue model combines molecular laboratory testing, clinical data, genetics, data analytics, and health economics.
- Completed successful 1600 patient clinical trial called BASE (NCT02014896) that resulted in 22+ hospital networks of early adopters. Strong clinical data published presented by leading KOLs.
- Launching first test 2019, a CLIA approved test, “ISCDX”, sold into hospitals with results reported during hospitalization, and paid out of the hospital DRG.
- Recognized as the “Top Diagnostic Company” at INVEST 2018.
- $65 Billion US spent diagnosing|treatment stroke.

We are developing a new deuterated drug to enhance drug therapy on non-tuberculous mycobacteria lung disease (NTM-LD) a disease of great need. We have strong preclinical proof of concept and mechanism of action data, and the undeterred version has excellent safety. NTM-LD is a large orphan disease, and has been validated for Arikayce by Insmed with pricing exceeding $130k annually. However, Arikayce cure rate is only 30% leaving most patients uncured and in need of our solution. With a large and valuable market, proven unmet need, reduced risks of toxicity and efficacy failure and a clear pathway to approval and market, we are worth a look if small molecule orphan drugs are your specialty.
Connextions Medical, headquartered in Salt Lake City, UT, has developed an implantable orthopedic device, the TR, to enable substantially more efficient and durable tendon-to-tendon repair. The TR is focused on the surgical repair of severed or ruptured digital flexor and extensor tendons in the hand and wrist, as well as foot and ankle, and offers significant improvements over suture-based repair techniques - the standard of care for hundreds of years. In addition to enabling faster repair (1 minute vs. 10 minutes per tendon) and greater tensile strength (90+N vs. 40N), the incremental strength and lower profile repair offered by the CoNextions TR will likely reduce the incidence of rupture and potentially permit more timely mobility and physical therapy. This could lead to reduced formation of excess scar tissue and adhesions which regularly compromise long-term range of motion.

Temprian Therapeutics Inc. focuses on the development of a drug for the treatment of vitiligo, an autoimmune disease that causes the depigmentation of the human body. There is not cure to date for the disease that affects 0.5-1.0 % of the human population. The disease is associated with great stigma, having significant social and professional implications, especially when face and hands are affected. The discomfort is accentuated in individuals with dark pigmentation. The treatment relies on the immunosuppressant properties of the mutant heat shock protein HSP70/Qa48SA. DNA coding for the protein is injected using needleless syringes in the active vitiligo lesion. The method has shown efficacy in mice (Mosenson et al, 2013) and swine (Henning et al, 2018) models.

Sisu Global is the medical device company for emerging markets. Sisu addresses this opportunity through clinically proven, patented, high margin devices, starting with Hemafuse, a mechanical alternative to donor blood. With a simple push and pull of a handle Hemafuse can salvage and recycle blood from internal bleeding. Hemafuse is patented, post-revenue, has two sales contracts in Kenya and globally, regulatory approval in two markets, and ISO 13485 certification. Sisu Global is backed by investors like Revolution (Steve Case) and Camden Partners, as well as non-dilutive financing.

PillTracker helps the right patient take the right pill at the right time. Our platform tracks this in near-real time for our pharmaceutical customers to support virtual clinical trials and high-value branded drugs prescribed on an outpatient basis.

Hemex Health brings affordable, lab-quality testing to the point of need. The first tests that will launch in early 2019 on our portable platform include: the only one-minute malaria test that is more accurate than existing diagnostics as well as the only sickle cell/thalassemia diagnostic to give affordable, accurate, and quantitative results during a patient visit. Hemex’s point-of-care solutions are designed to provide benefit quickly and effectively for healthcare workers and patients, whether in a modern clinic or remote corner of the world.

Trutino Biosciences is a pre-clinical stage bio-pharmaceutical company developing an “On-Demand Cytokine (ODC)” pipeline. ODC remodels the Tumor Micro-Environment (TME) by triggering an anti-tumor immune response, ultimately resulting in durable clinical responses. ODC is generated using the “Protease Activated Cytokine (PAC)” platform to manufacture cytokine-fusion proteins. ODC-IL2 is our leading ODC candidate, designed to become active only within the TME following specific protease cleavage events. ODC-IL2, a pro-cytokine drug retains efficacy of high dose IL2 while eliminating the toxicity associated with elevated levels of active-IL2 in circulation. This novel system increases the target-specific utility of cytokines and avoids the undesired systemic toxicity problems associated with traditional therapies. By converting a COLD tumor (reduced tumor infiltrating lymphocytes) into a HOT tumor heavily infiltrated with immune cells, ODC-IL2 is able to address the high unmet needs that currently exist with check point inhibitor IO therapies.

MedicaSafe specializes in creating technology to manage high-risk medications, with a focus on improving treatment for opioid use disorder. A drug-device combination is currently being developed to address this epidemic. By limiting medication diversion and improving clinician insight into patient behaviors through customized reports, the ultimate goal of the system is to increase treatment compliance. With these targets, our technology allows for earlier intervention by the clinician, leading to safer outcomes for all.

Imago Systems has developed the Image Characterization Engine (Imago ICE™) platform. Imago ICE utilizes the latest in machine learning to visualize existing medical images. Integrated into the existing workflow, ICE will provide a series of new visualizations enabling never-before-seen levels of detail and accuracy. Imago ICE has been designed to reveal recognizable patterns, enabling clinicians to see very small or obscure lesions that would have otherwise been missed (false negatives) and bypass objects they might have otherwise been mistaken for cancer (false positives). Allowing more timely and accurate recommendations for diagnosis and treatment. The Imago ICE platform can address the needs of multiple imaging modalities, Imago is initially focused in the mammography and veterinary markets.

AbiliTech Medical is developing a powered orthosis to help patients who live with neuromuscular weakness use their arms. With our device patients can feed themselves, complete self-care tasks, and in many cases, live independently. The AbiliTech Assist is a Class I, 510K exempt, device that will receive approval January 2020. We will address a $2 billion opportunity of Muscular Dystrophy and Multiple Sclerosis patients who need use of their arms. This opportunity grows to $7 billion with the introduction of the AbiliGRIP device in 2021.
West Coast Innovators’ Pitch Challenge Finalists

ARIZO
PRECISION
MEDICINE

TECH

ELEMENO
HEALTH

DTx
PHARMA

SU TUREGARD
medical

DELNOVA

MEDVECTOR

ATROPOS
THERAPEUTICS

As part of the Gathering, the West Coast Innovators’ Pitch Challenge invited all eligible tech hub members to apply for an opportunity to pitch to a panel of early stage investors. The 8 finalists were selected by LSN’s Expert System and scientific review team to present their technology through a 5-minute pitch. Investors will provide feedback and questions to the pitching CEOs. (Track 3, 1 - 2:30 PM)
LSN is holding a RESI Europe workshop (Track 3, 8-8:50am) for our European partners who want to support growth of RESI to Europe and become part of LSN’s “European Alliance Partner Program”. We seek European fundraising CEOs and scientists-entrepreneurs and early-stage investors and channel partners who want to not only participate in the event but help make it a success. European exhibitors and sponsors are especially welcome to this workshop to secure an early partnership position with LSN. RESI Europe will be an annual event and LSN is currently looking for a home for the event and we are open to creating alliances and finding partnerships with European life science players who want to be an integral part of the LSN early stage global ecosystem.

- Update on RESI Europe Plan for March
- New “European Alliance Partner Program” for partners who want to be involved in RESI Europe
- Incubators, accelerators, universities/hospital labs - tech hub entities welcome to discuss opportunities to feature their constituents
- LSN would like strategic partners from the Netherlands, France, Spain, Switzerland, Germany, England, Sweden, Austria, and Norway
- Alliance partners can have early access to attendee signups, partnering, special discounts, panel and workshop slots and much more
LSN is holding a RESI Asia workshop (Track 3, 4-4:50pm) for our Asian partners who want to support the growth of RESI to Asia and become part of LSN’s “Asian Alliance Partner Program”. We seek Asian fundraising CEOs and scientists-entrepreneurs and early-stage Investors and channel partners who want to not only participate in the event but help make it a success. Asian exhibitors and sponsors are especially welcome to this workshop to secure an early partnership position with LSN. RESI Asia will be an annual event and LSN is currently looking for a home for the event and we are open to creating compelling partnerships with Asian life science players who want to be an integral part of the LSN early stage global ecosystem.

- Update on RESI Asia Plan for November
- New “Asian Alliance Partner Program” for partners who want to be involved in RESI Asia
- Incubators, accelerators, universities/hospital labs - tech hub entities welcome to discuss opportunities to feature their constituents
- LSN would like facilitate a strategic alliance with tech hubs from Shanghai ZhangJiang Hightech Park, Beijing Zhongguancun (ZGC) Life Science Park, Taizhou China Medical City (CMC), Suzhou BioBay, Wuhan National Bio industry park (BIOŁAKĘ), Shenzhen Hi-tech Industrial Park (SHIP), Guangzhou International Bio-Tech Island, and any others who wish to be involved in RESI Asia
- LSN is seeking top investors and channel partners in the Asian arena to be an integral part of the RESI Asia event
- Alliance partners can have early access to attendee signups, partnering, special discounts, panel and workshop slots and much more
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McDermott Will & Emery

For life sciences leaders seeking to clear their path to success, McDermott Will & Emery is an industry-leading law firm offering mission-first business solutions that are equally informed by market intelligence and proven experience. We harness the power of collaboration to bring the right combination of people, skills and knowledge to bear at the right time. Composed of top lawyers with demonstrated strength across intellectual property, transactional and litigation law and FDA regulatory, we’re a purpose-built team of thought leaders united by a passion for our work. For decades, we have embraced the value of focused knowledge, harnessing both the particular skills of individuals and the collective experience of our team. This makes us uniquely qualified to help you move business initiatives across the finish line when it matters and anticipate what’s next. McDermott Will & Emery is a leading international firm with a diversified business practice. Currently numbering more than 1,100 lawyers, we have 20 offices worldwide and a strategic alliance with MWE China Law Offices in Shanghai.

Created in 1979 by 31 members of Advamed, Medmarc’s purpose is to be the superior provider of liability insurance and related risk management solutions. We support the development, testing and delivery of medical products that save lives and improve the quality of life. We provide a single source of global innovative healthcare liability insurance solutions to the life sciences companies we serve. From ideas and prototypes to the reality of commercialization and success – We can Meet Your Changing Needs.

Care Angel offers the world’s first AI and voice powered virtual nurse assistant, Angel. Angel automatically engages, monitors and manages large, at-risk, chronic populations at the lowest cost, starting with a simple phone call. Our multi-modal engagement platform helps providers and payers to close gaps in care by capturing patient vitals and wellbeing measures between visits and converting it to actionable data. The solution is proven effective to reduce costs, increase revenue and improve outcomes.

Atheln is a life science consulting firm with over 80 industry seasoned experts across the US and EU. Our project-specific virtual teams support companies and investors with their technologies in all phases of development and across all major product classes and therapeutic areas. Our experts leverage their strategic and operational experience in start-up to large biopharma and medical device companies as well as with the FDA and payers to develop, validate, and manage product development and go-to-market strategies, plans, and activities for clients. Atheln integrates science, CMC, nonclinical, clinical, regulatory, payer, market, and business needs to mitigate risk and maximize client success.

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. Learn more at www.lifesciencenation.com

Taiwan’s government has designated biomedicine as one of the major innovative industries for priority development. Biomedical Development Board of Taiwan (BioMed TW) is commissioned to facilitate Taiwan to be an Asian-Pacific hub for biomedical research and development. The four focus areas include building a comprehensive ecosystem, integrating innovation clusters, connecting global market resources, and pursuing the industry of the future. The partner organization, BioMed Commercialization Center (BMCC), provides services for start-up companies including financial support, investment promotion, stock listing, personnel training and recruitment, R&D collaboration, technology transfer, commercialization, marketing, promotion activities, strategic alliances, and others.

BMCC is dedicated to translating high-quality academia research into products of great clinical value. Our Medtech and Pharma Tech teams provide companies one-stop support to accelerate through hurdles in commercialization and maximize global value. We provide startup support in value-adding (technology/IPclinical), prototyping and commercialization. We are setup as a trusted partner for academic and industry clients’ entry into Taiwan’s fast-growing medtech and pharmaceutical sectors.

Québec is home to over 650 life sciences companies as well as 56,000 qualified workers who are active in every stage of the development of therapeutic products, medical technologies and digital health products, from discovery to marketing. With the successful completion of over a billion dollars’ worth of private industrial projects in the last five years, the Quèbec life sciences ecosystem is booming. Many of the industry’s global leaders have chosen Quèbec as the ideal business partner for their production activities.

The Israel Export and International Cooperation Institute, supported by member firms, private sector bodies and the government of Israel, advances business relationships between Israeli exporters and overseas businesses and organizations. By providing a wide range of export-oriented services to Israeli companies and complementary services to the international business community, the Institute helps build successful joint ventures, strategic alliances and trade partnerships.
From early stage to IPO, Solium Analytics provides the depth of service and experience required to deliver industry-leading quality, audit defensible share valuation opinions. Established by the former leadership team of SVB Analytics, we put our deep roots in the venture ecosystem to work for you, providing white glove support through all stages of development. Our goal is to make this a seamless (and pain-free) process so you can focus on what matters—building your business.

Venture Valuation specializes in independent assessments and valuations of companies in high-growth markets, such as biotechnology, life sciences and medical technology. Venture Valuation offers independent company valuations for fund raising as well as product valuations for licensing deals.

Decades and hundreds of millions perhaps billions of dollars of research has proven that advanced glycation end products (AGEs) are metabolic waste products and if not adequately flushed from the body they are likely the primary contributors to the development of many age related diseases like diabetes, heart disease and likely neurodegenerative diseases like Parkinson’s and Alzheimer’s. We have developed a technology that looks like it is flushing AGEs out of the body better than physical exercise by stimulate lymphatic and glymphatic flow. This concept is consistent with the effects of exercise. For more information, Google: CVAC Natural Stacks. We now have 15 issued patents. And there are now 26 commercial retail centers deploying the CVAC System.

Lab Launch Inc is a 501(c)(3) non-profit working to establish a more dynamic biotech startup environment in Los Angeles. Our mission is to enable LA’s scientists and entrepreneurs to develop their ideas in affordable, high-quality lab facilities, with access to services and a supportive innovation community to accelerate their success. We currently have two locations, one in Monrovia, CA and one in Chatsworth, CA. We are opening a third location in Irvine, CA in 2019, which we will be managing on behalf of University Lab Partners. Since opening in 2015 we have supported over 25 companies and graduated 6.

ScaleLA is the hub of healthcare and life science innovation in the Los Angeles area. We provide select entrepreneurs with the end-to-end resources needed to grow, succeed, and reinvest in the Los Angeles community. Through our 15,000 square foot space with 360 degree views of Los Angeles, as well as our partnerships with investors, hospitals, and the Mayor’s Office, our startups are positioned to define the next generation of innovation in this industry.

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

The MedTech Conference powered by AdvaMed is the leading gathering in North America of global medtech executives. As the annual industry gathering for the medical device, diagnostic and digital industry, it hosts more than 3,000 CEOs and other top executives with regulatory, reimbursement, business development, legal, IP, marketing, quality, compliance, HR and other key responsibilities. Join us and network, learn, conduct business, gain access to capital and share insights in Boston this September 23 - 25, 2019. The conference features an on-line partnering system, world-class plenary speakers, networking, and business development opportunities. Along with industry leaders, the international conference attracts the top corporate business development professionals, investors, policy-makers, members of the media, distributors, and other important stakeholders.

The Children’s Tumor Foundation is a 501(c)(3) not-for-profit organization dedicated to funding and driving innovative research that will result in effective treatments for the millions of people worldwide living with neurofibromatosis (NF), a term for three distinct disorders: NF1, NF2, and schwannomatosis. NF causes tumors to grow on nerves throughout the body and may lead to blindness, deafness, bone abnormalities, disfigurement, learning disabilities, disabling pain, and cancer. NF affects 1 in every 3,000 births across all populations equally. There is no cure yet – but the Children’s Tumor Foundation mission of driving research, expanding knowledge, and advancing care for the NF community fosters our vision of one day ending NF. For more information, please visit www.ctf.org.

The University of Massachusetts opened the Venture Development Center (VDC) in 2009 to make it possible for engineering and science entrepreneurs like you to move to or remain in Boston after graduation to realize their entrepreneurial dreams. We deliver the support you need when you need it to launch the next big technology or life science company, beginning with visa sponsorship. With thoughtful and meaningful business mentorship, connections and resources including offices, laboratories, and equipment. Backed by our years of experience and expertise. To date, the VDC has launched 95 companies, which have raised $772M in venture capital. They have a headcount of 1,143 employees.

ICON is a global provider of outsourced development services to the pharmaceutical, biotechnology and medical device industries. We specialise in the strategic development, management and analysis of programmes that support Clinical Development - from compound selection to Phase I-IV clinical studies. In a highly fragmented industry, we are one of a small group of organisations with the capability and expertise to conduct clinical trials and development projects on either a local or global basis. We have the operational flexibility to provide development services on a stand-alone basis or as part of an integrated “full service” solution. We are also an ‘end-to-end’ Pharmacovigilance service provider and this includes Post Marketing Surveillance activities too.
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### Track 1: Therapeutics Investor Panels

#### 8:00 - 8:50 AM
**Investing in Cell & Gene Therapy**
The Next Generation of Therapeutic Technologies

- Gary Sclar, Vice President, Dana-Farber Innovations, Dana-Farber Cancer Institute
- William Brah, Founder & Executive Director, UMass Venture Development Center
- Geneviève Guertin, Portfolio Manager, Life Sciences, Fonds de Solidarité FTQ
- Kuldeep Neote, Senior Director, New Ventures / Scout, Johnson & Johnson

#### 9:00 - 9:50 AM
**Big Pharma**
Pipeline Strategy for Preclinical and Early Clinical Assets

- Chris Haskell, Vice President, Head of West Coast Innovation Center, Bayer
- Chris Church, Manager, Partnering & Strategy, MedImmune
- Kimberly Folander, Executive Director, Enabling Technologies, BD&D, Merck
- Niels Emmerich, Vice President, Global Head Search & Evaluation, AbbVie

#### 10:00 - 10:50 AM
**West Coast Early Stage Ecosystem**
New Models for Turning Life Science Innovations into Startup Success

- Chuck Stetson, CEO, Stetson Family Office
- Joan Koerber-Walker, President & CEO, AZBIO
- Nicole Washington, Director of Innovation & Growth, OCTANe & OCTANe Growth Services
- Stephanie Marrus, Director of the Entrepreneurship Center, UCSF
- Susan Windham-Bannister, President & CEO, Biomedical Growth Strategies

#### 11:00 - 11:50 AM
**Angels & Family Offices**
How Do Angels & Family Offices View Seed & Series A Rounds?

- Chuck Stetson, CEO, Stetson Family Office
- Bernard Rudnick, Founder, Mid Atlantic Bio Angels
- David Abraham, Member, Sky Ventures
- Richard Juelis, Member, Co-Chair Life Science Committee, Band of Angels
- Sherry Grisewood, Senior Investment Officer, FoxHill Asset Management

#### 1:00 - 1:50 PM
**Early Stage Therapeutics Investors**
Investing Early in Novel Therapeutics

- Andrew Meadow, Director, BD & Venture Initiatives, Mass Innovation Labs
- Brent Ahrens, General Partner, Canaan Partners
- Christian Schubert, Head of External Innovation, Servier
- Lisa Mendoza, Associate Director, External Innovation & Alliance, Bayer
- Sjef De Kimpe, Venture Partner, Atheneos Ventures

#### 2:00 - 2:50 PM
**Investing in Personalized Medicine**
Improving Outcomes Through a Patient-Tailored Approach

- Zishan Haroon, Chairman & General Partner, Julz Co
- Harvey Gross, Partner, Apollo Ventures
- Nikki Gainey, VP Commercialization & Business Development, Siemens Healthineers
- Ted Driscoll, Managing Director, DigitalDx Ventures
- Yizhen Dong, Principal, 11.2 Capital

#### 3:00 - 3:50 PM
**Corporate Venture Capital**
The Corporate Landscape Morphed & New Opportunities Abound

- Gadi Toren, Investment Partner, Robert Bosch Venture Capital
- Chris Gagliardi, Director of Investments, Sanofi Ventures
- Jasper Bos, Senior Vice President & Managing Director, M Ventures
- Shunichiro Matsumoto, President, Astellas Venture Management

#### 4:00 - 4:50 PM
**Mental & Behavioral Health**
Exploring a Commonly Misunderstood Space Through Digital Health Solutions

- Valerie Photos, Managing Partner, Iaso Ventures
- Sarah Sossong, Principal, Flare Capital Partners
- Shubhra Jain, Senior Associate, Cota Capital
- Stephen Kearney, Innovation - Life & Health, Hannover Re
This panel focuses on the advent of gene & cell therapies that are now entering the market, from CRISPR to CAR-T technologies, and the way they are shifting the paradigm of therapeutic investment. Topics may include:

- Which of the technologies emerging from this field do investors find most compelling?
- What do investors do to balance the increased regulatory risk associated with these new technologies?
- Even with how new these technologies are, are there any areas that are already becoming saturated?

Panelists will discuss how these technologies are shifting the focus from blockbuster drugs to smaller, more defined patient populations, the manufacturing challenges associated with some of these technologies and how these new challenges are affecting their investment focus.

**Gary Sclar**, Vice President, Dana-Farber Innovations, Dana-Farber Cancer Institute

Gary helps lead BD, deal structure, negotiation and closing of strategic alliances and partnerships for DFCI. He is responsible for new company creation, management of 30 existing start-ups, novel oncology and drug discovery partnerships, and development and management of an institutional venture fund. Before joining BODFI, Gary held the position of Chief Strategy Officer and Legal Counsel for MedMetrics Health Partners and Public Sector Partners. Gary has over 12 years of technology licensing experience, having worked in the technology licensing offices of Northeastern University, BWH, and the UMass Medical School. Prior to BODFI, Gary directed laboratories at Washington University School of Medicine and The Jackson Laboratory. Gary has a BS from the UMass, a Master’s from Webster University School of Business, and a JD degree from Massachusetts School of Law. He is admitted to the Massachusetts Bar and Federal District Court.

**Geneviève Guertin**, Portfolio Manager, Life Sciences, Fonds de Solidarité FTQ

Geneviève Guertin joined the Fonds de solidarité in March 2012 as Senior Investment Advisor in the life sciences sector. Prior to her arrival at the Fonds, Ms. Guertin spent nine years as Director, Investment Monitoring, in the life sciences sector of Société générale de financement du Québec, honing her skills in this industry. Before that, she was a financial analyst at Bell Canada. Geneviève Guertin holds a masters degree in management science from HEC Montréal and is a Chartered Financial Analyst.

**Kuldeep Neote**, Senior Director, New Ventures / Scout, Johnson & Johnson (Pharmaceuticals)

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. Formerly, Dr. Neote was Research Advisor/Director in Global External R&D at Eli Lilly in Indianapolis. Prior to Eli Lilly, he was a Discovery Scientist in Pfizer Inc. Dr. Neote initiated the Chemokine Receptor Drug Discovery platform that lead 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.

**William Brah**, Founder & Executive Director, UMass Venture Development Center

William has over 25 years experience in science, policy and business, building and running award-winning programs that help innovators succeed. Since opening in 2009, the Venture Development Center has supported 95 new healthcare, biotech and health Ghazi tech companies which have 955 employees and have raised $700.1M in venture capital. Investors include 5 of the top 10 venture capital firms. Amazon recently announced the acquisition of one of the companies, online pharmacy PillPack, for nearly $1billion.
In recent years, big pharma companies have begun looking outwards for innovative new therapeutics to add to their pipelines. This panel brings together speakers from various big pharma companies discussing topics such as:

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

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

**Track 1 Panelists**

**9:00 - 9:50 AM**

**BIG PHARMA**

**STETSON FAMILY OFFICE**

**Chris Haskell**, Vice President, Head of West Coast Innovation Center, Bayer

Dr. Chris Haskell leads Bayer’s West Coast Innovation Center, supporting Bayer’s Drug Discovery activities by developing and managing partnerships with US companies and academia. Haskell is also responsible for the CoLaborator, a biotech incubator space which houses a number of startup life science firms, fostering collaboration between Bayer and emerging innovators. Haskell is also board chair emeritus and current board member of CLSI. After his graduate work at the UC-Davis and a postdoctoral fellowship at The Gladstone Institute, Haskell joined the Immunology group at Berlex Biosciences. Since joining Bayer in 2007, Haskell has served in various roles, including the Acting Head of Applied Research, responsible for hemostasis research and drug development. In late 2009, Haskell was named head of Bayer’s Science Hub. In 2017, he assumed oversight for the West Coast Innovation Center.

**Chris Church**, Manager, Partnering & Strategy, MedImmune

Chris joined MedImmune in November 2014 as a scientist, team and project leader for cardiovascular, renal and metabolic disease (CVRM) with a focus on obesity and type 2 diabetes. Chris transitioned to the MedImmune partnering and strategy team helping to coordinate in and out-licensing opportunities for CVRM together with supporting the local and international biopharma ecosystem. Prior to joining MedImmune, Chris obtained a First Class degree in Molecular and Cellular Biology from the University of Bath, UK and completed a PhD at the University of Oxford and MRC Mammalian Genetics Unit, Harwell, UK. This was followed by a postdoctoral position at Yale University, USA and MBA with the Open University.

**Jessica Droge**, Executive Director, Business Development, Amgen

Jessica Droge is an Executive Director of BD at Amgen, where she leads the search and evaluation efforts for all drug therapeutics. Her group identifies and reviews external opportunities in support of all licensing, collaboration, and acquisition deals. Jessica brings over 20 years of experience to her role, with expertise in small and large molecules, as well as medical devices. Previously, she led clinical development activities to support global scientific, regulatory, and commercial strategies in academia, startups, and large companies. She has experience leading clinical trials in experimental vaccines for the CDC and UCLA’s Center for Vaccine Research, as well as heading the Clinical Affairs departments at a series of private companies. Jessica joined Amgen’s Clinical Development group in 2005, and transitioned to BD in 2011. Jessica received her undergraduate degree from UCSD and her PhD from UCLA.

**Kimberly Folander**, Executive Director, Enabling Technologies, BD&L, Merck

Kimberly Folander joined Merck in 1987 as a staff biochemist in the Department of Pharmacology. Her research focused on the molecular biology, structure, function, and pharmacology of ion channels for cardiac drug development. Kim joined Merck’s BD&L group in 2001. She has had responsibility for Merck’s search, evaluate and licensing of genetically engineered models, molecular profiling and screening technologies, imaging, molecular biomarkers and companion diagnostics. She was a member of the MRL Basic Research Integration team for the Merck Schering-Plough merger and led Merck's acquisition, licensing and sale of Sirna Therapeutics. Kim currently oversees BD&L’s Enabling Technology group that has the responsibility for the search and evaluate of technologies at the forefront of chemistry, pharmacology, drug delivery, biomarkers, bioprocess and vaccine and biologics. Kim holds a Master’s in biochemistry from The University of Connecticut and is a Certified Licensing Professional.

**Niels Emmerich**, Vice President, Global Head Search & Evaluation, AbbVie

After joining in 2011 Niels has held several positions at AbbVie, including Global Commercial Leader for a late-stage oncology program, Director and Head of Commercial Business Development for Oncology, Senior Director and Head of Search and Evaluation, Oncology, and most recently Vice President and Global Head of Search and Evaluation. Transactions that Niels was involved in include acquisitions (Pharmacyclics, Stemcentrx), R&D collaborations and license agreements (Argen-X, CALIBR, CytomX, Dong-A-ST, Harpoon, M2Gen, MD Anderson PureMHC, Turnstone, X-Chem) and venture investments. Prior to joining AbbVie Niels was CEO of BioPheresis, co-founder and COO of immatics, and working for McKinsey & Company. Niels attended University of Tuebingen and received a Master’s in Biology and a Ph.D. in Immunology.
Institutional life science investors such as VCs or family offices are looking for assets that are de-risked and have data packages that indicate potential efficacy and safety - however, reaching that point takes substantial funding that's not easy to find. Life science entrepreneurs need novel funding solutions that help them overcome this steep funding challenge at the very earliest stage of company formation, typically in years 0-3 of a company's life. In this RESI panel, the audience can learn about new initiatives that are creating opportunities for life science startups to thrive in the West Coast region.

- What kinds of financing and support are available for entrepreneurs when taking the best innovation ideas off the laboratory bench?
- How can entrepreneurs de-risk those ideas scientifically in order to attract financing?
- Are any institutional investors starting to look earlier?

**Track 1 Panelists: 10:00 - 10:50 am**

**Chuck Stetson, CEO, Stetson Family Office**

Eugene W. Stetson started the Stetson Family Office shortly after he personally led the buyout of The Coca-Cola Company through a public offering in August 1919 by the Guaranty Trust Company of New York, where he subsequently served as Chairman and just before he died and organized, he organize with the much smaller J.P. Morgan. At his death, Eugene was Coca-Cola's longest serving member of the Board and of the Executive Committee. Chuck Stetson, the third generation running the family office, is an entrepreneur, venture capitalist, and philanthropist. The Stetson Family Office started Healthcare Impact Foundation, a 501-c-3 organization, in 2017 to bring capital and management expertise to local life science companies and to build and maintain an efficient life science eco-system composed of R&D facilities, incubation facilities, venture capital investors, angel investors, family office investors, and networks of experts in science, management, industry, reimbursement and public policy. Stetson Family Office has set up a unique Global Family Office BioForum with family offices around the globe working closely with their local healthcare innovation. Family Offices are responding with excitement.

**Joan Koerber-Walker, President & CEO, AZBIO**

As president and CEO of AZBio, Joan Koerber-Walker leads Arizona’s life science sector which includes over 1,400 establishments ranging from exciting young companies to global leaders in therapeutics, diagnostics and medical devices and represents over 24,000 life science professionals. In addition, she serves as Managing Member of White Hat Health Ventures LLC which supports the investment activities of both for-profit and non-profit entities in the life science sector. She also serves as a Global Trustee of the Healthcare Impact Foundation (HCIF) in New York City. HCIF is working with community leaders in the U.S., EMEA, and ASEAN to build a portfolio of dedicated regional endowments specifically focused on the commercialization of life saving and life changing innovations.

**Nicole Washington, Director of Innovation and Growth, OCTANe & OCTANe Growth Services**

Nicole Washington, M.S., currently works with OCTAnes of Orange County, CA, as the Director of Innovation and Growth. In this role, she focuses on engaging with strategic partners to accelerate the growth of early to later stage ventures and small to medium size businesses throughout the entire Southern California Ecosystem. Nicole has nearly 20 years of systems integration experience, including systems implementation, design and programming from her previous career with Ernst & Young, Whittman Hart and MarchFirst management consulting firms. She is a member of the Ohio TechAngel Fund, where she served as the due diligence team technology lead for several years. She serves as Chair of the Academic Committee and Trustee of the Board of Education for Samueli Academy, a Science Technology Engineering & Mathematics (STEM) high school that delivers state of the art education to a large population of underrepresented youth.

**Stephanie Marrus, Director of the Entrepreneurship Center, UCSF**

Stephanie Marrus is Director of the Entrepreneurship Center at UCSF. Her entrepreneurship class and other programs mirror those of Berkeley and Stanford with a life science focus. Since 2013, 37 early stage venture participants have raised an aggregate $275 million. Previously, Stephanie's career included C-suite roles in VC-backed and public high impact, scalable life science and technology-based companies in Boston and San Francisco. Her teaching experience extends from the Bay Area, UC Berkeley and Stanford, to Europe, Asia, Latin America and Africa. She serves the US State Department's diplomatic interests by participating in the GIST and International Speaker programs. She has consulted with foreign government- backed entities, accelerators and universities. She also serves as a reviewer for NIH's SBIR grants. She holds an AB from Cornell, MA from Columbia and MBA from the Wharton School, University of Pennsylvania.

**Susan Windham-Bannister, President & CEO, Biomedical Growth Strategies**

Susan Windham-Bannister is an internationally recognized expert in biopharma innovation, market access and market optimization strategies. She was named one of the “10 Most Influential Women in Biotech,” and one of “50 Most Powerful Women in Boston” by the Boston Globe and Boston Magazine, respectively. She is the Chair of the National Governing Board of the Association for Women in STEM (AWIS). From 2008-2015 Dr. Windham-Bannister served as President and CEO of the Massachusetts Life Sciences Center (MLSC), which administered a $1-billion (USD) Life Sciences investment fund created to catalyze innovation in all sectors of the Massachusetts life sciences community. She is currently President and CEO of Biomedical Growth Strategies, LLC, serving as an advisor to innovation initiatives in the U.S. and internationally.
The going thinking is that Angel Investors and Venture Capitalists are naturally linked, but they are not. Angel Investors and Family Offices have much more in common. This panel will gather life science investors from both Angel networks and Family Offices.

- What do Angels and Family Offices have in common?
- How do Angels and Family Offices plan their investment horizons?
- Are Angels and Family Offices looking at the same sectors and opportunities as VCs?

**Chuck Stetson**, CEO, Stetson Family Office

Eugene W. Stetson started the Stetson Family Office shortly after he personally led the buyout of The Coca-Cola Company through a public offering in August 1919 by the Guaranty Trust Company of New York, where he subsequently served as Chairman and just before he died and organized, he organize with the much smaller J.P. Morgan. At his death, Eugene was Coca-Cola’s longest serving member of the Board and of the Executive Committee. Chuck Stetson, the third generation running the family office, is an entrepreneur, venture capitalist, and philanthropist. The Stetson Family Office started Healthcare Impact Foundation, a 501-c-3 organization, in 2017 to bring capital and management expertise to local life science companies and to build and maintain an efficient life science eco-system composed of R&D facilities, incubation facilities, venture capital investors, angel investors, family office investors, and networks of experts in science, management, industry, reimbursement and public policy. Stetson Family Office has set up a unique Global Family Office BioForum with family offices around the globe working closely with their local healthcare innovation. Family Offices are responding with excitement.

**Bernard Rudnick**, Founder, Mid Atlantic Bio Angels

Bernard Rudnick is an investor, founder and managing partner of CapGenic Advisors, LLC, CBO of NovoBioPharma, a founder of Mid-Atlantic Bio Angels, investment committee member of Keiretsu Capital, a Managing Partner of Stellar Investment Partners and a member of several additional angel groups. Mr. Rudnick’s entrepreneurial career includes multiple startups, three of which grew to over $60M in revenue before exiting. He is a founder of the entrepreneurial program at the Fox School of Business. He holds and has held many board and executive leadership positions throughout his career. With 36 years of experience, Mr. Rudnick has M&A, capital formation and licensing leadership experience with companies ranging from start-up to Fortune 50. Mr. Rudnick has experience investing and guiding investments, and has led capital formation and merger transactions totaling over $7 billion.

**David Abraham**, Member, Sky Ventures

Mr. Abraham is a member of Sky Ventures, a life sciences angel investing group in Boston (www.sky-ventures.com). In addition to his angel investing activities, Mr. Abraham is General Counsel and Chief Compliance Officer for Selecta Biosciences, Inc. which he joined in 2011. Before joining Selecta, Mr. Abraham was employed at Johnson & Johnson, and practiced at various law firms including Innovation Legal Group, Wilson Sonsini Goodrich and Rosati, and Finnegan Henderson. He hold a JD from George Washington University School of Law, and a BS in Chemical Engineering from the University of Rochester.

**Richard Juelis**, Member, Co-Chair Life Science Committee, Band of Angels

Mr. Juelis has extensive experience as an executive, consultant, board member and investor. During his career, he held executive positions at two major pharmaceutical companies on the East Coast and in Ireland, as well as CFO at emerging biotech / medical device companies in the Bay Area. He is currently a board finance committee member at El Camino Hospital, a leading Silicon Valley hospital. He serves as Life Science Committee Co-Chair of the Band of Angels (bandangels.com) investing in and sponsoring early stage technology companies. Mr. Juelis has a B.S. in Chemistry from Fordham University and an M.B.A. from Columbia Business School. He is a student mentor with their Entrepreneurial Programs.

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

Sherry has over 30 years’ experience as a Wall Street professional in investment banking, advisory and research capacities primarily for early stage life science, med-device and related technology companies. Sherry is also active at the Board level and is currently on the Board of two public biotech companies and a private early stage orthopedics device company and presently also serves as special technical assistant to the Audit Committee Chair of a NASDAQ listed company. She holds a Bachelor of Science degree, with Highest Honors, in Life Sciences from Ramapo College of New Jersey, earned the Chartered Financial Analyst designation and is a member of member of the CFA Institute, the Tissue Engineering and Regenerative Medicine Society International (TERMIS), the American Society of Gene and Cell Therapy, the European Federation of Biotechnology, Women in Bio and the Jazz Society of New Jersey.
Andrew Meadow, Director, Business Development & Venture Initiatives, Mass Innovation Labs

Andrew is a Director of Mass Innovation Labs’ Search, Evaluation and BD team. Andrew has over 25 years of experience in the areas of life science and medtech innovation, commercial strategy and new product launch, venture capital, business development, and investment banking. He has held positions as a principal investor with Essex Woodlands, the Michigan Economic Development Corp’s Life Science Venture Fund, and Excelyrate Capital. Andrew’s tenure as a senior bio-pharmaceutical BD and commercial strategy executive includes experience at Baxter, SkinAxis and Conceivex, Inc. During his tenure at UBS Warburg, Andrew worked on a number of the leading biotech and medtech transactions. As a C-Suite executive, Andrew has successfully led three healthcare companies to successful M&A exits. In addition, Andrew works with the NIH and indication specific advocacy groups in the areas of grant and capital allocation review.

Brent Ahrens, General Partner, Canaan Partners

Brent leads investments in an array of healthcare companies, with a focus on biopharma and medtech. Prior to joining Canaan, Brent worked in both commercial and technical roles at General Surgical Innovations, Ethicon Endo-Surgery (J&J), and IAP Research. He also has several surgical instrument patents to his credit. Brent earned an MBA from the Tuck School of Business at Dartmouth College after graduating with a B.S. and M.S. in Mechanical Engineering from the University of Dayton.

Christian Schubert, Head of External Innovation, Servier

Dr. Christian R. Schubert is Director of Business Development and External Innovation at Biogen in Cambridge, MA. His primary responsibilities are focused on the scouting and evaluation of business development, venture and M&A opportunities and the development and facilitation of therapeutic area strategies across all stages of the biopharmaceutical value chain. Prior to joining Biogen, Christian was an Associate Director of Human Genetics and Computational Biomedicine at Pfizer Worldwide Research and Development in Cambridge, MA. His current scientific and biomedical interests revolve around human neurodevelopment, neurodegeneration, cognition and executive functioning disorders. Christian is also a member of the advisory board to BioMotiv and a strategic advisor for Biogen to the Israel Biotech Fund.

Lisa Mendoza, Associate Director, External Innovation & Alliance, Bayer

Since 2010, Dr. Mendoza has served as an Associate Director for Bayer’s Global External Innovation & Alliances, a team of scientists working to establish partnerships with academic and biotech researchers focused on novel therapeutics, drug discovery platforms and technologies in areas of cardiology, hematology, oncology, women’s health and ophthalmology. As part of Global External Innovation & Alliances at Bayer, Mendoza supported the company’s incubator space adjacent to Bayer’s West Coast Innovation Center, the CoLaborator, to support start-up life sciences companies aligned with Bayer’s interests. Dr. Mendoza earned her Ph.D. at UC San Diego in Biology and after her postdoctoral studies in Immunology at UC Berkeley joined Berlex Biosciences working in the Immunology Department on both small molecule and biologic discovery projects before joining Bayer.

Sjef De Kimpe, Venture Partner, Atheneos Ventures

Sjef de Kimpe is Venture Partner of Atheneos Ventures, a Bay Area based evergreen fund that has a strong focus on orphan drugs and rare diseases. Prior to joining Atheneos, he was VP and Director of Early Drug Development at Prosensa, and was also the project manager for a multidisciplinary drug development team bringing a lead compound from academic research towards phase IIa in an orphan drug indication. He was also a life science consultant on IP, licensing and technology assessment. Sjef has over 18 years experience in pharmaceutical R&D. He was assistant professor of pharmacology and worked as a senior scientist with Nobel laureate Sir John Vane. Sjef studied pharmacy, holds a Ph.D in pharmacology and obtained an MBA at the NIMBAS University.
This panel discusses current trends in personalized medicine. Topics may include:

- How investors assess personalized medicine technologies and applications in diagnostics, drug discovery and treatment plans
- Which indications investors believe are showing the most promise – genetic disorders, orphan diseases, oncology, etc.
- Investing in individualized treatments (such as CAR-T) and the scalability challenges of autologous vs allogeneic/xenogeneic off-the-shelf treatments
- The regulatory challenges some of these technologies face, whether to ensure individual privacy from genomics databanks or to prevent potential harmful side effects from therapeutics such as CRISPR technologies

Personalized medicine has proven to produce more effective treatments in multiple indications by tailoring medical treatment to the individual and their disease. Additionally, early detection of disease has improved outcomes for many patients. Panelists will discuss where the field is heading and what unique challenges companies in this area will face.

**Zishan Haroon**, Chairman & General Partner, Julz Co

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

**Harvey Gross**, Partner, Apollo Ventures

Harvey is working on the meaningful and future focused topic of health and biomedicine to make a difference. He is one of the founders of Apollo Ventures. At Apollo, Harvey combines his entrepreneurial drive and enthusiasm for finance to assess business opportunities and assist portfolio companies with strategy and business development. Before Apollo, Harvey worked at the investment bank Lazard, where he conducted M&A activities on both buy and sell side mandates. He was also one of the first employees at the FinTech startup N26, where he was responsible for talent acquisition and setting up the customer support function. He started his first company while still being in college and has founded an NGO right after graduation. Harvey holds a degree in International Business with a major in Finance from Maastricht University.

**Nikki Gainey**, VP Commercialization & Business Development, Siemens Healthineers

Nikki joined Siemens from GE Healthcare, where she most recently was the Simplification and FastWorks leader within Global Ultrasound. Prior to this, Nikki served as Vice President Marketing for Acutus Medical. Before joining ACM, Nikki was the interim Ultrasound Chief Marketing Officer at GE. Nikki was also the Director of Competitive Intelligence for GE Healthcare and the Director of Global Business Analytics for the Healthcare IT business prior to her ultrasound roles. Nikki also held roles in marketing and consulting in the pharma industry at GSK and Deloitte before joining GE. Nikki holds a bachelor's degree in Biology, Environmental Sciences, and Public Relations from Ohio Northern University and an MBA with an emphasis in New Product Development and Marketing from North Carolina State University.

**Ted Driscoll**, Managing Director, DigitalDx Ventures

Dr. Ted Driscoll is starting a new venture fund named DigitalDx Ventures, focused on personalized, big-data diagnostics. Dr. Driscoll was previously a Partner at Claremont Creek Ventures leading its efforts in Digital Healthcare and Diagnostics. He led the investments in Natera, AssureX Health and GeneWeave Biosciences. Prior to entering VC, he was an early leader or founder of five startups: International Imaging Systems, Identix (went public in 1984), Diasonics (acquired by Takai Hospital Supply), and Be Here Technologies (incorporated in Google Streetview). During his startup experience he was the inventor of over 50 patents. He graduated from Stanford with a Ph.D. in Digital Imaging, and previously received a Masters in Computer Graphics from Harvard, and a BA from the University of Pennsylvania.

**Yizhen Dong**, Principal, 11.2 Capital

Yizhen is passionate about working with persevering entrepreneurs who want to change the world, especially in healthcare. Yizhen brings advisory and operations experience from biotechnology and healthcare technology. At 11.2 Capital, Yizhen focuses on the early stage investments in data-driven healthcare, which encompasses computational health, digital therapeutics, and synthetic biology. 11.2 Capital has backed cutting-edge startups including Ginkgo Bioworks, Deep Genomics, Synthace, Bay Labs, and Hinge Health. Prior to 11.2 Capital, Yizhen helped launch Avastin in ovarian cancer and developed marketing strategies across the product portfolio at Roche/Genentech. Yizhen was formerly a management consultant at ZS Associates after being a trained sushi chef for 7 years. Yizhen graduated magna cum laude in Economics from Vanderbilt University and received his MBA from University of Chicago Booth School of Business.
This panel discusses what strategies are employed by corporate venture capital firms for investments and partnerships with early-stage companies. Potential topics for the panel include:

- What corporate VCs look for in companies
- What working with a corporate VC entails
- What companies should do to be relevant to the corporate VC

Panelists could also discuss the relationship between the corporate venture capital firm and the parent company and how it affects investment criteria.

• Gadi Toren, Investment Partner, Robert Bosch Venture Capital

Gadi Toren is an Investment Partner with RBVC, based in the Tel Aviv office, and responsible for the search area of Healthcare and the Israeli VC activity of Bosch. Gadi has been active in VC since 1998, focused on early stage investments. He was previously with Partech International, heading their software and Internet investments in Israel, and with Apax Partners in Tel Aviv and London. Previously, he was also Director and Head of the Product Management group at Elbit Systems Ltd where he led projects in Europe, Asia and the USA. Gadi holds an MBA with Distinction from INSEAD, and a BA Magna Cum Laude in Economics and Management from Tel Aviv University.

• Chris Gagliardi, Director of Investments, Sanofi Ventures

Chris joined Sanofi Ventures in 2017 with a background in life science and healthcare consulting. He previously spent three years as a management consultant at LEK consulting where his work focused on corporate strategy, due diligence, commercial launch planning and asset valuation across the pharmaceutical, biotech, R&D and API manufacturing sectors. Prior to a postdoctoral fellowship at Harvard University, Chris earned a Ph.D. in Chemistry from the University of North Carolina at Chapel Hill as well as a BS in both Biology and Chemistry from Roger Williams University.

• Jasper Bos, Senior Vice President & Managing Director, M Ventures

Jasper Bos joined Merck's previous biopharma fund of M Ventures in 2009 and transitioned to Vice President leading the healthcare team for the current fund in 2016. At M Ventures, Jasper Bos supported (amongst others) the early successful investments and exits in ObsEva (NASDAQ), EpiTherapeutics (sale to Gilead), and was an initiator of Prexton Therapeutics, which was acquired early 2018 by Lundbeck for close to US$1,100bn, Calypso Biotech, Inthera, Metabomed and Asceneuron. He holds a PhD in Pharmacy from the University of Groningen, the Netherlands, and has previously worked in private equity and at the Netherlands Vaccine Institute. Jasper published over 35 articles on health economics, vaccines and mathematical modelling.

• Shunichiro Matsumoto, President, Astellas Venture Management

Shunichiro (Shun) Matsumoto is President of Astellas Venture Management LLC (AVM), located in Menlo Park, California. In parallel with the current corporate venture capital activity at AVM, Shun established Astellas Innovation Management LLC, headquartered in Cambridge, Massachusetts to explore emerging innovation in life science field, and served as its President for 2 years until March 2018. Prior to those recent positions, Shun was Senior Director of Product and Portfolio Strategy at Astellas Pharma Inc., based in Tokyo, Japan. Shun has a 14-year career of target discovery activity utilizing molecular biology technique at Astellas Pharma Inc. and its predecessor-company, Yamanouchi Pharmaceutical Co., Ltd. Shun received a PhD in Medicine from University of Tsukuba (Ibaraki, Japan), an MSc in Agriculture from Kyoto University (Kyoto, Japan) and an MBA from McGill University (Montreal, Canada).
This panel focuses on investment in mental & behavioral digital health platforms and its industry trends and innovation. Topics may include:

- Increasing access to intervention
- Streamlining patients and clinicians
- Reducing stigma
- Biopharma vs. behavioral therapy

Panelists will highlight the representation of mental & behavioral health within the industry through various investor types, including hospital and healthcare systems. Panelists will discuss how to meet the challenges of raising financing for a highly stigmatized—though prevalent—area, and advise startups on how to make the investment case for their novel technology. Panelists will explore what trends in mental & behavioral health are of top interest, its future outlook, and global impact.

• **Valerie Photos**, Managing Partner, *Iaso Ventures*

Valerie Photos, PhD, Managing Partner, is a leading pioneer in multiple sectors of behavioral health innovation with over a decade of operating experience at Harvard Medical School and affiliated private clinics in addiction treatment centers, medication-assisted therapy clinics, residential treatments for adolescents and adults, and generalized intensive outpatient clinics. As Founding Member of a gold-standard training clinic for complex behavioral health disorders using Mentalization Based Therapy, she developed the training capacities of the clinic into a revenue model for funding subsidized patient care and expanding access to multiply-underserved populations. She has consulted for state and federal task forces on suicide and addictive disorders. Valerie holds a PhD in Clinical Psychology from Harvard University.

• **Sarah Sossong**, Principal, *Flare Capital Partners*

Highlighted as one of the “influential women reshaping health IT” in March 2018 by FierceHealth, Sarah Sossong an expert in digital health, an experienced healthcare operator, a venture capital investor, and an active participant in national efforts to advance the adoption of healthcare technology. Through roles in the US Navy, Kaiser Permanente, and Massachusetts General Hospital, Sarah established a successful track record of pioneering health-system digital health innovations from concept to national recognition. Sarah brings her flair for cross-sector collaboration and her passion for transforming the business of healthcare to her new role on the investment team of Flare Capital Partners, a leading venture capital firm dedicated to investing in early stage startups in healthcare technology and services, with offices in Boston, Massachusetts.

• **Shubhra Jain**, Senior Associate, *Cota Capital*

Dr. Shubhra Jain leads healthcare investments at Cota Capital. Prior to Cota, Dr. Jain was Associate Director of Commercial Strategy and Corporate Development at Natera where she focused on Biopharma Partnerships, the diligence of potential acquisitions, market research and competitive positioning. Prior to Natera, she led Product management for Acute care suite of products at Pieces Technologies where she developed and launched SaaS risk surveillance and prediction solutions for clinical outcomes and published peer-reviewed research on the subject. Prior to Pieces, Dr. Jain served as a consultant and an advisor to several health tech startups and Fortune 500 companies. Dr. Jain is a Primary Care Physician, has her Masters in Engineering from Stanford with a major in Biodesign and her MBA from the Wharton School of Business.

• **Stephen Kearney**, Innovation - Life & Health, *Hannover Re*

Stephen Kearney is a medical doctor, working with Hannover Re, the world’s third largest reinsurer. Reinsurers main business is B2B insurance, especially providing insurance solutions to primary insurance companies, while also providing insurance and financial solutions to other organisations such as payers and large corporates. Approximately half of Hannover Re’s business is in the life and health (re)insurance space. Within these verticals, Stephen’s responsibilities include identifying and developing both internal and external innovation opportunities, which may be beneficial to Hannover Re and/or our clients. While insurtech is a classic example of such innovation opportunities, increasingly medtech opportunities are having an impact on the L&H insurance space. Stephen also has academic qualifications and experience in computer science, data analytics and pharmaceutical business.
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<th>Time</th>
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<td>8:00 - 8:50 AM</td>
<td><strong>AI IN HEALTHCARE</strong> Cutting Edge Computing Creates New Opportunities For Healthcare Investors</td>
<td>• Navid Alipour, Co-Founder &amp; Managing Partner, Analytics Ventures (M)</td>
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<td>• Elaine Mo, Vice President, Ascend Capital Partners</td>
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<td>• Lu Zhang, Managing Partner, Fusion Fund</td>
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<td>9:00 - 9:50 AM</td>
<td><strong>MEDICAL DEVICE INVESTORS</strong> Investing in Novel Engineering</td>
<td>• Randy Scott, Partner, HealthQuest Capital (M)</td>
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<td>• David Stoffel, Vice President of Marketing &amp; Business Development, Intuitive Surgical</td>
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<td>• Kathie Jordan, Director, Drexel University</td>
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<td>• Kevin Schimelfenig, Managing Partner, McGeever Family Office</td>
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<td>• Ronald Dorenbos, Associate Director, Takeda Pharmaceuticals, Materials &amp; Innovation</td>
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<td>10:00 - 10:50 AM</td>
<td><strong>DIGITAL HEALTH INVESTORS</strong> Leveraging Software to Lower Costs and Improve the Quality of Care</td>
<td>• Brenda Irwin, Managing Partner &amp; Co-Founder, Relentless Pursuit Partners (M)</td>
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<td>• Assaf Barnea, CEO, Sanara Ventures</td>
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<td>• Dennis Depenbusch, Director, BCBSKS New Ventures Initiative</td>
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<td>• Skip Fleshman, Partner, Asset Management Ventures</td>
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<td>11:00 - 11:50 AM</td>
<td><strong>HEALTH SYSTEM PARTNERS</strong> Care Providers and Payers Seek New Technologies</td>
<td>• Brent Stackhouse, Vice President, Mount Sinai Ventures (M)</td>
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<td>• Anita Watkins, Director of Strategic Innovation, Rex Health Ventures</td>
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<td>• Garrett Vygantas, Managing Director, OSF Healthcare Ventures</td>
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<td>• Lauren Brueggen, Principal, Heritage Group</td>
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<td>• Shripal Meghani, Partner, Medical Devices, Cleveland Clinic Ventures</td>
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<td>1:00 - 1:50 PM</td>
<td><strong>ASIA BIOTECH INVESTORS</strong> Exploring the Asia Biotech Industry &amp; Popular Therapeutic Areas of Interest in Asia Markets</td>
<td>• Christopher Kim, Managing Partner, Novatio Ventures (M)</td>
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<td>• Frank Luo, Managing Director, EFung Capital</td>
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<td>• Jin Zhang, Investment Manager, Tsingyuan Ventures</td>
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<td>• Weiyong Sun, Senior Director, Specialty Medicine Search &amp; Evaluation, Daiichi Sankyo</td>
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<td>• Xinhong Lim, Director, Vickers Venture Partners</td>
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<td>2:00 - 2:50 PM</td>
<td><strong>ASIA MEDTECH INVESTORS</strong> Navigating the Regulatory Landscape &amp; Bringing Global Technologies into the Asia Markets</td>
<td>• Jimmy Lu, Managing Director, WI Harper Group (M)</td>
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<td>• Jean Yao, Managing Partner, Med Qiao Group</td>
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<td>• Mark Maciejewski, Partner, DiNovA Venture Partners</td>
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<td>• Mark Tang, Managing Director, Good Health Capital</td>
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<td>• Wililam Dai, Founding Partner, ShangBay Capital</td>
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<td>3:00 - 3:50 PM</td>
<td><strong>TAIWAN INVESTORS</strong> What’s in it for Entrepreneurs and Investors?</td>
<td>• Michel Chu, General Partner, Acom Campus Taiwan (M)</td>
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<td>• IC Jan, Director of Corporate Development, Taiwania Capital</td>
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<td>• Shaoyu Chang, Vice President, FC Capital</td>
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<td>• William Tai, Managing Partner, Amed Ventures</td>
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<td>• Yi-Yen Chen, Investment Professional, WI Harper Group</td>
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<td>• Yuh-Geng Tsay, Venture Partner, Vivo Capital</td>
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<td>4:00 - 4:50 PM</td>
<td><strong>ASIA CORPORATES &amp; STRATEGICS</strong> Major Players in the Asia Markets Look Externally for Technologies of Strategic Fit</td>
<td>• Bruce Cohen, Advisor, Xeraya Capital (M)</td>
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<td>• Nigel Williams, Chief of Business Development Overseas, Emami Group</td>
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<td>• XQ Lin, Founder &amp; Managing Partner, Esco Ventures</td>
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<td>• Yan Zhang, Investment Director, Cowin Capital</td>
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This panel focuses on the many applications of AI in healthcare, from pathology applications to diagnostics to personalized medicine. Topics may include:

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

Panelists can discuss what is AI in healthcare and how it is different from machine learning, what applications are the most exciting and how to catch an investor's interest in this space. In addition, panelists can discuss the risks associated with such new technology where the regulatory pathway is not yet clearly defined.

- **Navid Alipour**, Co-Founder & Managing Partner, Analytics Ventures
  Navid Alipour is Co-founder and managing partner at Analytics Ventures, a global venture studio providing end to end infrastructure to ideate, plan, form, launch, fund and validate brand new ventures in Artificial Intelligence. Navid has co-founded and invested in multiple AI based companies including CureMetrix and CureMatch. He looks to identify top tier scientists, academics or corporate partners, and then to work with them to turn their R&D into viable businesses. Navid serves on the board of Tech San Diego, helping develop San Diego’s now thriving eco-system. He also serves on the boards of CureMetrix, AV Lab, Kazuhm, AlphaTRAI & AdTheos. He has been a panelist, judge, speaker or moderator at forums such as UCSD, USD, SDSU, CyberHive, HeraHub, MIT Forum, RSNA, U.S. News STEM Conference, and CONNECT. Navid holds a BA from UC San Diego, and a JD/MBA from the University of San Diego.

- **Elaine Mo**, Vice President, Ascend Capital Partners
  Elaine is an experienced management consultant with over 6 years of consulting experience. Many of her projects have involved strategic planning and change management. Elaine is specialized in business operations effectiveness and process optimization. Her clients include the US Federal Government and utility companies. Elaine has also been trained in change management and data analysis. She also serves as an advisor for start-up companies and accelerator programs in the San Francisco, California area. She has worked part-time for Ascend in previous years as an analyst in Beijing, most notably during its NVC deal. Now, she manages their healthcare investments in business development, sales, and operations.

- **Lu Zhang**, Managing Partner, Fusion Fund
  Lu Zhang, Founder and Managing Partner of Fusion Fund. Recently, Lu is selected as 2018 Young Global Leader by the World Economic Forum. Before this, she also got selected as Silicon Valley Women of Influence 2018 and Top 10 all America Chinese Youth. In 2017, she was awarded the Forbes US 30 under 30 & Featured Honoree of VC category and also awarded as the Town & Country 50 Modern Swans Influencer. Prior to starting Fusion Fund, she was the Founder and CEO of a medical device company (acquired in 2012). Lu is active in the entrepreneur and investor communities providing mentorship and serves as an advisor to programs like Microsoft AC, Singularity University, StartX at Stanford, and Youth Council of Future Forum. Lu received her M.S. in Materials Science and Engineering from Stanford University and holds several patents.
This panel focuses on investment in new medical devices from development stage through to early commercialization. Topics may include:

- What are investors looking for?
  - Areas of interest
  - Overcrowded areas
- How to approach an investor
- Successful deals they’ve done before
- Common mistakes/Red flags

Panelists will discuss how to meet the challenges of raising financing for a new device and advise startups on how to make the investment case for their novel technology. Panelists will also explore what technology areas are of top interest to them and how a startup can get them into dialogue regarding an investment or deal.

- **Randy Scott**, Partner, HealthQuest Capital
  Randy is a Partner and co-founder of HealthQuest Capital, a venture capital firm focused on growth investments into companies transforming the value of healthcare. Prior to moving into venture capital, Randy was a successful medtech entrepreneur for many years. Randy's industry successes include starting NovaMin Technology, Inc. leading it through financing, growth and eventual acquisition by GlaxoSmithKline; a turn-around of USBiomaterials Corp, leading bone-grafting products company from perennial money-loser to profitability (now known as NovaBone Products, LLC); and a member of the early management team at LensCrafters as it emerged from start-up to market leader. He is a graduate of Georgia Tech. At HealthQuest Randy currently serves on the Boards of Magnolia Medical Technology, Trice Medical, Vestagen Protective Technologies, and Springbuk and is Board observer at CareMtx.

- **David Stoffel**, Vice President of Marketing & Business Development, Intuitive Surgical
  David Stoffel, M.D., is Vice President of Marketing and Business Development at Intuitive Surgical and leads the licensing and acquisition team there. Previous to Intuitive, Dr. Stoffel was a Partner at Radius Ventures, a health care venture capital firm and he also spent time in investment banking at Credit Suisse. Dr. Stoffel received his M.D. and M.B.A. from the University of Chicago and holds a B.A. in Economics from Stanford University.

- **Kathie Jordan**, Director, Drexel University
  Kathie Jordan is the director of the Coulter Translational Fund at Drexel University, a portfolio of 30+ technologies, ranging from small molecule therapeutics to medical devices and diagnostics. She has served as a speaker, panelist and moderator on the topic of early stage technology commercialization in the life science space, and is an adviser to the C3i program, which trains early stage biomedical project teams in the commercialization of their innovations. A scientist by training, she spent her early career studying Drosophila ovarian development and the role of innate immune pathways in mouse and endothelial models of sepsis. She holds a Ph.D. in Molecular and Cellular Biology from the University of Washington and a B.S. in Biology from Haverford College.

- **Kevin Schimelfenig**, Managing Partner, McGeever Family Office
  Kevin Schimelfenig is the Founder and Managing Partner of McGeever, LLC, a family office positioned to establish, administer and govern the financial and philanthropic values and goals of the family. In addition, Kevin is acting President and CEO of SalesForce4Hire, McGeever LLC’s wholly-owned subsidiary. SalesForce4Hire partners with life sciences and information technology companies and their investors to provide strategic models and solutions for commercialization. Kevin’s educational background includes a B.S. in Business Administration from Marywood University and extensive training in the Diabetes Program at Konkuk University Hospital in Seoul, South Korea. Kevin was recognized as a North Carolina top 50 Entrepreneur and has been an invited speaker for prominent organizations across the nation including JPMorgan/OneMedForum, AdvaMed, and Angel Capital Association. Kevin has served on multiple boards and currently serves on the Board of Directors for Physcient, Inc., and Akros Medical.

- **Ronald Dorenbos**, Associate Director, Takeda Pharmaceuticals, Materials & Innovation
  Ronald is Associate Director at Takeda’s Materials & Innovation team, a group that scouts for new technologies related to drug delivery and biomaterials. During his appointment at the Life Science division of PA Consulting Group, a British Consulting firm, Ronald led projects for some of the world’s top 10 pharmaceutical companies around strategy, commercialization and digital health. At his company BioFrontline he provides management, strategy and commercial advice to life science companies around the world. Ronald received MAs in Biotechnology and Molecular Biology and after obtaining a PhD in Pharmaceutical Biology spent six years at Harvard to study Parkinson’s, Schizophrenia and the genetics of aggressive behavior before making the transition to industry. Ronald is a keen follower of developments in the field of Artificial Intelligence (AI) and regularly invited as speaker to present on topics related to pharma, healthcare and AI.
This panel focuses on investing in innovative digital health products that bring new efficiencies to the healthcare system, change how care is delivered or managed, and how patients are involved in their own care. Panelists will explore topics related to investing in digital health, including:

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

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

**Digital Health Investors**

**Track 2: 10:00 - 10:50 AM**

**Associate Sponsor:**

**Sponsored by:**

**Track 2 Panelists**

**• Brenda Irwin, Managing Partner & Co-Founder, Relentless Pursuit Partners**

Brenda Irwin is Managing Partner of both Relentless Pursuit Partners Inc and General Partner of the Relentless Venture Fund. Brenda is a former life science venture capitalist for BDC. While at BDC she had personal responsibility for management of a $100 million healthcare portfolio. Brenda is a seasoned Board Director, having been a director for 15 for profit and nonprofit organizations. Brenda is an Associate for the Creative Destruction Lab’s BioMedTech cohort at UBC. Brenda’s nonprofit commitment includes current membership on the Providence Health Care Board of Directors where she chairs the Innovation, Academics & Research Committee. Brenda is also the former VP and Board Director for the Take A Hike, Youth at Risk Foundation. She is a frequent industry speaker, enthusiastic mentor and a Business in Vancouver ‘40 Under 40’ Award recipient.

**• Assaf Barnea, CEO, Sanara Ventures**

Assaf Barnea is a seasoned entrepreneur and venture professional, with extensive experience in building innovation platforms and leading commercialization processes in healthcare. He leads Sanara Ventures, a healthcare innovation fund backed by Phillips and Teva. Additionally, Assaf chairs the Life Science Advisory Board at The Israel Export Institute, promoting and advancing the export of Israeli technologies in the medical, biotech, pharma and digital fields. Assaf also advises the World Bank’s IFC VC team and is a co-founder of the IFC’s Tech Emerge initiative; connecting healthcare startups with leading corporations and hospitals in emerging economies. Formerly, Assaf was a founder of CardioSense, a medtech startup company that developed a probe for early shock detection. Assaf holds law and business degrees from the Interdisciplinary Center in Herzelia, as well as a BA in political science and psychology from Tel-Aviv University.

**• Dennis Depenbusch, Director, BCBSKS New Ventures Initiative**

Dennis is responsible for the direction, coordination, evaluation and management in developing and leading strategic investment for Blue Cross Blue Shield of Kansas. The focus of the New Ventures Initiative (NVI) is to develop a $50 Million portfolio of investments that, as a whole, improve the health markets in general, are strategic to Blue Cross and Blue Shield of Kansas and provide return. Since its inception in October 2015, the fund has invested in 5 direct investments with amounts ranging from $500K to $2 Million in various stages of development. It is NVI’s objective to syndicate with a team of institutional investors and provide business development and operational assistance from a payor perspective. Previously, Dennis worked as CEO and team member with several high performing teams to fund, develop and grow start-up enterprises in health, banking and IT; domestically and worldwide.

**• Dominik Mayer, Principal, AO Invest**

Dominik is a Principal at AO Invest and passionate about technology, firmly believing in its potential to do good. Originally wanting to become a journalist, he moved into ‘start-up world’ and felt at home all at once. Thus far, he worked in Berlin, Zürich and San Francisco on both start-up and investor side. At AO Invest, he invests in start-ups with disruptive technologies in the area of musculoskeletal disorders. The fund is backed by the AO Foundation, a 60-year old non-profit organization, which boasts the world’s largest network of more than 19 000 surgeons and scientists in orthopedics and trauma. The goal of AO Invest is to invest in start-ups related to the AO Foundation’s core expertise, and use the AO Foundation’s unique reach and experience to help its portfolio companies achieve their full potential.

**• Skip Fleshman, Partner, Asset Management Ventures**

Skip Fleshman is a Managing Partner at Asset Management Ventures. AMV is a Palo Alto based, early-stage venture capital firm that was founded in 1965. They focus on investing in digital health, therapeutics, mobile and data analytics companies. Skip was an officer in the United States Air Force where he first served as a fighter pilot flying the F-16. He served as COO of BGI which develops software for flight simulators. He received a Bachelor of Science degree in Mechanical Engineering from UC Davis and an M.S. in Management from the Stanford University Graduate School of Business. Skip is actively investing in startups focused on digital health, mobile and big data. His current investments include: Freenome, 3T Biosciences, HealthTap, Reify Health, Evidation Health, Proteus Digital Health, Carta Healthcare, Lark, Arterys, Welkin Health, WellDoc, Ooma, Kii and Icon Aircraft.
Healthcare organizations are embracing innovations and becoming a key training ground to test the medical benefits, technical feasibility, and business viability of new technology breakthroughs. From innovation centers to investment vehicles, healthcare organizations have become critical partners for entrepreneurs. This panel will reveal the changing role healthcare organizations are playing in fostering innovation. Topics may include:

• What are hospitals and health networks doing to engage with new technology companies?
• How can a startup get the most out of conducting pilot studies with a healthcare system partner?
• How do early stage companies work with healthcare systems to generate user experience for their new technologies?
• How can healthcare organizations share their technical expertise with startups?

This RESI panel will help entrepreneurs navigate complex healthcare systems and bring their companies to the next milestone.

• **Brent Stackhouse**, Vice President, Mount Sinai Ventures
  Brent Stackhouse is VP of Mount Sinai Ventures, the venture arm of the Mount Sinai Health System. His responsibilities include diversifying the portfolio of investments to enhance Mount Sinai’s transition to population health management. He is experienced in public health and HIT, and represents Mount Sinai on the board of several portfolio companies and Mount Sinai telehealth strategy committees. Previously, Brent was the Executive Director of Strategy at the Primary Care Information Project at the NYC DHMH. Brent oversaw the strategy and operations for expanding the adoption of EHRs and the use of HIT. He was responsible for developing and managing programs for key stakeholders including ACOs, health systems, insurance companies, and State and Federal partners. Brent also worked in investment banking and commercial real estate finance. He has a BS from the Walsh School of Foreign Service at Georgetown University.

• **Anita Watkins**, Director of Strategic Innovation, Rex Health Ventures
  Anita Watkins leads strategic innovation for Rex Health Ventures, a hospital based corporate venture fund. Trained as an attorney, Anita’s diverse career includes 20 years of policy and advocacy work on behalf of clients ranging from the UNC University System, local and state governments and healthcare institutions. At Rex Health Ventures, she focuses her time transforming healthcare through investing in innovative companies to spur strategic partnerships.

• **Garrett Vygantas**, Managing Director, OSF Healthcare Ventures
  With over 15 years of clinical, commercial and capital formation experience, Garrett Vygantas, MD, MBA, is a physician entrepreneur who co-leads the healthcare practice at OSF Healthcare Ventures, the VC fund of OSF, a 14-hospital health system in IL. OSF deploys capital in medtech, digital health, therapeutics, diagnostics and services companies that positively impact the provider ecosystem. Prior to OSF, Dr Vygantas led HCIT and digital health investments at Jump Capital. Previously, Dr Vygantas founded NewBridge Pharmaceuticals, a specialty pharma company that commercializes biopharmaceuticals in the emerging markets. He raised over $65M in VC financing and created $470M in nominal value. Before NewBridge, Dr Vygantas was a director with another Life Sciences VC where he invested in biotech, pharma, HCIT and medtech. Formerly at Genentech, he worked on the launch of Lucentis™, a $4B biologic treatment for retinal diseases. Dr Vygantas earned his medical degree and MBA from Georgetown University and completed his residency at the University of Pennsylvania. He is a Kauffman Fellow and serves on a variety of corporate and non-profit boards.

• **Lauren Brueggen**, Principal, Heritage Group
  Lauren Brueggen joined Heritage Group in 2018 and serves as a Principal for the firm. Prior to joining Heritage Group, Lauren was a Principal for the growth equity fund of Spring Mountain Capital, a New York-based alternative asset management firm with $1 billion of assets under management. Lauren spent seven years at Spring Mountain Capital focused on making growth equity investments in healthcare and technology businesses. From 2007 – 2011, she was an Associate at The Wicks Group, a private equity fund with over $1 billion under management. Prior to Wicks, she was in the Restructuring and Mergers & Acquisitions Group of Jefferies & Company, a middle market-focused investment bank. In 2017, she was named to GrowthCap’s Top 40 Under 40 list of growth equity investors. Lauren graduated from Northwestern University with a B.A. in Economics. She resides in Nashville with her husband and three sons.

• **Shripal Meghani**, Partner, Medical Devices, Cleveland Clinic Ventures
  Shripal is a Partner at Cleveland Clinic Ventures (the corporate venture arm of Cleveland Clinic). Cleveland Clinic has a rich history of creating, working with and building innovative medical devices companies and Shripal focuses on investment activities related to these opportunities. Prior to joining Cleveland Clinic, Shripal worked at Philips in corporate development and worked on several large and small acquisitions in medical devices, including the acquisition of Volcano and Spectranetics. Shripal has also worked on the healthcare investment banking team at Credit Suisse. Shripal earned an MBA from the Ross School of Business at the University of Michigan. He also holds a Masters and Bachelors in Mathematics and Computational Sciences from the Indian Institutes of Technology.
This panel focuses on therapeutics investments in the perspective of Asia-based firms, or those with strong expertise in Asian markets. Topics may include:

- Current areas of interest
- Market landscape in Asian countries – similarities & differences
- Common issues when working with firms with Asian angles
- Investment process
- Successful deals

Panelists will discuss how they evaluate therapeutics opportunities in the perspective of the Asian industry. The discussion will touch upon markets in different countries within Asia, and how companies can effectively enter these markets. Panelist will also discuss how companies could approach Asia-based investors, and how they can effectively differentiate themselves in a crowded space.

**• Christopher Kim, Managing Partner, Novatio Ventures**

Dr. Kim is Managing Partner of Novatio Ventures and KSLSF. He co-founded KSLSF while a Partner at Oxford Bioscience Partner. Dr. Kim was previously Associate Director and Head of Operations for the Global BioMarker Development group at the Novartis. He held an additional role in corporate development and strategy while at Novartis. Dr. Kim is or has been active as board member, advisor and mentor to innovative life sciences companies in Boston, Korea and Israel including Bridge Biotherapeutics, CytoReason, PharmAbcine. 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 UC-Irvine.

**• Frank Luo, Managing Director, EFung Capital**

Dr. Frank Luo is a Managing Director at Efung Capital, a life-science focused venture capital firm. He leads the investment team and is responsible for evaluating therapeutics investment opportunities in both China and the U.S. Dr. Luo is experienced in cross-boarder transactions. He has led multiple investment projects such as Apexigen, Centrexion Therapeutics, Haplox and etc. Prior to Efung, Dr. Luo was a Managing Director at Hulo Partners, a consulting firm bridging the resources between China and the U.S.

**• Jin Zhang, Investment Manager, Tsingyuan Ventures**

Dr. Zhang is a speaker, editor, and business development strategist in the pharmaceutical industry. She has broad knowledge and experience in the Chinese pharmaceutical industry and the China-U.S. cross-border business specializing in the areas of therapeutics and medical innovation. Currently, Dr. Zhang is an investment manager at Tsingyuan Ventures and focuses on investments in therapeutics, diagnostics, and medical devices. In addition, she is an editor at Pharma Executive and has been introducing the latest development in the Chinese pharmaceutical industry to English speakers. Dr. Zhang received her Ph.D. in Pharmacology from UCLA and her M.S. from Rush University. She is a medical doctor in China and received her M.D. from Nantong Medical School.

**• Weiyong Sun, Senior Director, Specialty Medicine Search & Evaluation, Daiichi Sankyo**

Dr. Weiyong Sun is currently Senior Director, Searching and Evaluation, Global Business Development and Licensing at Daiichi Sankyo Group. 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 Pain, Cardio-Renal, Ophthalmology and Rare Disease. 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.

**• Xinhong Lim, Director, Vickers Venture Partners**

Dr Lim Xinhong joined Vickers in 2015. He has led investments into drug delivery, AI drug discovery and advanced materials companies, and advises on fund strategy and portfolio companies in the life sciences, healthcare and tech sectors. Dr Lim obtained a Certificate in Innovation and Entrepreneurship from the Stanford University Graduate School of Business. He is an Assistant Professor (Adjunct) in skin stem cell biology at the Lee Kong Chian School of Medicine, NTU and SRIS at A*STAR. Dr Lim received his Ph.D. in Developmental Biology from Stanford University under the tutelage of Breakthrough Prize winner Professor Joel Nusse. Lim is the recipient of numerous awards, including the Singapore National Academy of Sciences Young Scientist Award, the Ten Outstanding Young Singaporeans Award (Medical Innovation) and the A*STAR-IMB Investigatorship in Skin Biology.
This panel features speakers all from Asia-focused investor groups discussing medtech investments from their perspective. Topics may include:

- Current areas of interest
- Key differences and similarities between Asian and Global Markets
- Investment process
- Successful deals
- Common questions and concerns when working in Asia

Panelists will discuss how they evaluate medtech opportunities based on Asian markets. The discussion will touch upon how each market in different countries within Asia may differ and how companies can effectively enter these markets. Panelists will also discuss how companies can better prepare themselves to approach Asia-based investors and to ready themselves for entry into the Asian market.

- **Jimmy Lu, Managing Director, WI Harper Group**
  Jimmy Lu is the Managing Director of the WI Harper Group. Jimmy oversees WI Harper’s global operations and brings to the firm over 20 years of high technology and venture capital experience. He serves on the boards of CNano Technology Limited, China Diagnostics Medical Corporation, Kindstar Global Co. and StemCyte Inc. Prior to joining WI Harper, Jimmy co-founded and was a General Partner of iD Ventures America, early investors in iRobot, Harmonix Music, ArtX Inc., Allayer Communications, Monolithic Power Systems and Fortinet. Jimmy joined the Acer Group in 1992 as General Counsel. Before joining Acer, he was with Bingham McCutchen in San Francisco. He also spent several years with JP Morgan in New York City. Jimmy earned a B.A. from Yale, an M.B.A. from Harvard Business School and a J.D. from UC Berkeley School of Law.

- **Jean Yao, Managing Partner, Med Qiao Group**
  Jean Yao, PhD, is the founder of Med Qiao Group and has been active within the technology community for over twenty years as a venture capitalist, consultant and technologist. She brings broad experience in the Bio/Med-Industry, having worked with startups, institutional and strategic VCs to expand the market in China. With strong technical background in bio-med development, she has high interest in emerging technologies, including Diagnostics, Medical technology and Health IT.

- **Mark Maciejewski, Partner, DiNovA Venture Partners**
  Mark Maciejewski co-founded DiNovA Capital LL with Eric Zi, a Shenzhen and Shanghai-based venture capital fund focused on Global investing in disruptive medical technologies. DiNovA has investments in Broncus Medical, Venus Medtech, Vessix, Lone Star, TruTag and Mitralyn. Mr. Maciejewski specializes in cross-border strategic partnerships, and recent projects include Intervalle acquisition by Venus MedTech, merger between Keystoneheart and Venus MedTech and acquisition of Uptake Medical by Broncus Medical China. Previously, Mr. Maciejewski served as the senior vice president of international investments of National Technology Enterprise Company (Division of the Kuwait Investment Authority). During his tenure at the KIA, Mr. Maciejewski managed the Medical Private Equity Division of the National Technology Enterprise Company with capital of $250 million USD.

- **Mark Tang, Managing Director, Good Health Capital**
  Mark Tang is a managing director of Good Health Capital, a healthcare private equity firm with offices in Asia and New York. Mark has over two decades of experience in the field of biotechnology as an entrepreneur, educator, advisor and investor. He was formerly a research associate at Rockefeller University and a biotech director at Rutgers Business School. Mark holds several degrees including an MPH from Harvard.

- **William Dai, Founding Partner, ShangBay Capital**
  William Dai is the Founding Partner at ShangBay Capital, a VC firm focusing on healthcare investments. ShangBay Capital has built a portfolio of companies founded by Stanford, Berkeley, Duke, Harvard, MIT, UNC - Chapel Hill faculties and graduates as well as top industry corporate alumni. William has more than 20 years of experience in corporate finance, M&A, and capital markets in both China and the U.S. He has held senior executive roles at U.S. multinational companies. In those roles, William was responsible for overall execution and was held accountable to the highest ethical standards in his business dealings. In addition, due to his hands-on experience leading multiple large international medical device companies, he has an in-depth knowledge of the industry and its market dynamics. William holds a Master’s in business administration with an emphasis on finance from Michigan State University.
This session features a panel of investors from Taiwan, who will share their perspective on the opportunities in Taiwan for entrepreneurs and investors. Topics may include:

• What are the benefits of looking to Taiwan as a potential source of capital?
• Who are the key strategic partners based in Taiwan?
• What successful deals have been funded by Taiwan investors?
• In what kinds of technologies are investors from Taiwan interested?

Panelists will discuss how Taiwan is differentiated within the life sciences, and what the country has to offer to scientist-entrepreneurs seeking strategic partners and capital. The discussion will elucidate Taiwan’s unique advantages as a life science market.

**Michel Chu, General Partner, Acorn Campus Taiwan**

Michel Chu is a serial entrepreneur, investor, mentor, adjunct professor and entrepreneurial coach. Michel is currently General Partner of Acorn Campus Taiwan, a venture fund focusing on early-stage life science opportunities. In addition, Michel also serves, on volunteer basis, as the Chief Innovation Officer of BioMedTW – Taiwan government’s task force to oversee, facilitate and accelerate Taiwan’s life science industry. Michel co-founded GigaMedia (NASDAQ: GIGM) in 1997 and led the company through a $4.5B IPO in 2000. Michel has extensive domain expertise in diverse fields from medical devices, mobile Internet, cloud computing to merger and acquisitions. Michel has been an active early-stage investor with 15+ years of experiences of coaching, building, inspiring and accelerating entrepreneurial teams.

**IC Jan, Director of Corporate Development, Taiwania Capital**

Dr. I-Chien (IC) Jan joined National Biotechnology Research Park (NBRP) Taiwan around the end of 2017 as Assistant Chief Executive of BioHub to strengthen the biomedical startup ecosystem in Taiwan. Concentrated on fields of translational medicine and digital healthcare, Dr. Jan aspires to aid startups in “Get Local and Go Global”. Prior to joining NBRP, Dr. Jan was founding partner of AppWorks Ventures, an Asia’s leading startup accelerator and most active early-stage VC with 300 active startups and 860 founders make up its alumni network. With US$ 61 M under management, AppWorks funds 10 deals yearly, owns 40 companies within its portfolio, and has produced 2 IPOs thus far. Dr. Jan received a doctoral degree in Biomedical Engineering from National Taiwan University (2004) and an MBA in intellectual Property from National Chengchi University (2009).

**Shaoyu Chang, Vice President, FC Capital**

Shaoyu is Vice President for FC Capital, specializing in life sciences and healthcare investments. FC Capital is a venture capital fund headquartered in Shanghai with additional offices in Taipei and Boston. Shaoyu takes an active leadership role the full lifecycle of investment, from deal sourcing to evaluation, execution and management. Previously, Shaoyu served as Investment Manager for VI Ventures, a Hong Kong-based healthcare VC firm. Prior to that, Shaoyu was Director of Investor Research at LSN and Research Scholar at Sanford School of Public Policy at Duke University. Shaoyu received Master of Public Health from Harvard Chen School of Public Health and M.D. from National Taiwan University. Shaoyu received US Regulatory Affairs Certification with robust knowledge in pharmaceutical development.

**William Tai, Managing Partner, Amed Ventures**

William Tai is co-founder and Managing Partner of Amed Ventures, a Silicon Valley based Medtech venture capital. Amed Ventures focused on investing therapeutic in Minimally Invasive Surgery. Prior to Amed, William has about 20 years of experience in investment and across Pacific business development in financial and medical device industry. He has led CTBC’s venture banking business in the US for life science and high tech industry. William has been the advisor to medical technology incubator in Silicon Valley and numerous medical device start ups in US and Asia. His involvement in and selected investments include Apama Medical (acquired by Boston Scientific), Kalia Medical (acquired by Abbott), Optimer Pharmaceuticals, FibroGen (NASDAQ: FGEN).

**Yi-Yen Chen, Investment Professional, WI Harper Group**

Dr. Yi-Yen Chen has over 7 years of healthcare-related experience. Currently, she is responsible for US healthcare investment and portfolio management at WI Harper. Prior to joining the Healthcare Investment Team, she worked in business development and drug licensing at Microbio Group in Taiwan. Dr. Chen was the R&D project head and led the development of the world’s biggest antibody portfolio for the zebrafish research community at GeneTex. She completed her PhD in developmental biology from Nobel Laureate Professor Christiane Nüsslein-Volhard’s lab at the Max-Planck Institute in Germany. Her postdoctoral training was in molecular biology at the Institute of Molecular Biology in Mainz, Germany, and in cancer immunotherapy at the Netherlands Cancer Institute in Amsterdam.

**Yuh-Geng Tsay, Venture Partner, Vivo Capital**

Dr. Tsay has extensive experience and track record in building successful businesses that were eventually acquired or went public. Prior to his retirement in 2010 from Thermo Fisher Scientific (NYSE: TMO), Dr. Tsay served as Senior Vice President and Group President of the company’s Specialty Diagnostics business, with worldwide annual revenue of US $2 billion. He was the Group President of Immunodiagnostics of Fisher Scientific (NYSE: FSH). From 2000 to 2004 he served as Group President of Clinical Diagnostics of Apogent (NYSE: AOT), which was acquired by Fisher in 2004. While working for these public companies, he was instrumental in engineering the acquisition of multiple diagnostics companies including Phadia, One Lambda, BRAHMS, Microgenics, Seradyne, Duke Sciences and Applied Biotech Inc. He was the founder of Diagnostics Reagents Inc., which was acquired by Apogent in 1998.
Beyond venture capital firms and pharmaceuticals seeking investment and partnership opportunities, cross-border activity has become more widespread in corporates and strategic groups based in Asia. In this panel, investors can talk about:

- Strategies on how they bring companies into Asia
- Near-term and long-term strategic suggestions for companies who would like to develop in Asia
- What resources and expertise do corporates leverage for the companies they invested

Panelists could also discuss the relationship between their corporate investing arm and the parent company, and how this relationship affects their investment criteria.

• **Bruce Cohen**, Advisor, Xeraya Capital

  Bruce Cohen is an Advisor with Xeraya Capital. He was the founding President and CEO of Acacia Biosciences, Cellerant Therapeutics and VitaPath Genetics. He served as CFO at GeneSoft Pharmaceuticals and held senior positions in business development and marketing at SEQUUS and at Baxter. Bruce was the President of VTel International Inc., an electronic messaging company. He also served as a management consultant with Monitor Company and was a member of the founding team of the Tufts Veterinary School. He is currently serving as CEO of Prime Biologics in Singapore. He represents Xeraya on the boards of Chrono Therapeutics, Iconic Therapeutics and Rapid Micro Biosystems. Bruce holds a BA, cum laude and an MA from Tufts University; and an MBA with distinction from Harvard Business School.

• **Nigel Williams**, Chief of Business Development Overseas, Emami Group

  Nigel Williams is the Senior International Investment advisor to one of India’s leading companies (Emami Group) and Eastern India’s largest healthcare group (AMRI Hospitals). His primary focus in healthcare is digital health and giving access to affordable care regardless of geography. He believes India is the ideal place to disrupt healthcare globally because of government support, less red tape and a willingness to experiment with new ideas. He is also a serial entrepreneur and has his own digital health company, (ELXR Smart Health) to serve the fast-growing medical travel industry. He has helped dozens of companies come to India for investment and has guided investments in the digital health area, organic health products, e-pharmacy, point of care diagnostics, telepresence robotics, telemedicine and others as well as consumer goods sector. He spends much of his time in India but is based in Los Angeles.

• **XQ Lin**, Founder & Managing Partner, Esco Ventures

  XQ Lin is the Group President & CEO of Esco Group, a global life science tools, medical devices and biopharma solutions company with over 1000 employees. XQ is also the Managing Partner of Esco Ventures, the corporate venture arm of Esco Group. Esco Ventures invests globally in life sciences tools/diagnostics, women’s health/fertility and incubates biotech companies.

• **Yan Zhang**, Investment Director, Cowin Capital

  Dr. Yan Zhang has over 6 years of healthcare-related experience. Currently, he is responsible for US healthcare investment and portfolio management at Cowin Capital. Previously, he worked at BGI, the leading genome sequencing provider worldwide, and completed a few private placement transactions in healthcare-related sectors, including bio-pharmaceutical, Med-Tech, healthcare Services, etc. He developed close relationships with many large and medium-sized healthcare companies. Dr. Zhang holds a Ph.D. in Genetics from the University of Iowa, and B.S. of Biology from Fudan University.
### Track 3: Entrepreneur Workshops, Panels & Pitch Challenge

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<td><strong>LIFE SCIENCE NATION</strong> RESI EUROPE MARCH 25, 2019 VIENNA AUSTRIA</td>
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<td><strong>Greg Mannix</strong>, VP of International Business Development, Life Science Nation</td>
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<td><strong>Patrik Frei</strong>, Founder &amp; CEO, Venture Valuation AG, Switzerland</td>
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<td>9:00 - 9:50 AM</td>
<td><strong>TALES FROM THE ROAD</strong> Biotech &amp; Medtech CEOs Share Their Story</td>
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<td><strong>Matthew Davidson</strong>, Founding Partner, MGD Ventures</td>
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<td><strong>Gini Deshpande</strong>, CEO, NuMedii</td>
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<td><strong>Mark Allen</strong>, CEO, Elevian</td>
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<td><strong>Prem Premsrirut</strong>, Founder &amp; CEO, Mirimus</td>
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<td><strong>Thomas Lai</strong>, CEO, Taipeibio</td>
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<td>10:00 - 10:50 AM</td>
<td><strong>McDermott Will &amp; Emery</strong> NEGOTIATING TERM SHEETS</td>
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<td><strong>Mark Mihanovic</strong>, Partner, McDermott Will &amp; Emery</td>
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<td><strong>Rich Smith</strong>, Partner, McDermott Will &amp; Emery</td>
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<td><strong>Brian Bunn</strong>, Partner, McDermott Will &amp; Emery</td>
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<td><strong>John Mayfield</strong>, Director of Corporate &amp; Business Development, Voyager Therapeutics</td>
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<td>11:00 - 11:50 AM</td>
<td><strong>NON-DILUTIVE STARTUP FUNDING &amp; RESOURCES FROM THE NIH</strong></td>
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<td><strong>Ashim Subedee</strong>, Program Director, NCI</td>
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<td><strong>Amir Tamiz</strong>, Director of Division of Translational Research, NINDS</td>
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<td><strong>Ethel Rubin</strong>, Entrepreneur-In-Residence, Advisor to the Office of the Director, NIH</td>
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<td><strong>Maureen Thomas</strong>, Small Business Outreach Coordinator, NIA/NIH</td>
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<td>1:00 - 2:30 PM</td>
<td><strong>WEST COAST INNOVATORS’ PITCH CHALLENGE</strong> New Generation of Technologies Changing Treatment Paradigms</td>
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<td><strong>Lindy Fishburne</strong>, Executive Director, Breakout Labs/Thiel Foundation</td>
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<td><strong>Melissa Kraith</strong>, Managing Partner, ES Ventures</td>
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<td><strong>Mike Edelhart</strong>, Managing Partner, Joyance Partners</td>
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<td><strong>Orrin Ailloni-Charas, MD</strong>, Managing Partner, Hermes Life Science Venture Fund</td>
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<td><strong>Ravi Mistry</strong>, Member, TiE Angels</td>
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<td>3:00 - 3:50 PM</td>
<td><strong>DIAGNOSTICS INVESTORS</strong> New Generation of Technologies Changing Treatment Paradigms</td>
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<td><strong>Nola Masterson</strong>, Managing Director, Science Futures</td>
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<td><strong>Akhil Saklecha</strong>, Partner, Cleveland Clinic Ventures</td>
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<td><strong>Andy Cosgrove</strong>, VP, Head of Strategic Alliances &amp; Channel Partners, Wuxi NextCODE</td>
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<td><strong>Joshua Phillips</strong>, Managing Partner, Catalyst Health Ventures</td>
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<td><strong>Richard Gordon</strong>, Director, Inova Strategic Investments</td>
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<td>4:00 - 4:50 PM</td>
<td><strong>LIFE SCIENCE NATION</strong> RESI ASIA NOV. 12TH – 14TH, 2019</td>
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<td><strong>Dennis Ford</strong>, Founder &amp; CEO, Creator of RESI Conference Series, Life Science Nation</td>
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<td><strong>Jessica Yang</strong>, Senior Investor Research Analyst &amp; Asia BD, Life Science Nation</td>
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**NEW**

**Investors:**

- **Lindy Fishburne**, Executive Director, Breakout Labs/Thiel Foundation
- **Melissa Kraith**, Managing Partner, ES Ventures
- **Mike Edelhart**, Managing Partner, Joyance Partners
- **Orrin Ailloni-Charas, MD**, Managing Partner, Hermes Life Science Venture Fund
- **Ravi Mistry**, Member, TiE Angels

**Finalists:**

- **Nola Masterson**, Managing Director, Science Futures
- **Akhil Saklecha**, Partner, Cleveland Clinic Ventures
- **Andy Cosgrove**, VP, Head of Strategic Alliances & Channel Partners, Wuxi NextCODE
- **Joshua Phillips**, Managing Partner, Catalyst Health Ventures
- **Richard Gordon**, Director, Inova Strategic Investments

**Moderator**

**Greg Mannix**
LSN Seeking European Players to Learn about the "RESI Alliance Partner Program"

LSN is holding a workshop for our European partners who want to support growth of RESI to Europe and become part of LSN's "European Alliance Partner Program". We seek European fundraising CEOs and scientists-entrepreneurs and early-stage investors and channel partners who want to not only participate in the event but help make it a success. European exhibitors and sponsors are especially welcome to this workshop to secure an early partnership position with LSN. RESI Europe will be an annual event and LSN is currently looking for a home for the event and we are open to creating alliances and finding partnerships with European life science players who want to be an integral part of the LSN early stage global ecosystem.

- Update on RESI Europe Plan for March
- New "European Alliance Partner Program" for partners who want to be involved in RESI Europe
- Incubators, accelerators, universities/hospital labs - tech hub entities welcome to discuss opportunities to feature their constituents
- LSN would like strategic partners from the Netherlands, France, Spain, Switzerland, Germany, England, Sweden, Austria, and Norway
- Alliance partners can have early access to attendee signups, partnering, special discounts, panel and workshop slots and much more

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

• Patrik Frei, Founder & CEO, Venture Valuation AG, Switzerland
  Dr. Patrik Frei is founder and CEO of Venture Valuation AG, Switzerland. He started the company in 1999 when he noticed a need for independent valuation services during a collaboration with Novartis Venture Fund, which became his first client. Since then he has been involved in over 400 valuations. Venture Valuation also runs Biotechgate. Patrik graduated from the Business University of St. Gallen and completed his Ph.D at the Swiss Federal Institute of Technology, EPFL Lausanne. Patrik was a board member and a founder of Ineo. He is also the Chairman of Ophthalmopharma, where he out-licensed a portfolio of 4 products. Furthermore, Patrik is a board member of Kleinkraftwerk Birseck AG. Patrik's articles have been published in a number of scientific journals and business publications. Patrik is a reviewer for the Nature journals. Patrik also headed the Venture Valuation APAC office in Singapore.
This panel brings together biotech and medtech entrepreneurs to tell their stories of raising capital. You’ll hear their firsthand accounts of navigating the fundraising process and raising capital. Topics may include:

• What stumbling blocks had they hit?
• How had they solved the issues, and what had they learned about raising capital?
• How did they go about finding potential investors, and how did they determine which investors they should pursue?

• Matthew Davidson, Founding Partner, MGD Ventures

Dr. Davidson is a drug developer with an entrepreneurial mindset. He is the founder and former CEO of Verrica Pharmaceuticals (NASDAQ: VRCA), a drug company focused on medical dermatology. While CEO and Chairman of the Board at Verrica, he led the company from inception into pivotal Phase 3 clinical trials. He invented the core technology and helped raise over $100M in private and public financings. Recently, Dr. Davidson founded MGD Ventures, a Los Angeles based investment and advisory office focused on early-stage, clinically de-risked therapeutic assets. His academic research focused on immuno-oncology, autoimmunity, and cell therapy and was published in high-impact journals including The Lancet, Nature and Nature Medicine. Dr. Davidson graduated from UC Berkeley with a degree in Molecular and Cellular Biology and earned his PhD in Immunology from the Stanford University School of Medicine.

• Gini Deshpande, CEO, NuMedii

A molecular biologist by training, Gini has more than 16 years of experience turning cutting-edge scientific concepts into products that benefit patients. As CEO of NuMedii, Gini structured the company’s critical partnerships with some of the world’s largest pharmaceutical companies including Allergan, Astellas and Aptalis, and raised the initial rounds of financing. Before NuMedii, she helped companies identify optimal markets and whole-product solutions for their groundbreaking technologies, including Affymetrix and iPierian, and led innovation at Children’s Hospital Boston, where she focused on the creation of new devices for the tiniest of patients. Gini has helped commercialize early-stage technologies in research tools, diagnostics and therapeutics and has closed licensing deals worth several million. She received her MS from the University of Pune (India), her PhD in Biological Sciences from Purdue University, and did post-doctoral work at the Massachusetts General Hospital.

• Mark Allen, CEO, Elevian

Dr. Allen is Co-Founder and CEO of Elevian, a preclinical stage company developing therapeutics that target aging. Dr. Allen is a serial entrepreneur and executive, with experience leading organizations from inception to profitable growth to successful exit. Most recently, Dr. Allen was the Founder & CEO of Corticon, sold to Progress (NASDAQ: PRGS), a leading rules engine powering automated decision-making in healthcare, retail, government and financial services. A member of YPO since 2009, Dr. Allen has a BS in Applied Physics from Columbia University and an MD from UCLA.

• Prem Premsrirut, Founder & CEO, Mirimus

Dr. Premsrirut is an expert in the development and use of RNAi transgenic mice for fast and flexible validation and toxicity assessment of candidate genes targets in vivo. She pioneered a novel approach for the generation of “speedy” chimeric GEMMs based on rederivation of mouse embryonic stem cells (ESCs) from existing mouse strains with a predisposition to cancer. She has pioneered methods for implementing CRISPR/Cas9 genome editing for the rapid creation of animal models. Dr. Premsrirut was an MD/PhD fellow at SUNY Stony Brook School of Medicine and Cold Spring Harbor Laboratory. She received her Ph.D. in genetics and cancer biology following her training in the laboratory of Dr. Scott Lowe, and her M.D. from Stony Brook School of Medicine and Winthrop University Hospital. Dr. Premsrirut is also an alumni of the Goldman Sachs 10KSB entrepreneurship program that provides business education for company growth and acceleration.

• Thomas Lai, CEO, Taipeibio

Professor Lai has been engaged in biomedical material research over 30 years, and is the pioneer researcher in the field of Tissue Regeneration (Harvard Faculty of Medicine, 1990). Series of milestone articles and patents (over 45 countries) were published in major international journals and patent officials. Hold important research and technology development positions including International Journal Reviewer; Policy advisor and grant reviewer at Ministry of Health and Welfare / Ministry of Science and Technology / Ministry of Economic Affairs, Taiwan.
This interactive workshop, organized and led by McDermott Will & Emery, will provide wisdom to company founders, early stage CEOs and management on the latest trends in term sheets, with a focus on founder and management compensation and equity. The workshop will also cover common issues of concern to entrepreneurs (valuation/dilution, liquidation preference, board makeup, protective provisions, anti-dilution). Experts from the legal, investment and entrepreneurial community will discuss the interplay of financing milestones in the term sheet discussion.

**Mark Mihanovic, Partner, McDermott Will & Emery**

Mark Mihanovic, head of MWE’s California Corporate group and head of the Emerging Companies/Venture Capital group, focuses his practice primarily in the areas of corporate finance and mergers and acquisitions. He represents companies in a broad range of industries, with a particular emphasis on technology, life science and health care companies. Mark represents early-stage companies in connection with formation and organizational issues and venture capital and other preferred stock financings and has also represented investors in complex venture capital transactions involving equity and debt. Mark has lectured at various external and McDermott-sponsored programs on the topic of public offerings and on emerging company issues. He has also spoken on mergers and acquisitions and other corporate law-related topics in various client seminars and has served as guest lecturer for transaction-related courses at the University of Michigan Law School and Stanford Law School.

**Rich Smith, Partner, McDermott Will & Emery**

Richard B. Smith focuses his practice on representation of life sciences companies and related transactions. He has served as counsel to public, private and emerging life sciences companies, advising those companies on strategic business transactions such as licensing, joint ventures, and collaborations involving research, development, marketing, supply, clinical development and co-promotion of pharmaceutical, diagnostic and medical device products. Richard also advises companies on other corporate issues common to life sciences companies, including corporate formation of new ventures, venture capital, private equity, venture philanthropy and other forms of financing, mergers and acquisitions, as well as university and institutional licensing and intellectual property strategies.

**Brian Bunn, Partner, McDermott Will & Emery**

Brian M. Bunn maintains a general business practice and advises companies and investors in connection with general corporate law, mergers and acquisitions, and venture capital financing transactions. Brian has represented clients in a variety of merger and acquisition transactions involving US and international businesses in a wide range of industries, including life sciences, health care, medical devices, manufacturing, energy and technology. In the private equity and venture capital area, Brian has represented companies and investors in all stages of debt and equity financings. His international experience includes merger and acquisition transactions involving businesses in China, Germany and the United Kingdom.

**John Mayfield, Director of Corporate & Business Development, Voyager Therapeutics**

John Mayfield is a Director of Corporate and Business Development at Voyager Therapeutics, a company developing life-changing gene therapies from discovery, preclinical and clinical development, through to commercialization. Dr. Mayfield was previously an Associate Director of Corporate and Business Development at Foundation Medicine, a company specialized in genomic testing for cancer patients. Before this time he held roles as a scientist at Foundation Medicine and in the clinical laboratory at Illumina, along with postdoctoral research positions at Duke University Institute of Genome Sciences and Policy and Washington University School of Medicine. Dr. Mayfield earned his Ph.D. in Cellular/Molecular Biology from the University of Florida.
The SBIR/STTR programs at the NIH provide non-dilutive funding and other translational resources to small businesses for R&D in biomedical areas with strong commercial potential. The NIH SBIR/STTR budget has increased to more than $1 Billion in 2018, eligibility has been revised to include small businesses majority owned by VC operating companies and additional non-financial advisory services are now offered to small businesses to help them advance their product development programs. In this panel, startups can learn about funding opportunities and other resources from 4 of 27 NIH institutes and centers – National Cancer Institute (NCI), National Heart, Lung, and Blood Institute (NHLBI), National Institute Neurological Disorders and Stroke (NINDS), and National Institute on Aging (NIA). The panel will also discuss how the NIH SBIR/STTR programs work with investors and industry strategic partners to showcase innovative technologies and build pipelines and overcome development challenges in a non-dilutive manner.

• **Ashim Subedee**, Program Director, NCI

Ashim Subedee is a Program Director at the National Cancer Institute’s Small Business Innovation Research (SBIR) Development Center. Ashim manages SBIR & STTR grants and contracts with a focus on cancer therapeutics, prevention and med-tech including devices, diagnostics and digital health. He provides oversight throughout the award period and mentors small business applicants and awardees in developing their technology goals and commercialization strategy. Additionally, he plays an active role in several center initiatives, including investor initiatives, translational resources and other workshops, and targeted funding opportunities. Prior to joining the SBIR Development Center, Ashim was a Presidential Management Fellow at the NIH and did rotations at multiple offices within the NIH and the FDA Center for Drug Evaluation and Research (CDER). Ashim received his PhD in Biological Development Center. Ashim Subedee is a Presidential Management Fellow at the NIH and did rotations at multiple offices within the NIH and the FDA Center for Drug Evaluation and Research (CDER). Ashim received his PhD in Biological Sciences from Harvard University where his dissertation work was focused on molecular mechanisms of triple negative breast cancer.

• **Amir Tamiz**, Director of Division of Translational Research, NINDS

Dr. Amir Tamiz is the Director of the Division of Translational Research (DTR) at National Institute of Neurological Disorders and Stroke (NINDS). The mission of DTR is to accelerate application of basic research findings to patient use for neurological disorders and stroke by providing funding, expertise, and resources to the research community. Dr. Tamiz and his team advance this mission – thru several flagship programs spanning therapeutics and device development, model development and screening, and biomarker discovery and validation. His team is also responsible for administration of Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. Prior to joining NIH in 2012, Dr. Tamiz had held scientific and management positions at Corvus International, CovX, and Alba Therapeutics. Dr. Tamiz received his Ph.D. at University of Oregon and conducted postdoctoral research at the Department of Neuroscience at Georgetown University Medical Center.

• **Ethel Rubin**, Entrepreneur-In-Residence, Advisor to the Office of the Director, NIH

Ethel Rubin is an Entrepreneur-in-Residence and senior advisor at the Office of the Director of the NIH. Dr. Rubin has led new initiatives in both global, public companies and early stage private companies that led to significant value creation. She has held corporate leadership roles in global clinical strategy and medical affairs at Medtronic, was CSO of two startup companies, is President of Innovative BioStrategies, LLC, and a venture partner at FundRx. Dr. Rubin holds a PhD in Biochemistry and Biophysics from the University of Rochester School of Medicine & Dentistry and obtained a certificate in Board of Directors governance from The George Washington University School of Business in Women in Bio’s Boardroom Ready program. She was a postdoctoral fellow in Molecular Oncology at The Sidney Kimmel Comprehensive Cancer Center at Johns Hopkins and has sat on both business, clinical advisory and nonprofit Boards.

• **Maureen Thomas**, Small Business Outreach Coordinator, NIA/NIH

Small Business Outreach Coordinator for Translational Research in the Division of Extramural Activities at the National Institute on Aging (DEA/NIA), at the National Institutes of Health (NIH). In this role, Ms. Cusick Thomas collaborates with the DEAs Translational Working Group on the advancement of NIA’s T1 and T2 translational research priorities through outreach and interactions with the national SBIR/STTR community while seeking new outreach opportunities for NIA to identify key audiences, messages, and channels for information related to NIA small business programs in an effort to accelerate the level and quality of engagement. Ms. Cusick Thomas received her M.P.M. from the School of Public Policy at the University of Maryland, College Park. She received her B.A. from Notre Dame of Maryland University with a major in Economics. Ms. Thomas has worked in a variety of roles specializing in public/private sector partnerships at the federal, state and regional levels within the small business community over the past 15 years.
Tech hubs and their constituents based in the West Coast will gather together at RESI to get on the radar screens of potential global investors and strategic partners. As part of the Gathering, the West Coast Innovators’ Pitch Challenge invited all eligible tech hub members to apply for an opportunity to pitch to a panel of early stage investors. The 8 finalists were selected by LSN’s Expert System and scientific review team to present their technology through a 5-minute pitch. Investors will provide feedback and questions to the pitching CEOs. This session is moderated by Greg Mannix, VP of International Business Development, Life Science Nation.

• **Lindy Fishburne**, Executive Director, Breakout Labs/Thiel Foundation

Lindy Fishburne is the Executive Director of Breakout Labs and serves as the Senior Vice President for Investments at the Thiel Foundation based in San Francisco. She leads the organization’s strategic development and program design. She joined the foundation in 2007 after a career in management consulting, advising Fortune 500 companies on profitable growth strategies. She also brings years of experience in non-profit development and feasibility planning. Lindy has a deep understanding of what it takes to make it through the early days in business, having managed two start-up companies through rapid growth and eventual sale. She hopes that Breakout Labs’ novel revolving fund model will accelerate innovation and redefine how early stage start ups are funded. She has an AB from Duke University and MBA from University of Texas at Austin.

• **Melissa Krauth**, Managing Partner, ES Ventures

Melissa Krauth brings over 20 years of biopharmaceutical experience to 2M. Most recently, she spent eight years as a senior executive with Reata Pharmaceuticals with responsibility for company and product-level strategies and operations. During her tenure, the company grew from seven to 200 employees, and from nominal to a multi billion dollar value. Previously, Melissa spent over ten years as a strategy consultant to executives at top pharmaceutical and biotech companies, first with Accenture and then with her own firm. She helped solve a variety of business problems across all company functions but was particularly drawn to the drug development and early commercialization phases where significant value is created. Melissa is an honors graduate from Rice University with a degree in Biochemistry. She received her MBA in Health Care Management and Strategic Management from the Wharton School of the University of Pennsylvania.

• **Mike Edelhart**, Managing Partner, Joyance Partners

Mike Edelhart is the Managing Partner for Social Starts and Joyance Partners. A pioneering media and startup executive, Mike was the original Executive Editor of PC Magazine and founding editor of other Ziff-Davis computer magazines, as well as the ZD Labs, and later was Executive Vice President. Mike has been CEO at many startups, including Olive Software, Irman News and Zinio. Mike was a partner at Redleaf, a VC fund. At SoftBank, Mike directed content for the Seybold, Interop and Comdex conferences and launched new businesses. Mike has also consulted to Bloomberg, Reuters and AARP, and has authored more than 20 books.

• **Orrin Aillon-Charas, MD**, Managing Partner, Hermes Life Science Venture Fund

Dr. Orrin Aillon-Charas is an honors graduate of the University of Pennsylvania, earned his MD at the NYU School of Medicine, and earned his MBA from Columbia University. He completed his residency as a specialist in anesthesia at the Mount Sinai Hospital in New York City. He is a Board Certified Anesthesiologist and served from 2003-2016 as the CFO of a large private anesthesia practice in San Francisco. He also has held several consulting positions with digital health and biopharma companies, including with Pacira, HealthTap, and AngelMD. Most recently, he joined RedCrow as Managing Director. RedCrow is a direct investment platform focusing on crowd-sourced healthcare innovation. Dr. Aillon-Charas is a Co-Founder and Managing Partner of Hermes Life Science Ventures.

• **Ravi Mistry**, Member, TiE Angels

Ravi Mistry is a leader, entrepreneur, angel investor, educator and mentor. His professional career has spanned the life sciences, technology, non-profits, and academics as Founder, Board Chairman/Director, President, Vice President, Sr. Director, Manager, and Adjunct Professor. He brings experience covering all areas of business operations. He has managed closing of Seed, Series A/B funding totaling over $35M. Ravi served as VP/BizDev at MedTree, a life sciences start-up, and as Executive Director of Indian Institute of Technology Gandhinagar Foundation to raise-endowment funds. Previously, Ravi was member of founding team of Virident Systems, a technology startup acquired by HGST/Western Digital. Ravi has held management positions in the life sciences companies DiscoveRx (acquired by Eurobond) and Biolmage (acquired by Roche). He is Gold Medalist from Gujarat University, India, with a bachelor’s degree in Engineering. He received his Master’s in Engineering from Stanford, and an MBA in Finance from CSUEB.
ARIZ Precision Medicine is developing potentially curative drugs that selectively deliver fatal genetic messages to cancer cells at the right place, the right time and at the right dose - specifically targeting the gene and protein responsible for cancer initiation while at the same time sparing healthy cells. We combine biological (RNA-based) payloads that target and modify epigenetic drivers of cancer (PRDM family of genes/proteins) with targeted drug delivery systems that recognize cell surface ligands unique to cancer cells. This innovative combination stops the disease initiator, while at same time has lower risk of side effects.

Each year, 1.7 million Americans are diagnosed with cancer. 650,000 are treated with chemotherapy, and over 400,000 require a vascular access port (VAP) through which chemotherapy is administered. Oncodisc is developing a Digital Health chemoport, embedded with vital sign monitoring sensors and Bluetooth communication to continuously monitor cancer patients and proactively alert their physicians to conditions which may require further care. Our 510(k) device, entering a market with established reimbursement, will employ Artificial Intelligence to analyze patient data and provide tools to predictively identify patients at risk of complications and acute illness. The Oncodisc database will enable better informed cancer care and be a valuable resource for cancer researchers, governments, and pharmaceutical drug developers.

For healthcare organizations who want to improve practice consistency and outcomes at scale, Elemeno Health is a cloud-based solution that transforms high-priority client practices into concise, actionable support delivered just-in-time, at the point of need. Interactive decision guides, smart checklists, and how-to video are immediately accessible 24/7 on both mobile and desktop, with adoption accelerated through gamification. Unlike traditional healthcare IT systems, Elemeno is designed to enable frontline users, creates a feedback loop between leadership and staff, requires NO IT involvement, and promotes content sharing across the care continuum and industry.

DTx Pharma is an RNA medicines platform company leveraging lipids as targeting ligands to enable the development of oligonucleotide therapeutics for indications outside of the liver.

The SUTUREGARD™ device is a patented (Patent No. 10,064,616) Class I medical device used to close excisional surgical wounds. Using the device with traditional nonabsorbable sutures enables surgeons to bring together the edges of the skin layer of gaping, excisional wounds that would otherwise require complex and costly closure by skin grafts, skin flaps, or second intent healing. Second intent healing is when a wound is left to naturally heal over time, which can take 2-3 months. The SUTUREGARD™ device will offer significant cost savings to payors and patients and increase patient safety when closing wounds in which the skin edges cannot be easily approximated.

DelNova will create patient satisfaction by addressing the distressing side-effects which may result from a neurotoxin treatment (e.g. Botox™). Transient side-effects may last weeks to months with no remedy. DelNova, Inc., is an angel funded (Series A), therapeutics company focused on solving unmet medical needs using known drugs in combination with drug delivery technologies. The first product candidate, ReViVox™ is a repurposed drug, embodied into a novel formulation. DelNova is pursuing applications in both cosmetic as well as medical uses. A rescue product, is likely to grow the $4 billion neurotoxin market by reducing patient stress and anxiety.

Accelerating clinical trials speeds up medicine. MedVector is a turnkey solution using telemedicine to increase clinical trial participation, generate revenue for hospitals, reduce costs to clinical trial sponsors, and bring life-saving, advanced medicine to market more quickly.

Atropos' mission is to treat aging-related diseases including cancer and improve healthspan with approved novel senescence-targeting drugs. Atropos creates senescence-modulating therapeutics that may be used to treat aging-related diseases (with “senosuppressors”) and cancers (with “senostimulators”). We begin with our proprietary discovery platform to identify compounds that critically regulate the rate at which senescent cells form, which is differentiated from other “senolytic” approaches to kill the cells. Our pipeline includes potential solutions for inherited genetic aging, acquired senescence, and other aging syndromes that involve heightened senescence and cancers that may be resistant to cytostatic drugs because they suppress the senescence pathway. We are a discovery-stage/pre-lead startup.
This panel focuses on investments in innovative diagnostics, ranging from IVD, genomics, precision medicine, and more. Topics may include:

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

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

• **Nola Masterson, Managing Director, Science Futures**
  Nola Masterson is a lead investor in Porfolia FemTech Fund. The fund invests in women’s healthcare issues which utilize tech. She is the co-founder of Sequenom, Inc. She has a background in sales and marketing from Ames Company (Bayer) and Millipore. She was the first biotech analyst in biotechnology at Drexel and Merrill Lynch. She has worked with venture capital firms such as KPCB and Oak Investments. She has raised her own VC fund in the late 90’s. She was a venture partner with TechnoVenture Management and opened their San Francisco office. She is the co-chair of the Woman Corporate Director San Francisco Chapter and sits on the board of several startup companies and is on the public board of Zivo BioSciences Inc.

• **Akhil Saklecha, Partner, Cleveland Clinic Ventures**
  Akhil joined Cleveland Clinic Ventures as a Partner leading Life Science investments in 2018. Prior to joining CCV, Akhil was a Partner at Artiman Ventures, where he led investments in early-stage start-up companies with an interest towards medical technology. He served on the boards of Cellmax Life, Oncostem Diagnostics, ApplyBoard, DMS Networks, HomeUnion, and Slive, where he also served as CEO. Prior to Artiman, Akhil served in administrative roles at Aultman Hospital in Canton, Ohio, including Chairman of the Emergency Department. Akhil is Board-certified in Emergency Medicine and continues to practice medicine on a part-time basis where he remains connected to clinical care, patients, and physicians. Akhil graduated from the combined accelerated B.S./M.D. program at Northeast Ohio Medical University and holds a M.B.A. from the University of Tennessee at Knoxville.

• **Andy Cosgrove, VP, Head of Strategic Alliances & Channel Partners, Wuxi NextCODE**
  Andy has a diverse 18 years of health care commercialization experience in Life Science, Clinician Engagement &Education, and Genomics. Andy's current role a WuXi NextCODE is focused on driving the sourcing, design, negotiation and management of alliances with channel, technology and other partners.

• **Joshua Phillips, Managing Partner, Catalyst Health Ventures**
  Joshua Phillips is a Managing Partner of Catalyst Health Ventures. Josh led Catalyst’s investments in Novazyme Pharmaceuticals, Inc. (acquired by Genzyme Corp), BioTrove, Inc. (acquired by Life Technologies Corp), Biocius Life Sciences, Inc. (acquired by Agilent Technologies, Inc), Vortex Medical, Inc. (acquired by Angiodynamics), Allegro Diagnostics, Inc. (acquired by Veracyte), Pavilion Medical Innovations, Sera Prognostics and Cruzar Medical. He is a Director of SevenOaks Medical, Pavilion Medical Innovations, Sera Prognostics, Cruzar Medical, Saphena Medical and Kaleidoscope. Prior to joining Catalyst, Josh was a Manager at the Lucas Group, a boutique strategy-consulting firm, where he led engagements advising healthcare, life science, and technology-based companies. Josh received a B.E. in Electrical Engineering and Mathematics from Vanderbilt University and an M.B.A. from the Harvard Business School.

• **Richard Gordon, Director, Inova Strategic Investments**
  Rick Gordon is an expert on technology investing, business strategy and early-stage venture development. He is a leader with more than 25 years’ experience in providing organizations with strategic growth. Rick is a Director at Inova Health System’s Personalized Health Accelerator, the health system’s seed investment organization. Rick formerly served as founding Managing Partner of MACH37, a cybersecurity market centric accelerator supported by a community of industry leaders. MACH37 invests in entrepreneurs and helps them develop into thriving cybersecurity companies. Rick was previously CEO of Tovaris, a specialized encryption software development company, and was also a technology investment banker at Bear, Stearns & Co. Rick served as a submarine officer in the U.S. Navy. He received his MBA from The Darden School at the University of Virginia and his BS in Engineering with Merit from the U.S. Naval Academy.
LSN Seeking Asian Players to Learn about the "RESI Alliance Partner Program"

LSN is holding a workshop for our Asian partners who want to support the growth of RESI to Asia and become part of LSN’s “Asian Alliance Partner Program”. We seek Asian fundraising CEOs and scientists-entrepreneurs and early-stage Investors and channel partners who want to not only participate in the event but help make it a success. Asian exhibitors and sponsors are especially welcome to this workshop to secure an early partnership position with LSN. RESI Asia will be an annual event and LSN is currently looking for a home for the event and we are open to creating compelling partnerships with Asian life science players who want to be an integral part of the LSN early stage global ecosystem.

- Update on RESI Asia Plan for November
- New “Asian Alliance Partner Program” for partners who want to be involved in RESI Asia
- Incubators, accelerators, universities/hospital labs - tech hub entities welcome to discuss opportunities to feature their constituents
- LSN would like to facilitate a strategic alliance with tech hubs from Shanghai ZhangJiang High tech Park, Beijing Zhongguancun (ZGC) Life Science Park, Taizhou China Medical City (CMC), Suzhou BioBay, Wuhan National Bio industry park (BIOlake), Shenzhen Hi-Tech Industrial Park (SHIP), Guangzhou International Bio-Tech Island, and any others who wish to be involved in RESI Asia
- LSN is seeking top investors and channel partners in the Asian arena to be an integral part of the RESI Asia event
- Alliance partners can have early access to attendee signups, partnering, special discounts, panel and workshop slots and much more

- Dennis Ford, Founder & CEO, Creator of RESI Conference Series, 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 finding, vetting and launching a myriad of technology-based companies. Over the last decade, he has worked extensively with global alternative investors and is deeply interested in getting funding for high-growth early-stage technologies. He is a big proponent of using profiling and matching technology to find that all-important business fit in the marketing and selling process. In today’s context, Dennis can connect early stage life science companies with 10 categories of global partners thus making the finding of capital and distribution channels very efficient. Dennis created the Redefining Early Stage Investments conference series to facilitate an interactive ongoing dialog between buyers and sellers in the life science arena. Before LSN, Dennis was the President and CEO of a company that improved 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 Life Science Executive’s Fundraising Manifesto, two well-received sales and marketing books.

- Jessica Yang, Senior Investor Research Analyst & Asia BD, Life Science Nation

At LSN, Jessica Yang is responsible for curating the LSN Investor Platform and manages relationships with a wide network of investors and Asia strategic partners across the globe, including those in China, Taiwan, and Hong Kong. As Asia BD, Jessica leads LSN’s business development efforts in Taiwan and recently led collaboration efforts with Ministry of Science and Technology of Taiwan in bringing a large delegation of Taiwanese start-ups to RESI, as well as holding a luncheon pitch event at RESI during JPM. Jessica also organized a three-day fundraising workshop in Taiwan to help over 90 fundraising companies. Prior to joining LSN, Jessica has worked in GENEWIZ in New Jersey and Roche Diagnostics in Taiwan with product marketing projects, where she became passionate about becoming more involved in the life sciences industry. Jessica received a Master of Science Degree from New York University in Biotechnology and Entrepreneurship and a Bachelor of Science Degree from Chang Gung University in Medical Biotechnology.
Fueling Your Mission

McDermott Will & Emery’s Life Sciences Entrepreneurs Acceleration Program (LEAP) helps emerging companies avoid costly mistakes and chart their course for success. We provide strategic legal advice at crucial foundational stages of a company’s lifecycle using a variety of flexible and deferred fee arrangements.

Learn more at www.mwe.com/leap/ or visit our table in the exhibition area!
You need commitment, focus and passion to find new ways to fight the diseases of this world: innovation is at the heart of it.

Innovations for better health. Our commitment is to bring patients around the world quality medicines for use in diagnosing, combatting and preventing disease. Every day we work against time, researching new pathways, new molecules, new technologies – complementing our own capabilities with expertise from innovative partners.

www.colaborator.bayer.com
RESI provides a partnering forum for all stakeholders in the early stage life science world to reach out to others and build the relationships that will carry new technologies towards commercialization.
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Because Patients Can’t Wait
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.

McDermott Will & Emery

For life scientists seeking to clear their path to success, McDermott Will & Emery is an industry-leading law firm offering mission-first business solutions that are equally informed by market intelligence and proven experience. We harness the power of collaboration to bring the right combination of people, skills and knowledge to bear at the right time. Composed of top lawyers with demonstrated strength across intellectual property, transactional and litigation law and FDA regulatory, we’re a purpose-built team of thought leaders united by a passion for our work. For decades, we have embraced the value of focused knowledge, harnessing both the particular skills of individuals and the collective experience of our team. This makes us uniquely qualified to help you move business initiatives across the finish line when it matters and anticipate what’s next. McDermott Will & Emery is a leading international firm with a diversified business practice. Currently numbering more than 1,100 lawyers, we have 20 offices worldwide and a strategic alliance with MWE China Law Offices in Shanghai.

Taiwan’s government has designated biomedicine as one of the major innovative industries for priority development. Biomedical Development Board of Taiwan (BioMed TW) is commissioned to facilitate Taiwan to be an Asian-Pacific hub for biomedical research and development. The four focus areas include building a comprehensive ecosystem, integrating innovation clusters, connecting global market resources, and pursuing the industry of the future. The partner organization, BioMed Commercialization Center (BMCC), provides services for start-up companies including financial support, investment promotion, stock listing, personnel training and recruitment, R&D collaboration, technology transfer, commercialization, marketing, promotion activities, strategic alliances, and others.

The BioMed Commercialization Center is dedicated to translating high-quality academia research into products of great clinical value. Our Medtech and Pharma Tech teams provide companies one-stop support to accelerate through hurdles in commercialization and maximize global value. We provide startup support in value-adding (technology/IP/clinical), prototyping and commercialization. We are setup as a trusted partner for academic and industry clients’ entry into Taiwan’s fast-growing medtech and pharmaceutical sectors.

Created in 1979 by 31 members of Advamed, Medmarc’s purpose is to be the superior provider of liability insurance and related risk management solutions. We support the development, testing and delivery of medical products that save lives and improve the quality of life. We provide a single source of global innovative healthcare liability insurance solutions to the life sciences companies we serve. From ideas and prototypes to the reality of commercialization and success – We can Meet Your Changing Needs.

Boston Innovation Capital (BIC) is an advisory firm that was spun out of Life Science Nation (LSN) in 2014 to address an unmet need among early stage scientist-entrepreneurs for tactical, hands-on assistance in packaging management teams and technologies, and executing fundraising campaigns. Traditionally, there are two alternative paths that can be used to address early-stage fundraising needs for life science companies; hire an internal business development executive at a cost of $150K-$250K annually, or find a small-tier investment bank that would be willing to undertake their financing. Boston Innovation Capital was created as a new, more effective and flexible solution to provide this global outreach service, and help new life science technologies take the next step towards the market by augmenting management teams’ outbound campaign initiatives.

Bayer is a global enterprise with core competencies in the life science fields of health care and agriculture. Its products and services are designed to benefit people and improve their quality of life. At the same time, the Group aims to create value through innovation, growth and high earning power. Bayer is committed to the principles of sustainable development and to its social and ethical responsibilities as a corporate citizen. For more information, go to www.bayer.us.
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**BioMed Commercialization Center**

- **Med Tech**
  The BioMed Commercialization Center-Med Tech functions in three ways: 1) start-up value adding services; 2) prototyping service; and 3) commercialization accelerating services. We are dedicated to translating high-quality academia research into products of great clinical value. The one-stop support has also been provided to accelerate commercialization and maximize global value.

- **Pharma Tech**
  The BioMed Commercialization Center-Pharma Tech provides a range of services to optimize drug commercialization processes for academic and industry clients, both in Taiwan and abroad. These services include: technology evaluation and selection, intellectual property management and patent consultation, start-up and incubation, international collaboration and knowledge sharing, technology commercialization, and personnel training.

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LIFE SCIENCE NATION AND STETSON FAMILY OFFICE JOIN FORCES
Launch Collaboration to Provide Early Stage Funding for International Healthcare Startups

The joint initiative between Life Science Nation (LSN) and Stetson Family Office (SFO) will:
- Assist international life science startups in raising seed capital, series A and B funding rounds, and offer a Boston-based immersion fundraising and partnering program.
- Prepare and integrate these startups into LSN’s global partnering ecosystem, including the Redefining Early Stage Investments (RESI) Conference Series in Boston, San Francisco, Europe and Asia and access to LSN’s partner network.
- Use family office philanthropic and impact investment strategies, along with angel investors’ expertise, in seed rounds to move compelling technology out of the labs and onto the commercial development path. It will focus specifically on years 0 to 3, commonly referred to as “The Valley of Death”.
- Advance women as investors and as entrepreneurs in the life sciences.
- Direct preliminary interest in products that impact healthy brain, diabetes, obesity and heart disease, although all products are welcome.

As a kickoff to the strategic alliance, the Stetson Family Office will be the Title Sponsor of the 2019 Redefining Early Stage Investments conference series. The LSN and SFO collaboration will take the best of the high-growth international start-up life science companies, with which LSN is working, and provide them access to the global angel and family office network of Global Family Office BioForum (GFOB), established by the Stetson Family Office. GFOB is the preeminent alliance of international family offices. Currently in 18 cities in the U.S., Europe and Asia, it is dedicated to speeding up the early-state life science product development journey in years 0-3, working in cooperation with the Angel Capital Association with 13,000 members in 260 organizations.

About Life Science Nation
LSN is a leading global partnering ecosystem that allows early stage international companies, with compelling technology assets, to get plugged into LSN’s global early stage investor and channel partner network, with minimal cost and a big ROI. Essentially, LSN is a matching platform for early-stage buyers and sellers across the domains of drugs, devices, diagnostics and digital health. www.lifesciencenation.com

About Stetson Family Office
SFO, established in 1919, has focused, among other things, on rebuilding the private equity healthcare eco-system globally and is working with a number of cities and states around the globe in addressing the Valley of Death for life science companies – year 0 when a company is formed to year 3 or later when typically institutional for-profit capital becomes available.
www.stetsonfamilyoffice.com

For more details:
To connect with LSN, contact Nono Hu at m.hu@lifesciencenation.com
To connect with SFO, contact Maria Makela at maria@stetsonfamilyoffice.com
Life Science Nation accelerates fundraising with its matching platform to create relationships between early stage scientist entrepreneurs and emerging life science investors.

Innovations for Life Science: Accelerating Funding, Networking & Innovation

**Life Science Nation**

- **Investor Platform**
  - 5,000 early stage life science investors across 10 categories

- **Company Platform**
  - 52,000 emerging biotech, medtech, diagnostic and healthcare IT companies

- **Focus on Cures Accelerator**
  - MKT 466 Funding and Partnering Immersion Course
  - Branding & Messaging
  - Fundraising Workshops
  - Sourcing & Ranking Service

**LSN Holdings**

**GLOBAL LIFE SCIENCE PARTNERING PLATFORM**

**Boston Innovation Capital**

**Fundraising Advisory Firm**

- Providing tactical assistance in executing fundraising campaigns in the biotech and medtech arenas

**Global Network of Investors**

- Securing meetings and fostering relationships with qualified investors that are a fit

**Integrated with LSN & RESI**

- Making your fundraising more efficient and effective based on technology and relationships

Annual Conferences:

- **San Francisco, January**
- **Vienna, Austria, March**
- **Philadelphia, June**
- **Boston, September**
- **Asia, November**

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LifeScienceNation.com | RESIconference.com | BostonInnovationCapital.com