



**RESI** REDEFINING  
EARLY STAGE  
INVESTMENTS

**JPM 2024**

**JANUARY 9 | SAN FRANCISCO, CA**  
**JANUARY 10-11 | VIRTUAL PARTNERING**



**PRESENTED BY**



**ONSITE GUIDE**

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

**TITLE SPONSORS**



Alabama, Florida, Georgia, North Carolina,  
South Carolina, Tennessee, Virginia



[RESIConference.com](https://RESIConference.com) | **Marines' Memorial Club & Hotel**

**#RESIJPM #RESIJPM2024**

# CONTENT

# RESI JPM 2024

JANUARY 9 | SAN FRANCISCO, CA  
JANUARY 10-11 | VIRTUAL PARTING

- Welcome to RESI ----- 1
- Floor Plan ----- 2
- Global Family Office BioForum ----- 9
- RESI Agenda ----- 10
- Sponsors & Exhibitors ----- 12
- Media Partners ----- 19
- Partnering Forum ----- 23
- Investor Panels ----- 26
- Innovator’s Pitch Challenge ----- 35
- Entrepreneur’s Workshops ----- 48

# WELCOME TO RESI



Welcome to Redefining Early Stage Investments (RESI) JPM at the Marine's Memorial Club & Hotel. Life Science Nation (LSN) welcomes the community of global early-stage capital investors, licensing strategic partners, and life science entrepreneurs.


The schedule at RESI JPM on Tuesday, January 9, is packed with opportunities for attendees. Each hour will feature investor panels, two Innovator's Pitch Challenge (IPC) tracks, and workshops. The IPC will feature early-stage finalists who will pitch directly to a live audience and panel of relevant investor judges. Remember that RESI attendees can 'invest' their RESI Cash, tucked into your notebook at registration, in their favorite pitch companies – make sure to stop by and learn more about each company through their poster displays in the Commandant's Room on the 10th floor and the Crystal Ballroom on the 11th Floor.

Attendees can also learn more about the tech hubs and service providers that add collaborative and mission-driven energy to the RESI community. Connect with these organizations to learn how they support early-stage companies to succeed in fundraising and beyond. Learn from these players in educational and exhibit formats and use the dynamic networking receptions to discover new and exciting ways RESI can connect you with strategic partnerships.

RESI JPM will feature the Global Family Office BioForum for sourcing assets and identifying syndication partners, bridging the gap between family offices and investment opportunities within the life sciences sector. The Global Family Office BioForum will feature an open-to-the-public Family Office Panel as part of the RESI program and an invitation-only luncheon discussing early-stage investment topics, including sourcing technology assets, identifying syndicate opportunities, and finding the right investment funds. LSN is honored to have Michael Langer of T.rx Capital, a family office, as the keynote speaker at our luncheon, a panelist on our Family Office panel, and an attendee at RESI.

LSN would like to thank our RESI Title Sponsors, Biocat, Biotech Gate, California Life Sciences, and SE LifeSci Investor Coalition. Thank you to our Gold Sponsors, Banc of California, Big4Bio, Cambridge Scientific, Husch Blackwell, Medmarc, and Ontario Brain Institute. And thank you to our Silver Sponsors, CDD Vault, Corval, and The Ganesha Lab. We look forward to facilitating meaningful connections between these powerful players and the innovators at RESI.

Most importantly, RESI is designed to connect early-stage companies with capital, licensing, and channel partners that are a fit for their product and stage of development; this is done primarily through partnering. RESI partnering is a global platform that helps buyers and sellers connect on many criteria for booking well-fitting meetings. We'd like to invite you to explore the possibilities available through RESI partnering and to make the most of your time at RESI. Partnering occurs in person on Tuesday, January 9, and continues virtually through Thursday, January 11.




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



# MARINES' MEMORIAL CLUB & HOTEL

## QUICK GUIDE TO EACH FLOOR

2ND FLOOR	
7 AM	Registration
10TH FLOOR	
8 AM - 5 PM	Partnering Forum: Table #1-20
	Innovator's Pitch Posters: Easel #1-28
9 AM - 5 PM	Innovator's Pitch Challenge - Track 1
	Innovator's Pitch Challenge - Track 2
	Entrepreneurs Workshops
11TH FLOOR	
8 AM - 5 PM	Partnering Forum: Table #21-40
	Exhibition
9 AM - 5 PM	Innovator's Pitch Posters: Easel #29-56
	Investor Panels
12TH FLOOR	
8 AM - 3 PM	Partnering Forum: Table #41-59
12 PM - 1 PM	Global Family Office BioForum Luncheon

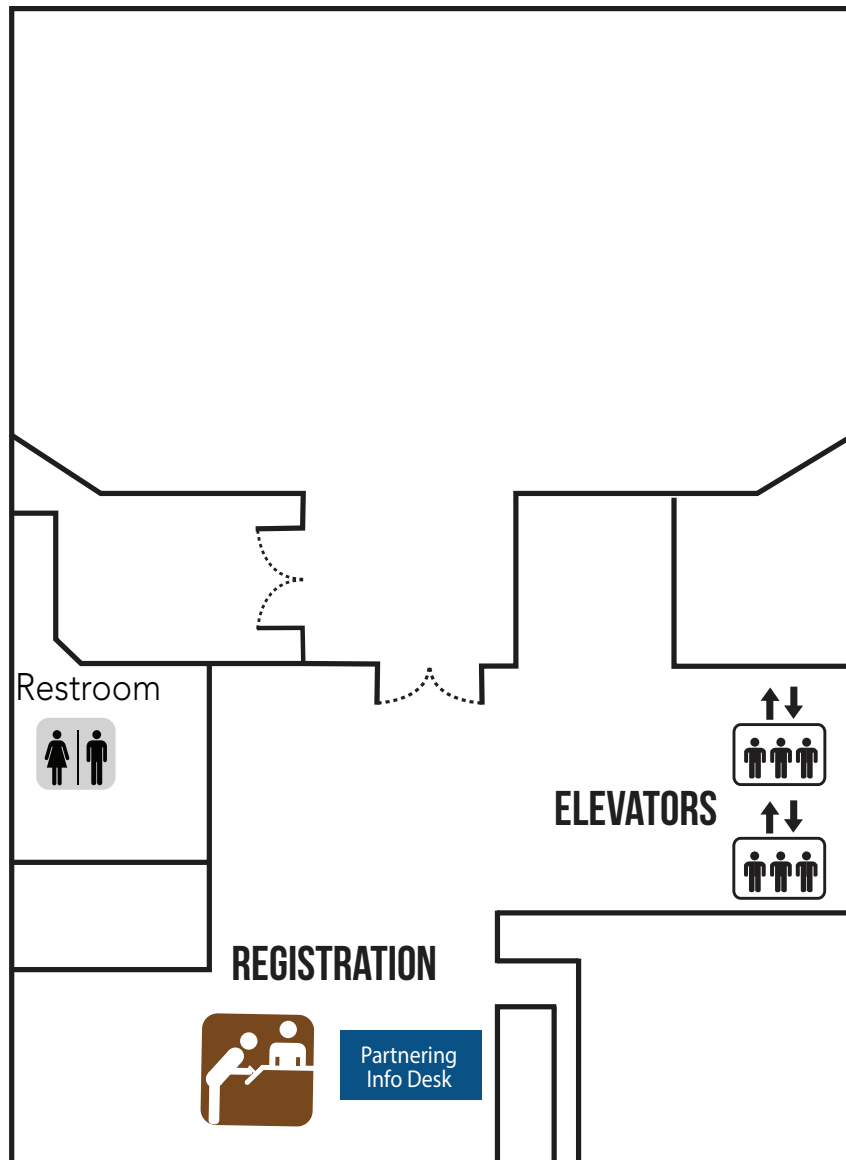
 7 AM - 8 AM Breakfast Buffet	10TH, 11TH
 12 PM - 1 PM Lunch	10TH, 11TH
 5 PM - 7 PM Cocktail Reception	11TH FLOOR - CRYSTAL LOUNGE



**SSID:** MMC BALLROOM  
**PW:** LIVINGMEMORIAL1946

## 2ND FLOOR:

Registration (Start at 7 AM)





- COMMANDANT'S ROOM -

# 10TH FLOOR:

Breakfast Buffet (7AM - 8 AM)

Partnering Forum: #1-20 (8AM - 5PM)

Innovator's Pitch Challenge

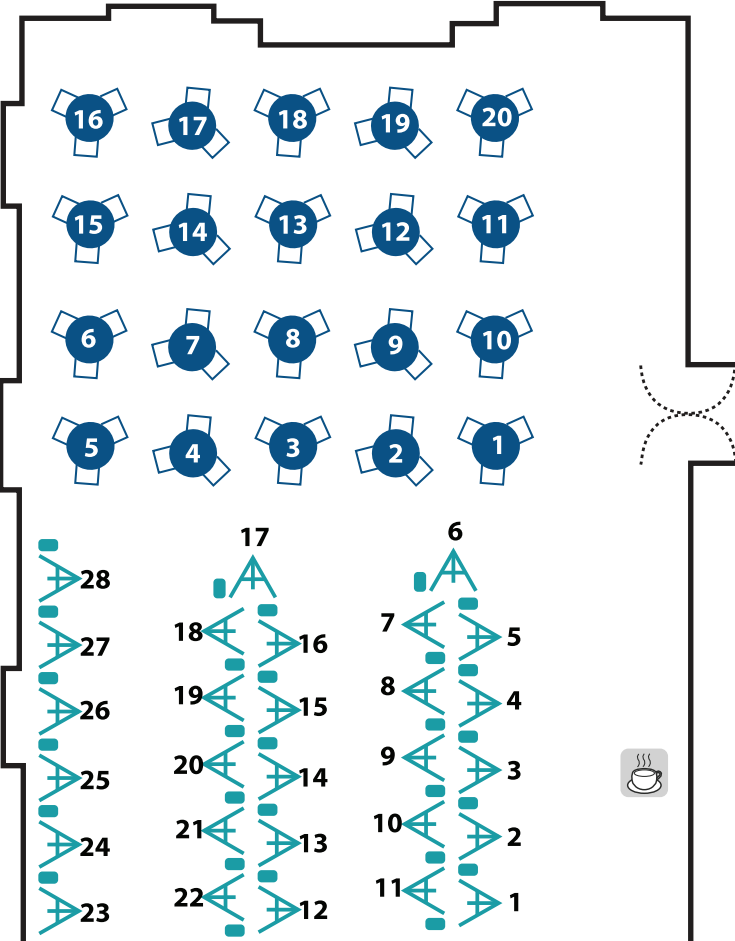
- Track 1 (9AM - 5PM)

Innovator's Pitch Challenge

- Track 2 (9AM - 5PM)

Lunch (12PM - 1PM)

Entrepreneurs Workshops (9AM - 5PM)



## **A** INNOVATOR'S PITCH CHALLENGE POSTER

- |                        |                           |
|------------------------|---------------------------|
| 1. Fovero Therapeutics | 9. Medicsen               |
| 2. Vast Biosciences    | 10. Gelomics              |
| 3. Convergence Medical | 11. UltraThera            |
| 4. PEP Health          | 12. Ternalys Therapeutics |
| 5. Infensa Bioscience  | 13. Basepair              |
| 6. Seipel Group        | 14. Cerulean Scientific   |
| 7. CoolSpine           | 15. Remmie, Inc           |
| 8. Syngular Tech       | 16. Snoretex Pty Ltd      |
|                        | 17. Amplified Sciences    |
|                        | 18. Molecular You         |
|                        | 19. CARI Health           |
|                        | 20. Perceptron Health     |
|                        | 21. Motivity Systems      |
|                        | 22. Trace Biosciences     |
|                        | 23. Cosm Medical          |
|                        | 24. GreenMark Biomedical  |
|                        | 25. VCCT Inc.             |
|                        | 26. SONIRE Therapeutics   |
|                        | 27. Smartlens Inc.        |
|                        | 28. KORTUC                |

**Entrepreneurs Workshops**

Partnering Info Desk

**- HERITAGE ROOM -**

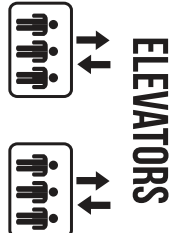
**Innovator's Pitch Challenge (Track 2)**

**Breakfast Buffet**

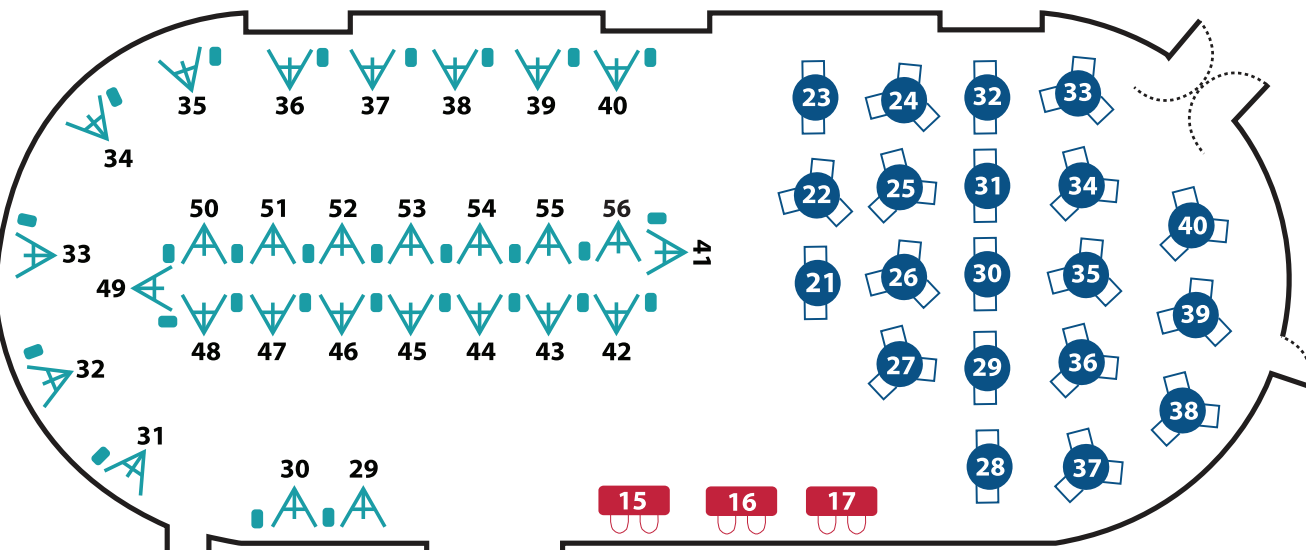
**Lunch**

**- ROSENBERG ROOM -**

**Innovator's Pitch Challenge (Track 1)**



- CRYSTAL BALLROOM -



**11TH FLOOR:**

Breakfast Buffet (7AM - 8 AM)

Partnering Forum: #21-40 (8AM - 5PM)

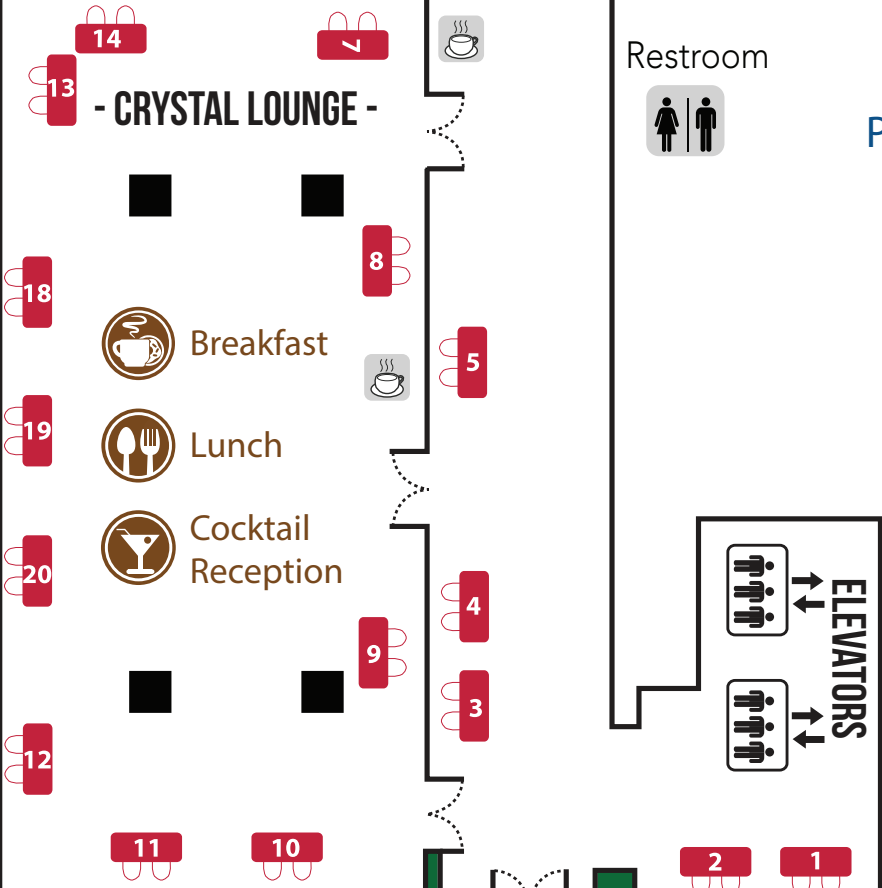
Investor Panels (9AM - 5PM)

Lunch (12PM - 1PM)

Cocktail Reception (5PM - 7PM)

**A INNOVATOR'S PITCH CHALLENGE POSTER**

- CRYSTAL LOUNGE -



Restroom

ELEVATORS

Investor Panels

- LIBRARY -

- |                            |                             |
|----------------------------|-----------------------------|
| 29. Alphyn Biologics       | 43. Lazzaro Medical         |
| 30. Levicure               | 44. ImmunoKite Therapeutics |
| 31. Owl Therapeutics       | 45. Gene Bio Medical        |
| 32. Cardathea, Inc.        | 46. Delee                   |
| 33. Aurenar                | 47. Biomark Oncology        |
| 34. Persperion Diagnostics | 48. BrainStorm Therapeutics |
| 35. Senzo                  | 49. Relavo                  |
| 36. ARC Medical Devices    | 50. Kanna Health            |
| 37. Prolira                | 51. AvantGuard              |
| 38. VenstraMedical         | 52. QuadroCore              |
| 39. Aloe Therapeutics      | 53. Nervonik                |
| 40. Nano PharmaSolutions   | 54. Light Line Medical      |
| 41. OYE Therapeutics       | 55. Vincere Biosciences     |
| 42. SpinaFX Medical        | 56. Livivos                 |

# 12TH FLOOR:

Partnering Forum: #41-59 (8AM - 3PM)

Global Family Office BioForum Luncheon (12PM - 1PM)

ELEVATORS

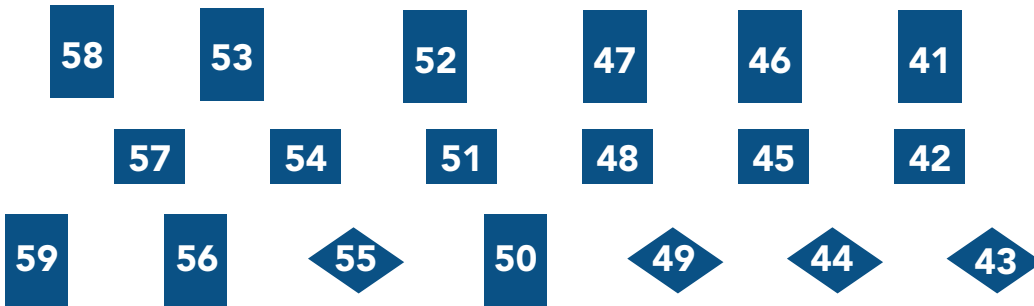
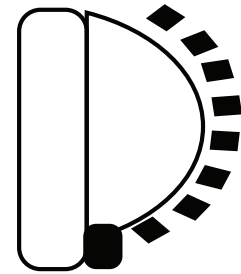


- CHESTY'S BAR & GRILL -

## Global Family Office BioForum Luncheon

(Private luncheon by Invitation Only)

- RESTAURANT -



## PRINTERING YOUR PARTNERING SCHEDULE

2ND FLOOR

Registration Table

10TH FLOOR

Partnering Info Desk  
(Commandant's room)



# EXHIBIT TABLES



Table# 1



Table# 2



Table# 3



Table# 4



Eva Garland Consulting

Table# 5



Table# 7



Table# 8



Table# 9



Table# 10



Table# 11



Table# 12



Table# 13



Table# 14



Table# 15



Table# 16



Table# 17



Table# 18



Table# 19



Table# 20



# INNOVATOR'S PITCH POSTERS



Easel# 1



Easel# 2



Easel# 3



Easel# 4



Easel# 5



Easel# 6



Easel# 7



Easel# 8



Easel# 9



Easel# 10





# INNOVATOR'S PITCH POSTERS



**ULTRATHERA**  
Easel# 11



**Ternalys**  
THERAPEUTICS  
Easel# 12



**basepair**  
Easel# 13



**Cerulean**  
SCIENTIFIC  
Easel# 14



**Remmie**  
Easel# 15



**Snoretex**  
Ltd  
Easel# 16



**AMPLIFIED**  
SCIENCES  
Easel# 17



**molecular you**  
Easel# 18



**CARI**  
Health  
Easel# 19



**Perceptron Health**  
Easel# 20



**MOTIVITY**  
Easel# 21



**TRACE**  
BIOSCIENCES  
Easel# 22



**COSM**  
MEDICAL  
Easel# 23



**GREENMARK**  
BIOMEDICAL INC.  
Easel# 24



**CELL THERAPY**  
Easel# 25



**SONIRE**  
THERAPEUTICS  
Easel# 26



**smartlens**  
Easel# 27



**KORTUC**  
Easel# 28



**ALPHYN**  
BIOLOGICS  
Easel# 29



**LEVICURE**  
Easel# 30



**Owl**  
Therapeutics  
Easel# 31



**Cardathea**  
Easel# 32



**Aurenar**  
Easel# 33



**Persperion**  
diagnostics Inc.  
Easel# 34



**senzo**  
Easel# 35



**ARC**  
Medical  
Easel# 36



**DeltaScan**  
by Prolira  
Easel# 37



**VENSTRA**  
MEDICAL  
Easel# 38



**ALOE**  
THERAPEUTICS  
Easel# 39



**NANOPHARMA**  
SOLUTIONS  
Easel# 40



**OYE**  
THERAPEUTICS  
Easel# 41



**SpinaFX**  
Easel# 42



**LM+**  
LAZZARO MEDICAL  
Easel# 43




**ImmunoKite**  
THERAPEUTICS  
Easel# 44



**GBM**  
Easel# 45



**DELEE**  
Easel# 46



**BIOMARK ONCOLOGY**  
Easel# 47



**BRAINSTORM**  
THERAPEUTICS  
Easel# 48



**RELAVO**  
Easel# 49



**Kanna**  
Health  
Easel# 50



**AvantGuard**  
Easel# 51



**QUADROCORE**  
Easel# 52



**Nervonik**  
Easel# 53



**LIGHT LINE**  
MEDICAL  
Bringing LIGHT to Catheter Disinfection  
Easel# 54



**VINCERE**  
Easel# 55



**LIVIVO**  
INC  
Easel# 56



**CALIFORNIA  
LIFE SCIENCES**

Supporting emerging and diverse innovators throughout the state through programs, partnerships, funding, cost savings and advisory services to help in the development and commercialization of their business.

# **TOGETHER, WE ARE CALIFORNIA LIFE SCIENCES.**

To learn more about our innovation and entrepreneurship initiatives, visit

**[califesciences.org](http://califesciences.org)**





# Global Family Office BioForum Luncheon

12PM - 1PM | Marines' Memorial Club & Hotel - Chesty's Bar & Grill (12th Floor)

(Private luncheon by Invitation Only)

**RESI JPM 2024** will feature the Global Family Office BioForum, for both sourcing assets and identifying syndication partners bridging the gap between family offices and investment opportunities within the life sciences sector. The Global Family Office BioForum will feature an open-to-the-public Global Family Office Panel as part of the RESI program and an invitation-only luncheon that will have a keynote by Michael Langer, discussing his Langer Family Office initiatives, including early-stage investment topics, sourcing technology assets, and identifying syndicate opportunities.

As the life sciences sector burgeons with groundbreaking discoveries, therapies, and technologies, the need for early capital injection becomes ever more pronounced. The Global Family Office BioForum is a convergence point where family offices can simultaneously identify promising startups and collaborate with other like-minded investors.

## The Power of Syndication

Syndication has emerged as a dynamic strategy in the investment landscape, offering distinct advantages to family offices and entrepreneurs seeking funding. Family offices can diversify risk and share due diligence efforts by joining forces with other investors in a syndicate. This collaborative approach allows investors to tap into a broader range of investment opportunities and capitalize on their combined expertise. Conversely, entrepreneurs benefit from access to a syndicate's collective knowledge and resources, expediting fundraising and enhancing their chances of securing the necessary funds.

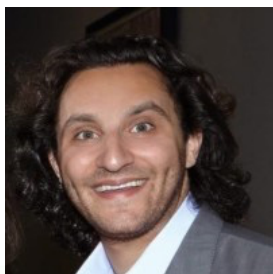
## The Family Office Factor

Family offices are known for their long-term investment outlook and commitment to fostering meaningful impact. With a mission to preserve and grow their wealth across generations, family offices are uniquely positioned to contribute to the life sciences sector. Their involvement goes beyond monetary support; it encompasses mentorship, guidance, and a vested interest in the success of the ventures they invest in. The Global Family Office BioForum acknowledges this distinctive role and seeks to create an environment where family offices can connect with like-minded syndicate partners and explore transformative investment opportunities. Life Science Nation is excited to, once again, bring this factor to the RESI JPM conference.

### Presenters:

- **Dennis Ford**, Founder and CEO of Life Science Nation, Creator of the RESI Conference Series
- **Claire Jeong**, VP, Investor Research & Asia Business Development, Life Science Nation
- **Karen Deyo**, VP of Product, Israel Business Development, Life Science Nation

### Keynote Speaker:



**Michael Langer**

Michael previously founded Old Silver VC, a family-associated investment firm that invests in Healthcare and Deep Tech startups focusing on materials. They invested in 20 companies, including Big Hat Biosciences, Sesame Care, Seismic Therapeutics, Alto Pharmacy and Opentrons. Also involved are Susan Langer, who is the former head of strategy at Biogen, and Dr. Bob Langer, who is an MIT Professor and founder of over 40 biotech companies, including Moderna. Michael was formerly Head of Search, Evaluation, In-licensing & Acquisitions at Pear Therapeutics. During his time at Pear, Michael led or co-led 15 different transactions. Pear Therapeutics discovers, develops, and delivers clinically validated software-based therapeutics to provide better patient outcomes, smarter engagement and tracking tools for clinicians, and cost-effective solutions for payers. Michael is an active philanthropist. He co-founded the Young Coder's Society, which teaches children how to code using Raspberry Pi. He is a Young Leader at the Milken Institute and formerly a World Economic Forum Global Shaper. He serves on The Leadership Board at Beth Israel Deaconess Medical Center, on the Board of Advisors at the Museum of Science, and is the Senior Advisor of Special Projects at the Galenus Foundation.

# AGENDA

7:00 AM – 8:00 AM: Breakfast Buffet (10th & 11th Floor)

8:00 AM – 5:00 PM: Onsite Partnering (10th & 11th Floor)

	Investor Panels (11th Floor Library)	Innovator's Pitch Challenge		Entrepreneur's Workshops (10th Floor Commandants Room)
		Track 1 (10th Floor - Rosenberg)	Track 2 (10th Floor - Heritage)	
9:00 AM - 9:50 AM	<b>BIG PHARMA PANEL</b> <i>Strategies for Pre-Clinical &amp; Early Clinical Assets</i>	<b>INNOVATOR'S PITCH CHALLENGE #1</b> <b>DIAGNOSTICS</b>	<b>INNOVATOR'S PITCH CHALLENGE #8</b> <b>MEDICAL DEVICE</b>	 <b>Company Valuation for Fundraising</b>
10:00 AM - 10:50 AM	<b>CROSS BORDER INVESTMENTS PANEL</b> <i>Fostering Partnerships With Global Partners</i>	<b>INNOVATOR'S PITCH CHALLENGE #2</b> <b>THERAPEUTICS</b>	<b>INNOVATOR'S PITCH CHALLENGE #9</b> <b>DIGITAL HEALTH</b>	 <b>It All Starts with Your Story</b>
11:00 AM - 11:50 AM	<b>HEALTH SYSTEM PARTNERS PANEL</b> <i>Innovation Arms Dedicated to Improving Quality of Care</i>	<b>INNOVATOR'S PITCH CHALLENGE #3</b> <b>THERAPEUTICS</b>	<b>INNOVATOR'S PITCH CHALLENGE #10</b> <b>MEDICAL DEVICE</b>	 <b>Navigating the Startup Incubator, Laboratory, and Equipment Procurement Market Place</b>
12:00 PM - 1:00 PM	Lunch Break (10th & 11th Floor)			 <b>Introduction to the Canadian Neurotech Cluster</b>
	Global Family Office BioForum Luncheon (12th Floor - Chesty's Bar & Grill)			
1:00 PM - 1:50 PM	<b>EARLY STAGE THERAPEUTICS PANEL</b> <i>A Glimpse Ahead: Investing in Therapeutics in 2024</i>	<b>INNOVATOR'S PITCH CHALLENGE #4</b> <b>DIAGNOSTICS &amp; LIFE SCIENCE TOOLS</b>	<b>INNOVATOR'S PITCH CHALLENGE #11</b> <b>MEDICAL DEVICES &amp; DIGITAL HEALTH</b>	<b>HUSCH BLACKWELL</b> <i>Pitching to Investors: What to do when your business applies advanced technology.</i>
2:00 PM - 2:50 PM	<b>MENTAL &amp; BEHAVIORAL HEALTH PANEL</b> <i>Investing in Technologies that Help Manage Well-Being</i>	<b>INNOVATOR'S PITCH CHALLENGE #5</b> <b>MEDICAL DEVICE</b>	<b>INNOVATOR'S PITCH CHALLENGE #12</b> <b>THERAPEUTICS &amp; MEDICAL DEVICES</b>	<i>Beyond SBIRs and Traditional Venture: Key Connectors Providing Extensive Support for Early-Stage Innovators and Their Solutions</i>
3:00 PM - 3:50 PM	<b>MEDICAL DEVICES PANEL</b> <i>Forward Looking Trends in Medical Device Innovations</i>	<b>INNOVATOR'S PITCH CHALLENGE #6</b> <b>CLINICAL STAGE THERAPEUTICS</b>	<b>INNOVATOR'S PITCH CHALLENGE #13</b> <b>THERAPEUTICS</b>	<b>TALES FROM THE ROAD</b> <i>Biotech and MedTech Innovators on their Fundraising Journey</i>
4:00 PM - 4:50 PM	<b>FAMILY OFFICES PANEL</b> <i>Perspectives on Early Stage Investments</i>	<b>INNOVATOR'S PITCH CHALLENGE #7</b> <b>ONCOLOGY</b>	<b>INNOVATOR'S PITCH CHALLENGE #14</b> <b>MEDICAL DEVICE</b>	 <b>Global Partnering Campaign Investor Landscape, GTL and CRM/GPC</b>
5:00 - 7:00 PM: Cocktail Reception - Announce IPC Winners (11th Floor - Crystal Lounge)				





# The BioRegion of Catalonia: a Thriving Life Sciences and Healthcare Hub in Europe

[report.biocat.cat](http://report.biocat.cat)

**+1,350**  
COMPANIES

**117**  
INTERNATIONAL  
INVESTORS



**91**  
RESEARCH  
INSTITUTIONS

**#10**  
IN CLINICAL TRIALS  
(WORLDWIDE)

**€445M**  
(RAISED IN 2022)

[www.biocat.cat](http://www.biocat.cat)

# SPONSORS & EXHIBITORS

## Title Sponsors



Alabama, Florida, Georgia, North Carolina,  
South Carolina, Tennessee, Virginia



## Gold Sponsors



## Silver Sponsors



## Exhibitors





## The Southeast Alliance

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

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

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

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

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

## 2024 RESI South Conference (hybrid format)

marking a significant stride in bridging the funding gap

**IN-PERSON**  
**March 25**

Whitley Hotel • Atlanta, GA

**VIRTUAL PARTNERING**  
**March 26-27**

For more information, contact Jason Rupp at [jrupp@gabio.org](mailto:jrupp@gabio.org)

## Untapped Potential

**344,000**

**Southeast Bioscience Employees**

**16%** of the US bioscience employees

**26,500**

**Southeast Bioscience Establishments**

**21%** of the US bioscience establishments

**17,200**

**Southeast Bioscience Patents**

**11%** of the US bioscience patents

**\$5.5 Billion**

**Southeast NIH Funding**

**16%** of the US NIH funding

**\$8.3 Billion**

**Southeast Academic Bioscience R&D Expenditures**

**16%** of the US academic bioscience R&D expenditures



## SPONSORS & EXHIBITORS

California Life Sciences (CLS) is the state's most influential and impactful life sciences membership organization, advocating for the sector and its diverse innovation pipeline. For more than 30 years, CLS has served the community by supporting companies of all sizes, from early-stage innovators and startups to established industry leaders in the fields of biotechnology, pharmaceuticals, and medical technology. As integral components of a healthy and collaborative ecosystem, CLS also works closely with universities, academic and research institutions, the investment community, and other critical partners that promote this vibrant sector. With offices in South San Francisco, San Diego, Sacramento, Los Angeles, and Washington DC, CLS works to shape public policy, improve access to breakthrough technologies, educate lawmakers, and advance equity within our ecosystem by championing innovative solutions for some of the most pressing challenges of our times. In doing so, CLS fulfills its mission to protect and nurture California's life sciences industry, empowering discoveries that lead to healthier lives around the world.



**Table #8**



**Table #9**

Biocat is the institution that promotes the life sciences and healthcare ecosystem in Catalonia and works to maximize its economic and social impact. Biocat's strategy focuses on positioning the BioRegion of Catalonia as one of the leading European hubs, offering researchers and professionals innovative capacity with programs to improve talent and entrepreneurship, accelerating technology transfer and business growth by supporting TTOs and startups, and helping attract investors and investment to the ecosystem. Created in 2006 by the Government of Catalonia and the Barcelona City Council, Biocat also promotes far-reaching political strategies and projects aimed at contributing to Catalonia's competitiveness.



Alabama, Florida, Georgia, North Carolina,  
South Carolina, Tennessee, Virginia

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



**Table #20**

Biotechgate is a leading business development and licensing database for the entire life science industry, offering a wealth of information on over 69,000 life science company profiles. Thanks to its unique data sourcing process, the profiles include company descriptions, contact information, product pipeline information, financing rounds, and management details, making it an invaluable resource for life sciences start-ups, pharma companies, investors, and other industry professionals. Biotechgate also features 30,000 licensing deals and a clinical trials database containing over 800,000 records from registries around the world.



**Table #7**

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



# SPONSORS & EXHIBITORS

## HUSCH BLACKWELL

**Table #12**

Husch Blackwell has comprehensive knowledge of the design and structure of equity-backed transactions, as well as portfolio company structures in the healthcare, medical device and pharmacy space. Our team structures, negotiates and implements bridge, mezzanine and other types of financing, and we structure portfolio operating entities to limit liability and accommodate growth. We understand the tax repercussions and regulatory landscape involved in private equity transactions. Our team also offers transactional and strategic guidance on mergers and acquisitions, securities law compliance, joint ventures, governance issues, Food and Drug Administration (FDA) regulatory framework, and other complex contractual arrangements

## BIG4BIO

Big4Bio is the leading aggregator service for the top life science regions in the world, providing developments of the "Big 4" focus areas: drugs, devices, diagnostics, and digital (also known as "the four D's"). Our free, daily emails give you easy-to-scan headlines and links to content gleaned from hundreds of credible bioscience news and industry sources. These email newsletters and additional channels provide complete, daily coverage of "Big 4" news, events, jobs, and more in these regions to the industry's top professionals and executives. Subscribe to the Big4Bio newsletters at [big4bio.com](http://big4bio.com)



**Table #19**

The medtech industry's premier event comes to Toronto from October 15-17, 2024 for three days of timely content, networking and business development opportunities. As the leading gathering of the community's best and brightest, The MedTech Conference brings the entire ecosystem together – executives, innovators, investors, legal experts, policymakers and more – in the spirit of collaboration. Registration will officially open in the Spring so check back soon for more information.



**BANC OF CALIFORNIA**  
**Table #18**

Banc of California is California's premier, relationship-focused, full-service business bank. Our depth of resources and financial strength allow us to adapt quickly and thoughtfully, delivering the best solutions to help our clients achieve their financial goals. As one of the strongest and most trusted banks headquartered in California, we have the resources and expertise to help your business grow and succeed.



**Table #1**

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



**Table #15**

The Ontario Brain Institute aims to accelerate CNS discovery and innovation, benefiting both patients and the economy to improve the brain health of Canadians. Our Vision is for Ontario to become a world leader in brain research, commercialization and care. We realize this Vision through our collaborative 'team science' approach between researchers, clinicians, industry, patients, and their advocates to foster discovery and deliver innovative products and services that improve the lives of those living with brain disorders. OBI also drives the development of the Canadian neurotechnology cluster and has supported over 105 companies with investment in over 40 neurotechs.



**Table #17**

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

# BIG4BIO

## Stay in the Know with BIG4BIO

TO GET YOUR INDUSTRY ESSENTIALS, **SUBSCRIBE TO OUR NEWSLETTER!**



**Big4Bio** is the premier aggregator of news and developments in the life sciences sector. Our name stands for the cornerstone “Big 4” in biosciences and health: **drugs, devices, diagnostics, and digital** (also known as the “four D’s”), and our free, daily emails give readers easy-to-scan headlines to

“Big 4” content gleaned from hundreds of credible news and industry sources. These newsletter reports are specialized into varying types from regional to occupational, providing industry stakeholders a full range of publications and options to get the information they need.

BIG4BIO  
BOSTON

BIG4BIO  
PHILADELPHIA

BIG4BIO  
SAN DIEGO

BIG4BIO  
SFBAY

BIG4BIO  
CAPITAL REGION

BIG4BIO  
LOS ANGELES

BIG4BIO  
NYC

BIG4BIO  
SEATTLE

SUBSCRIBE  
NOW!



WWW.BIG4BIO.COM

BIG4BIO  
DRUGS DEVICES DIAGNOSTICS DIGITAL

SAME NAME.  
NEW MEANING.  
NEW OPPORTUNITIES.

# SPONSORS & EXHIBITORS



**Table #4**

Corval is a cloud-based strategic planning platform that enables a fast, efficient, and early start on commercialization planning, detailing cross-functional recommendations on what, when, and how much. The platform serves as the foundation for early- to mid-stage biopharma commercialization efforts—organizing all facets of commercialization while creating a comprehensive, multi-year view of what you need to do, when you need to do it, and what it will take for success. The standard Corval subscription includes a detailed 3- to 5-year plan that outlines every step of your asset's path to market, strategic commercialization objectives that are tied to your asset's unique development milestones organized by year and workstream, and much, much more. For any questions regarding Corval or if you have a need for bespoke solutions, reach out to speak to one of our commercialization experts today.



**CDD.VAULT**  
Complexity Simplified

**Table #2**

Collaborative Drug Discovery (CDD) provides an intuitive software suite extensively used by creative biologists and chemists working in academic, biotechnology and pharmaceutical settings. Their flagship product, CDD Vault, enables researchers to intuitively organize and analyze both biological and chemical data, and to collaborate with partners through a straightforward web interface. CDD Vault helps scientists register entities, track inventory, manage bioassay data, capture experiments, calculate Structure-Activity Relationships (SAR), and mine their data for drug candidates. It also functions as an Electronic Laboratory Notebook (ELN) to capture and share experimental results. CDD Vault is differentiated through its intuitive design, superior performance, and workflows for secure, collaborative data sharing capabilities. CDD was founded in 2004 and presently serves thousands of researchers doing drug discovery all around the world. Learn more at [www.collaborativedrug.com](http://www.collaborativedrug.com)



**Table #3**

The Ganesha Lab is a Global Accelerator Fund focused on the internationalization of science-based startups originated in Latin America. Its mission is: Transforming science into GOOD business, impacting the lives of millions of people globally. Founded by Markus Schreyer, a German national and global-minded visionary, in 2017, its portfolio includes over 25 startups from countries such as Chile, Argentina, Uruguay, Peru, Colombia, Mexico and Brazil. Aligned with its mission, the company provides education, mentoring, expertise and funding to startups addressing some of the major problems our world is facing: Aging Population & related Chronic Diseases, Healthcare Access, Food Scarcity/Sustainable food production, Climate, and Emerging Threats. Throughout its years of experience, The Ganesha Lab has established itself as the leading scale-up for Latin American science-based startups, with the support of major industry players such as Life Science Nation, Thermo Fisher Scientific, UC Davis Venture Catalyst, and Cambridge Innovation Center.



**Table #11**

The Massachusetts Medical Device Development Center (M2D2) is a lifeline for the state's smaller medical device companies, offering inventors and executives easy, affordable, and coordinated access to world-class researchers and resources at the UMass Lowell and the UMass Medical School campuses of the University of Massachusetts. M2D2 provides state of the art laboratory space and equipment, office space, and conference rooms to best support and incubate small medical device startup companies. Outside of the physical resources that are offered, M2D2 also provides connections and support from our many industry sponsors and mentors. Thanks to our sponsors, M2D2 can provide the wraparound support and funding needed to get new innovations to commercialization.



Eva Garland Consulting

**Table #5**

Eva Garland Consulting (EGC), helps innovators leverage non-dilutive funding to accelerate their technology development. By connecting our clients with the resources they need to support scientific advancement, EGC seeks to break down the barriers that exist in translating great scientific discoveries into solutions that can solve our society's most pressing problems. Our Ph.D. Grant Writing Specialists provide a highly efficient and effective approach to obtaining non-dilutive funding. Our team's strategic and targeted approach has supported our clients in securing over \$1.5 Billion in grants and contracts from government agencies including NIH, DARPA, BARDA, ARPA-H, DOD, CDMRP, MTEC, NSF, DOE, CIRM as well as from Private Foundations. EGC uniquely offers both Scientific and Accounting and Compliance expertise, thus supporting the full lifecycle of our clients' innovative research & development in the United States and worldwide.



**HUSCH BLACKWELL**

# Trailblazing Legal Leadership

As a law firm that celebrates uncommon approaches and creative problem-solving, Husch Blackwell is proud to support RESI JPM 2024.

With new technologies continuously transforming healthcare services, our attorneys help start-ups and early-stage companies in the healthcare, life sciences, medical device, and pharmaceutical industries stay up-to-date on legal and regulatory issues. Our robust team offers experience-backed guidance on private equity transactions, financing, tax planning, risk mitigation, joint ventures, and other complex challenges your business may face. Most importantly, when you choose Husch Blackwell, you receive more than just legal advice – you get a team that is truly invested in understanding your goals and guiding you toward success.

111 Congress Avenue, Austin, TX 78701 | 512.472.5456

---

[huschblackwell.com](https://www.huschblackwell.com)



# SPONSORS & EXHIBITORS

Endless Frontier Labs (EFL) is a global accelerator program for early stage science- and technology-based startups funded by the NYU Stern School of Business. Through this 9-month program, participating startups receive targeted mentorship from an elite group of mentors including industry executives, seasoned investors, and successful entrepreneurs. EFL is free to all startups and does not take equity from participants. Relocation to NYC is not required. Since its inception in 2019, 114 EFL startup graduates have collectively raised over \$1.8B to fuel their ambitious missions. This includes companies like Immunai, a unicorn-status graduate with breakthrough technology to reprogram the immune system for optimized disease detection and diagnosis; Haystack Oncology, a company using circulating tumor DNA to detect residual cancer acquired by Quest Diagnostics; and Kintsugi, a company applying novel artificial intelligence technology on voice biomarkers for early detection of mental health disorders. To learn more about EFL, please visit [endlessfrontierlabs.com](http://endlessfrontierlabs.com) and attend the virtual informational session on Thursday, January 11.



**Table #16**



**Table #10**

- Richtr Financial Studio was founded in 2004 to help rapid-growth Innovation companies unlock their potential!
- Their team of 25+ CPAs and business strategists tailor their Accounting, Fractional-CFO, and BizDev Strategy solutions to meet the specific needs of their Life Science, Aerospace & Defense, GovCon, & other Innovation-based clients.
- While much of their work is with Pre-Seed to Series C sized companies with Government Grants/Contracts, and/or Angel or VC/PE funding - they also work w/ promising early-stage startups to help them get setup and started on the right foot.

**James Graham, CPA, CGMA, CEO & Founder**

- James is a CPA & CGMA in CO & CA with a diverse background assisting hundreds of rapid growth innovation-based businesses – from Start-up to Fortune 500.

**Maileen Flores, CPA & Partner**

- Maileen is a Partner with Richtr Financial Studio and is based in the San Diego office. She is also a CPA in CA & CO.



## MEDIA PARTNERS



Want to become a RESI Media Partner? Contact us at [Marketing@lifesciencenation.com](mailto:Marketing@lifesciencenation.com)



# Medmarc Insurance

## Insuring the Life Sciences Industry Since 1979

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



**MEDMARC**<sup>®</sup>  
Treated Fairly

**LEARN MORE**  
[medmarc.com](http://medmarc.com)

# RESI CONFERENCE SERIES PRESENTED BY LIFE SCIENCE NATION

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

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



**Table #13**

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

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

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

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

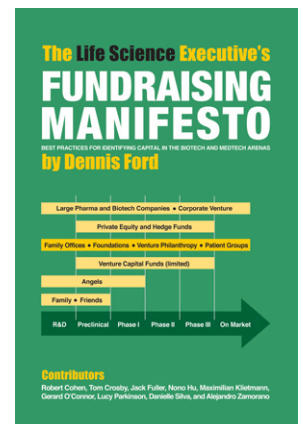
Information on these profiles is automatically updated daily, and user outreach and tasks can be tracked intuitively with CRM components, including the following:

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



**Table #14**

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





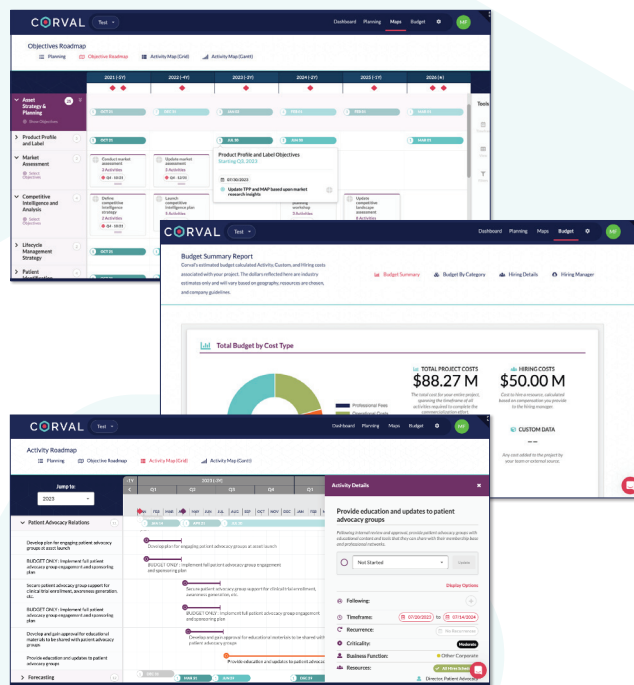
Bring Your Asset to Life

## You Worry About the Clinical Trials— We'll Help You Get Your Asset to Market

**Corval is a cloud-based strategic planning platform** that enables a fast, efficient, and early start on commercialization planning, detailing cross-functional recommendations on **what, when, and how much**.

### Corval provides...

- A detailed 3- to 5-year commercialization roadmap with itemized budget and hiring plan
- Strategic objectives and activities organized by year and workload
- A central planning space that's accessible to all cross-functional users
- Downloadable frameworks and templates
- Access to Corval commercialization experts



**Interested in this paradigm shift in commercialization planning? Reach out today!**

Visit [corval.io](https://corval.io) to schedule a demo or drop us a note at [info@corval.io](mailto:info@corval.io).



Corval is aligned with the **Life Science Cares** mission to make a meaningful impact on poverty by harnessing the resources of the life sciences industry. As a sign of our commitment, we are donating a portion of sales to Life Science Cares.

Copyright © 2023 Corval LLC



# PARTNERING FORUM

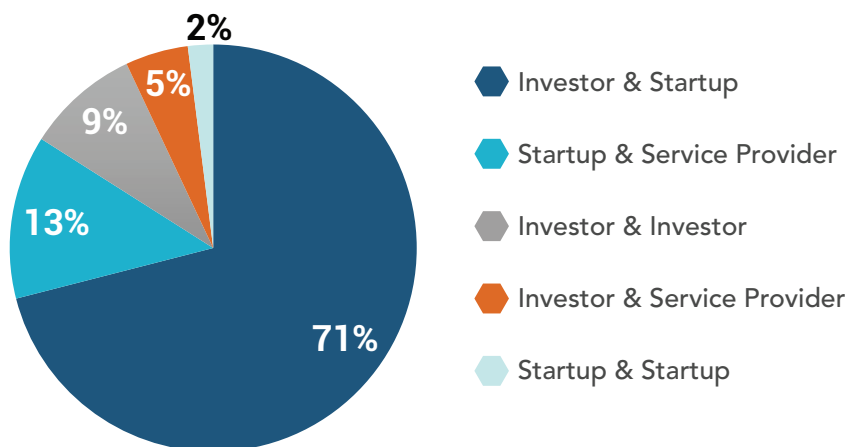
## JANUARY 9: IN-PERSON PARTNERING MEETING JANUARY 10-11: VIRTUAL PARTNERING MEETING

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

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

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

### Who Meets with Whom at RESI Conferences



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



# brisbane australia

## Australia's MedTech landscape As a Global Investment Opportunity

Australia has made a name for itself on the global MedTech and life sciences stage, leading the development of life-changing innovations including the electronic pacemaker, ultrasound, bionic ear, and clinical usage of penicillin.

Now, within Australia's health ecosystem, Brisbane, the capital city of Queensland, has emerged as a city alive with opportunity as it moves the dial on global MedTech innovation.

### **Brisbane: ripe for investment**

With a \$239 billion economy anticipated by 2041 and as the largest healthcare precinct in the southern hemisphere, Brisbane truly is ripe for global investment in MedTech.

As the largest healthcare precinct in the southern hemisphere, Brisbane is home to some of the brightest minds, leading health and research institutes, and world-class innovation emerging from global organisations headquartered in Brisbane and early-stage ventures alike.

Our health institutes are incubators for ground-breaking innovations, but as the companies driving these innovations make progress, significant capital investment becomes a vital component to see these advancements succeed and fulfil patient needs on a global scale.

As such, the economic and investment opportunity in Brisbane is reaching a critical mass.

For global investors, the Brisbane opportunity is supported by Australia's globally competitive refundable tax offset for research and development. Our health system is also deemed one of the best in the world, with the combination of Australia's public and private health coverage ensuring all Australians have access to a base level of cover regardless of their financial position or employment status.

### **Brisbane as a MedTech innovation hub**

Brisbane's success in biotech and health is underpinned by the city's state of the art health facilities, its connected hospital network, universities and top tier talent. We are home to Australia's Best University (AFR tertiary rankings 2023), The University of Queensland, and Australia's largest research facility, the Translational Research Institute.

Brisbane has developed and exported several world firsts, including the revolutionary cancer vaccine Gardasil. It is also home to MedTech pioneers advancing a new frontier in healthcare, such as:

- Vaxxas – commercialising needle-free vaccination technology to enhance existing and next-generation vaccine performance
- Microba – driving the discovery and development of novel therapeutics for major chronic diseases and delivering gut microbiome testing services globally to researchers, clinicians, and consumers.
- BiVACOR – on the cusp of human trials for the use of artificial hearts

This innovation positions Brisbane in the driver's seat to solve global human and health challenges, and as a shining investment opportunity for global investors looking to the future of MedTech. Beyond financial return, Brisbane's MedTech landscape also represents an impact investing opportunity, to progress health and scientific advancements which can improve quality of life and patient care.



## Proximity to global markets

Brisbane is recognised as a global city, with strong connectivity to domestic and international business destinations. Just eight hours from two-thirds of the world's population, Brisbane is the closest eastern seaboard capital to Australia's three largest export markets – China, Japan and Korea.

To capitalise on this connectivity, Brisbane has bolstered its infrastructure to support trade via air and sea. As the closest Australian port to the world's largest Asian markets, Port of Brisbane facilitates \$55 billion in trade exports each year.

Our airport, which operates around the clock, is deemed the best-connected domestic airport in Australia, with direct connections to 53 domestic and 23 international destinations. The airport's twin runway enables the highest aviation capacity in Australia, and we expect to support more than 50 million passengers a year by 2040. This will put Brisbane Airport's operation on par with major Asian hubs, positioning our city as an attractive logistical and supply chain prospect for brands worldwide (DFAT, 2021).

## Broader Brisbane opportunity

Brisbane is known for an agility and tenacity to get things done and a unique commercial culture focused on genuine collaboration. With government stability at all levels, and Australia's largest local council at the helm, Brisbane offers a consistent, low sovereign risk business environment, with a strong legal and regulatory framework.

Brisbane is also a global logistics hub, at the centre of Queensland's economic corridor for trade, with a 24/7 airport and road and rail connectivity to get freight to the city from the surrounding regions. Vaxxas is one MedTech leader who will take advantage of this, with hopes to export millions of vaccines around the world once approved.

Already, Brisbane is well placed to do business across the world, with access to 15 free trade agreements including with the USA, China, Singapore, South Korea and Japan. These agreements provide direct access to Australia's largest trading partners, incentivise strong business ties, and foster investment opportunities.

## How BEDA can help

The Brisbane Economic Development Agency is here to support investors take advantage of the economic opportunities in Brisbane. This city has a thriving and sustainable economic growth trajectory, and the city's MedTech sector will play a key role in this growth well into the future.

BEDA can provide businesses and prospective investors with:

- key insights into Brisbane's MedTech industry
- help to develop and execute your investment strategy
- advocacy for local and state developmental approvals
- critical introductions to industry stakeholders and our local advisory network
- confidential assistance with market and off-market property site selection

BEDA also works with some of the most promising emerging MedTech start-ups through its MedTech Initiative: Global Accelerator, delivered in partnership with US-based investment facilitator Life Science Nation. The program holds a focus on supporting innovators to fast-track connections with international partners for collaboration, investment and distribution deals.

Get in touch with us to discuss the global investment opportunities available in Brisbane, the heart of Australia's thriving MedTech ecosystem.

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

Location: Library (11th Floor)

## Moderator & Panelists

9:00 - 9:50 AM  
**BIG PHARMA PANEL**  
*Strategies for Pre-Clinical & Early Clinical Assets*

**Wyatt McDonnell**, CEO, Infinimmune   
**Akili Wallace**, Director and Deal Lead in Business Development Transactions, Amgen  
**Ekaterine Kortkhonjia**, Sr. Director, Early Innovation Partnering, Johnson & Johnson Innovation  
**Shann Yu**, Associate Director, AbbVie Ventures  
**Andrew Wong**, Global Head of Bayer Co.Lab, Bayer

10:00 - 10:50 AM  
**CROSS BORDER INVESTMENTS PANEL**  
*Fostering Partnerships With Global Partners*

**Ahmed Mousa**, Business Development Executive, Tamer Group   
**Priya Oberoi**, Managing General Partner, Goddess Gaia Ventures  
**Jeffrey Moore**, President, MP Healthcare Venture Management (MPH)  
**Tad Weems**, Managing Director, Agilent Technologies  
**Jing Bao**, Partner, Shanghai Healthcare Capital


11:00 - 11:50 AM  
**HEALTH SYSTEM PARTNERS PANEL**  
*Innovation Arms Dedicated to Improving Quality of Care*

**Marc Jones**, CEO, Altoida Inc   
**James Mayer**, Partner, CABHI Ventures  
**Liridon Rrushaj**, Director, Venture Investments, OSF Ventures  
**Linda Li**, Partner, Digital Health, Cleveland Clinic Ventures  
**Anita Watkins**, Managing Director, Rex Health Ventures

1:00 - 1:50 PM  
**EARLY STAGE THERAPEUTICS PANEL**  
*A Glimpse Ahead: Investing in Therapeutics in 2024*

**Ashim Subedee**, Director, Catalyst Office, Division of Research Innovation and Ventures (DRIVE)   
**Brent Ahrens**, General Partner, Canaan Partners  
**Prasad Sunkara**, Board of Directors, NuFund Venture Group  
**Miguel Moreno Garcia**, Director of Research, SENS Research Foundation  
**Dana Watt**, Principal, Breakout Ventures  
**Jakob Dupont**, Executive Partner, Private Equity, Sofinnova Investments

2:00 - 2:50 PM  
**MENTAL & BEHAVIORAL HEALTH PANEL**  
*Investing in Technologies that Help Manage Well-Being*

**Lindsay Hoover**, Managing Partner, JLS Fund   
**Tara Bishop**, Founder & Managing Director, Black Opal Ventures  
**Alex Fair**, Managing Partner, Medstartr Ventures  
**Matias Serebrinsky**, Co-Founder & General Partner, PsyMed Ventures  
**Diana Saraceni**, Founder, Managing Director, Panakes Partners

3:00 - 3:50 PM  
**MEDICAL DEVICES PANEL**  
*Forward Looking Trends in Medical Device Innovations*

**John Pennett**, Angel Investor, Mid Atlantic Bio Angels   
**Viral Gandhi**, Principal, KCK MedTech  
**Marissa Fayer**, U.S. Partner, Goddess Gaia Ventures  
**Jochen Hurlebaus**, Head of Digital Health Innovation, Roche Diagnostics  
**William Dai**, Founding Partner, ShangBay Capital  
**Lu Zhang**, Founder and Managing Partner, Fusion Fund

4:00 - 4:50 AM  
**FAMILY OFFICES PANEL**  
*Perspectives on Early Stage Investments*

**Andy Merken**, Partner, Corporate and Securities Co-Chair, Life Sciences, Burns & Levinson   
**Tyler Wanke**, Investor, Wanke Family Office  
**Les Funtleyder**, Healthcare Portfolio Manager, E Squared Capital  
**Dennis Sacha**, Principal, IAG Capital Partners  
**Michael Langer**, Founding Partner, T.rx Capital  
**Lauren Tyra**, Chief Scientific Officer, Green Park & Golf Ventures

# 9:00 - 9:50 AM | BIG PHARMA PANEL

## Strategies for Pre-Clinical & Early Clinical Assets

Big pharma companies are actively 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 process
- Key factors and areas of interest
- How early-stage big pharma is willing to look

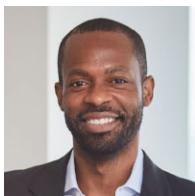
These panelists will shed light on the process that big pharma goes through when sourcing early-stage assets and advise startups on how they can best make a case for themselves. Panelists will also explore various trends within the therapeutics marketplace, what assets are of interest to their company,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

### Wyatt McDonnell, CEO, Infinimmune



Dr. Wyatt McDonnell is Co-Founder, CEO, and Chairman of the Board of Directors at Infinimmune, a biotechnology company utilizing natural immunity to transform natural antibodies into safer and more effective drugs for complex diseases. Previously, Wyatt worked on world-class single cell technologies at 10x Genomics where he was Technical Lead and Developer of Barcode-Enabled Antigen Mapping (BEAM). Wyatt also developed 10x Genomics' first therapeutic antibodies and core immunology intellectual property behind three commercial products to interrogate the immune repertoire. He has co-authored 31 peer-reviewed papers in journals including Nature, Cell, and Nature Medicine, and 19 published patents in relation to immunobiology, genomics, and disease. He has been invited to speak at conferences including PEGS, the Keystone Symposia, the World Vaccine Congress, and PMWC.

### Akili Wallace, Director and Deal Lead in Business Development Transactions, Amgen



Akili Wallace serves as a Director and Deal Lead in Business Development Transactions at Amgen, with responsibilities to lead a range of potential transactions, including licenses, partnerships and M&A. Akili has over 12 years of experience in strategy, deal-making, and transactions across the entire spectrum of healthcare. Prior to joining Amgen, Akili served as a Vice President in Investment Banking at Chardan Capital Markets with a focus on Healthcare and M&A. Akili also held investment banking positions at RBC Capital Markets, BMO Capital Markets and Citigroup and has strategy, corporate development, and healthcare consulting experience from his time at Marakon. Akili received his M.B.A. from MIT Sloan School of Management and his B.S. in Mechanical Engineering from Columbia University.

### Ekaterine Kortkhonjia, Sr. Director, Early Innovation Partnering, Johnson & Johnson Innovation



Eka is a Senior Director of Early Innovation Partnering at Johnson and Johnson. In this role Eka is responsible for identification, diligence and strategic transactions for data science and oncology opportunities for Johnson and Johnson Innovative Medicines. Eka joined Johnson and Johnson from Genentech/Roche where she spent over 10 years in various roles, including Pharma Partnering, Biomarker Development and Finance. Eka holds a Ph.D. in Chemistry and Chemical Biology and M.S. in Biophysics.

### Shann Yu, Associate Director, AbbVie Ventures



Shann is a globally minded strategic thinker whose training in bioengineering and immunology took him across three continents. He joined AbbVie as part of the Strategic Leadership Program, where he gained experience in business development, decision sciences, and pipeline analytics prior to joining AbbVie Ventures. Shann is passionate about enabling complete cures and improving the lives of patients through innovative science.

### Andrew Wong, Global Head of Bayer Co.Lab, Bayer



Andrew Wong is Global Head of Bayer Co.Labs, within the Business Development & Licensing and Open Innovation function at Bayer Pharmaceuticals. Andrew joined Bayer from Johnson & Johnson (J&J), where he served as the Vice President, Early Innovation Partnering & Transactions, Johnson & Johnson Innovation, Asia Pacific. Andrew has over 27 years of life science related business development and finance experience. Prior to joining J&J, he was Senior Vice President, Corporate Business Development at Auransa Inc. He also worked for SciClone Pharmaceuticals as the Vice President, Business Development, and had roles at Alexza Pharmaceuticals, ProQuest Investments, Lehman Brothers, Dendreon Corporation, and LifeScience Economics with various responsibilities from Head of Corporate Development to Senior Equity Research and Senior Business Development Analyst. Andrew holds an MBA from the Wharton School at University of Pennsylvania, a BA in Biology from Occidental College, and was a Research Assistant at Stanford Medical School.

# 10:00 – 10:50 AM | CROSS BORDER INVESTMENTS PANEL

## *Fostering Partnerships With Global Partners*

These days, seeking capital from cross-border investors, pharmaceuticals, and other strategic partners may seem like nothing new. Many groups continue to expand into geographies outside of their headquarters to set up new offices, establishing open innovation departments, etc. How can companies better work with buy-side partners outside of their geographies? This panel will discuss the following topics and more:

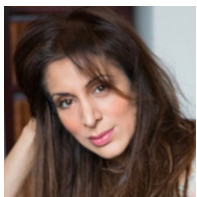
- Differences in market and regulatory hurdles
- What do cross-border investors seek in companies outside of their headquarters? How are they similar or different to their viewpoint on domestic companies?
- Will cross-border investment activities continue to increase?
- What are some common mistakes investors see from entrepreneurs, and how can they be avoided?

Panelists will discuss how they have been evaluating cross-border investment opportunities, and what the future holds for cross-border activities in the industry. Panelists will also uncover general topics such as navigating the global market and the regulatory challenges associated with market entry, how to approach investors and strategic groups with a global mindset, and more.



**Ahmed Mousa, Business Development Executive, Tamer Group** 

Ahmed Mousa, MD is the Head Business Development at Tamer Group, based in Saudi Arabia. Dr. Mousa is leading the Tamer Life Sciences project with special focus in cell & gene therapy in rare diseases and oncology. Dr. Mousa spent 25 years in the healthcare industry in Egypt, Saudi Arabia, and UAE. He held leading positions in Sanofi and Novartis in the region and in a couple of leading local firms in Saudi Arabia in diagnostics and manufacturing. Dr. Mousa had milestones in leading transformations, promoting integrity and ensuring diversity. His goal is to democratize science through crossing the borders for wider participation in the era of precision medicine.



**Priya Oberoi, Managing General Partner, Goddess Gaia Ventures**

Priya is the General Partner of Goddess Gaia Ventures. GGV invests in the unmet healthcare needs of women, by building out a cross-pollinated portfolio in women's health and wellness aiming for both impact and upper quartile VC returns. Priya founded GGV in 2021 after a long-held belief that women's healthcare is greatly underserved and underfunded and there remains huge, untapped market potential. Priya is an avid angel investor and has demonstrated access and a winning formula when investing into promising ventures. Priya is also the founder of Oberoi Capital Partners, a regulated company she built from the ground up. She built, managed, and ran the investment firm for over ten years, providing fund raising expertise, strategic business advice and multi-channel scale-up positioning across different asset classes and distinct investment strategies.



**Jeffrey Moore, President, MP Healthcare Venture Management (MPH)**

Jeff is President of MP Healthcare Venture Management (MPH), a Boston-based biotech venture capital firm affiliated with Mitsubishi Tanabe Pharma Corporation. He has been working in the biotech sector for 25 years, both as an investor and in operating roles at Millennium Therapeutics and Scriptgen. Jeff has a DPhil in Pathology from Oxford, an MBA from MIT, postdoctoral training at Harvard Medical School, and was a participant in the Kauffman Fellows VC program.



**Tad Weems, Managing Director, Agilent Technologies**

Tad currently leads the Agilent team that manages the partnership/investment relationships with about 30 early stage life science tools companies. He has been in the life science tools industry for 20 years, serving in a variety of research, business development, financial and management roles. Prior to joining Agilent, Tad co-founded and successfully exited two companies; thus, is very familiar with the funding, commercialization and growth issues that entrepreneurs face. Additionally, he has worked in both the venture capital and petrochemical industries, serves on multiple Boards, holds several patents and is a Wharton MBA and chemical engineering graduate of UT Austin and UC Berkeley.



**Jing Bao, Partner, Shanghai Healthcare Capital**

Dr. Jing Bao is a physician-scientist with extensive experience in healthcare, drug development, clinical research, and life science investment. Currently Dr. Bao is a Partner of Shanghai HealthCare Capital (SHC) and Adjunctive Professor of Fudan University. Dr. Bao worked for 16 years at the National Institute of Health of the US where she conducted cancer research, managed and directed the US government's international projects. Dr. Bao has published in leading scientific journals and made over 100 presentations in over 20 countries. Before her current position, Dr. Bao also worked as Chief Medical Officer for a large pharma and biotech companies and directed large and varied product development programs. Dr. Bao received her MD from Southeastern University Medical School in China and PhD from the Weizmann Institute of Science in Israel.



# 11:00 – 11:50 AM | HEALTH SYSTEM PARTNERS PANEL

*Innovation Arms Dedicated to Improving Quality of Care*

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:

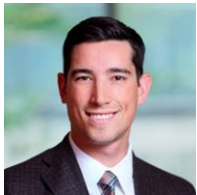
- What are hospitals and health networks doing to engage with new technology companies?
- How can a startup get the most out of conducting pilot studies with a healthcare system partner?
- How do early stage companies work with healthcare systems to generate user experience for their new technologies?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



**Marc Jones, CEO, Altoida Inc** 

Marc Jones, CEO and Director of Altoida, Inc, a novel ML/AR-based digital biomarker company for Alzheimer's Disease, has 25 years of industry experience and has a proven track record of success in leading early-staged healthcare companies through growth, transformation, acquisition, and IPOs.



**James Mayer, Partner, CABHI Ventures**

James Mayer co-leads Investments & Venture Services at the Centre for Aging + Brain Health Innovation. He invests in health tech, life sciences, and fintech companies that impact aging older adults. Currently, CABHI is the most active Seed investor, the most active private independent investor, and the second most active VC investor in Canada. CABHI is also the most active Agotech investor in North America. James is also a partner at CABHI Ventures, a Seed-stage venture fund investing in North American companies targeting the longevity sector and a mentor at 500 Start-ups and Techstars.



**Liridon Rrushaj, Director, Venture Investments, OSF Ventures**

Liridon is a Director of Venture Investments for OSF Ventures, where he brings a long track record of healthcare expertise traversing many sectors within healthcare across both startup and corporate settings. Before joining the OSF Ventures team, Liridon was a healthcare strategy consultant, helping the C-Suite of Fortune 500 companies transform their companies in the evolving healthcare landscape and re-imagine the possibilities for a new, improved healthcare industry. His passion for healthcare innovation began with his time at Anthem where he worked on the IBM Watson partnership and continued at Rock Health in San Francisco where he worked with thought leaders in the space. During his time at Rock Health, he partnered with founders of various digital health companies to advise them on strategic issues and helped them navigate the complex healthcare ecosystem across providers, payers, pharmacy benefit managers, and medical devices.



**Linda Li, Partner, Digital Health, Cleveland Clinic Ventures**

Linda is a Partner at Cleveland Clinic Ventures. She is responsible for the healthtech and MedTech innovations and portfolio companies. Prior to Cleveland Clinic Ventures, Linda was a Co-founding Partner of Vickers Venture Partner and an investment committee member. She started her venture capital career in 2005 and oversaw investments in China, Southeast Asia and US. Linda began her career as a Statistical Modelling Research Associate at Singapore's National Institute of Education. She serves on the board of CFA Society Shanghai and is an advisor to many incubators to promote startups with women leadership. Linda graduated from Beijing University and subsequently earned her Masters Degree from the National University of Singapore. She is a CFA charterholder, a Kauffman Fellow, and is currently in a Ph.D. program studying digital health and its implementation at Johns Hopkins University.



**Anita Watkins, Managing Director, Rex Health Ventures**

Anita is the Managing Director for Rex Health Ventures (RHV), the corporate venture fund of UNC Health, the largest academic health system serving the state of North Carolina. Rex Health Venture's mission is to spur innovation in healthcare through equity investments and partnerships with emerging health companies. She currently serves as a Director or Observer on the boards of Bio54, Biostable Science and Engineering, ReDiscovery Life Sciences, Vergent Bioscience, and Censinet. Anita is also active in the entrepreneurial community serving on the board of the Council for Entrepreneurial Development, Innovate Raleigh, & NCSU Chancellor's Innovation Fund. She is a member of OnBoardNC and was awarded an Eisenhower Fellowship in 2021 where she traveled to Chile and Spain to evaluate methods for supporting female entrepreneurs through targeted funding and public policy. She brings a unique combination of skills to her passionate support of innovation and entrepreneurship through hands on support of portfolio companies and the ecosystem.



# 1:00 – 1:50 PM | EARLY STAGE THERAPEUTICS PANEL

## *A Glimpse Ahead: Investing in Therapeutics in 2024*

This panel aims to bring a diverse group of experts & senior decision making staff from VCs, corporate pharma, and other investor types who focus on biotech/therapeutics investments together to discuss topics such as:

- The decision-making process
- Current areas of interest and areas of high need
- How companies can better differentiate themselves, especially those in overcrowded indications
- Common mistakes/red flags
- Recently successful deals and how they were successful

The moderator will guide the discussion through topics including how the investors source and vet novel therapeutic assets, what kinds of technology are of interest to them right now, and how they as investors work with a startup to move a new drug toward commercialization.

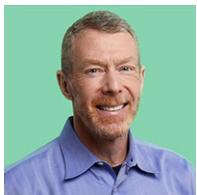
### **Ashim Subedee, Director, Catalyst Office, Division of Research Innovation and Ventures (DRIVE)**

Ashim Subedee is the Director of the Catalyst Office at the Division of Research, Innovation, and Ventures (DRIVE) at the Biomedical Research & Development Authority (BARDA), within the U.S. Department of Health & Human Services (HHS). Ashim leads a team dedicated to fostering health security innovation ecosystem and commercialization of technologies through several public private partnerships including BARDA Ventures, BARDA Accelerator Network, and J&J - BARDA Blue Knight partnership. Prior to BARDA, Ashim was at the NIH where he supported biomedical entrepreneurship and product development by both academic and small business innovators at the NCI Small Business Development Center, NIH Small Business Education and Entrepreneurial Development (SEED) Office, and the Rapid Acceleration of Diagnostics (RADx) program. He funded and supported academics and startups developing innovative therapeutics, diagnostics, and medical devices and initiated and led several programs and public private partnerships including the NIH Proof of Concept Network, NCI SBIR Investor Initiatives, and NCI SBIR mentoring programs. Ashim joined the federal government as a Presidential Management Fellow and completed multiple rotations across the NIH and at the FDA Center for Drug Evaluation and Research (CDER).



### **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.



### **Prasad Sunkara, Board of Directors, NuFund Venture Group**

Dr. Sunkara is a seasoned CEO, serial entrepreneur and a successful investor. He helped in building several startup Life Science companies with successful exits. Dr. Sunkara is an expert in identifying and licensing compelling technologies from universities and accelerating their preclinical and clinical development on a virtual basis while minimizing costs and time. Currently he is actively involved with NuFund Venture Group in San Diego as Life Sciences Committee, BOD and Fund committee member. He is also the founder and Managing Director of Seed to Fruit LLC (STF), a startup studio and accelerator. Eyegenex, Inc., and Peroral Biosciences are the first two startups formed by STF in 2023.



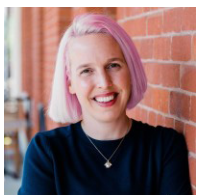
### **Miguel Moreno Garcia, Director of Research, SENS Research Foundation**

Dr. Miguel E. Moreno-Garcia is a Cell Biologist and Immunologist with more than 15 years of combined experience in Academia and the Biopharmaceutical Industry. He received his MSc and PhD from CINVESTAV-IPN in Mexico City and completed postdoctoral fellowships at Seattle Children's Research Institute and The University of Washington in Seattle, working and publishing in fields of Biochemistry, Molecular, and Cellular Immunology. As a pharmaceutical hunter he joined the ranks of the Immunology & Respiratory Department at Boehringer-Ingelheim Inc., the Centers for Therapeutic Innovation (CTI) at Pfizer Inc., and the Immunology group at Federation Bio, functioning in leadership and director roles on early drug discovery campaigns to define new therapies against autoimmune, fibrotic, and immunology indications. Dr. Moreno-Garcia joined SRF in 2023 as a Director of Research, in this role he provides the strategic vision, and direction of the research department, and functions as the primary spokesperson on matters pertaining to the value, impact and conduct of SRF's scientific research.



### **Dana Watt, Principal, Breakout Ventures**

A neuroscientist by training, Dana Watt earned her doctorate in cellular and molecular neurosciences at Washington University in St. Louis, where her research focused on axon growth and regeneration. While a graduate student, she was deeply involved in the entrepreneurial ecosystem in St. Louis, co-founding Pro-Arc Diagnostics, a molecular diagnostics company. She then worked at the University's entrepreneurship center, where she institutionalized support for SBIR/STTR-supported spinouts. Before joining Breakout in 2021, Dana served as a Senior Investment Associate for Ascension Ventures, a strategic healthcare venture fund. Dana is a Principal at Breakout Ventures, where she supports all phases of the deal making process and assists in managing portfolio companies.



### **Jakob Dupont, Executive Partner, Private Equity, Sofinnova Investments**

Dr. Jakob Dupont is a global expert in oncology and other therapeutic areas with over 25 years of experience developing therapies and programs dedicated to addressing high unmet medical needs. Prior to joining Sofinnova Investments, Dr. Dupont was Global Head of Research & Development and Executive Vice President at Atara Biotherapeutics. Prior to Atara, he served as Chief Medical Officer at Gossamer Bio. Before Gossamer Bio, Dr. Dupont served as Vice President and Global Head of Breast and Gynecologic Cancer Development for Genentech/Roche. Dr. Dupont has made significant contributions throughout his career, he has received numerous grants and awards, contributed to 12 regulatory approvals, 13 successful IND filings, co-authored 47 peer-reviewed publications, and has 18 patents.



# 2:00 – 2:50 PM | MENTAL & BEHAVIORAL HEALTH PANEL

*Investing in Technologies that Help Manage Well-Being*

With recent pandemics like COVID having affected the lives of many across the globe, triggering feelings of fear and uncertainty, the importance of technologies that address mental & behavioral health disorders continues to be recognized by many. Despite the number of people affected by mental & behavioral disorders, this continues to be a stigmatized area and patients easily find themselves lacking the resources and support they need.

This panel will discuss the following topics and more:

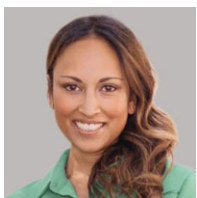
- Why is investing in mental & behavioral health so important?
- What are the biggest problems in the current mental & behavioral health landscape (i.e. collecting and consolidating patient data, access to care, identifying appropriate interventions and personalization of care, etc.)
- How can the industry continue to reduce the stigma associated with mental & behavioral disorders?

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.



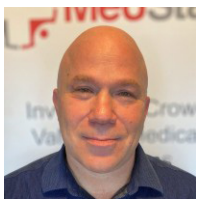
**Lindsay Hoover, Managing Partner, JLS Fund** 

Investment banker, diplomat and entrepreneur, Lindsay is a CoFounder and Managing Partner of JLS Fund. JLS is investing at the exciting intersection of science, technology and neurology, leveraging the enormous potential of plant-based and psychoceutical medicines to heal illness and enhance wellness. We focus on the development of therapeutics for neuropsychiatric and neurodegenerative conditions, and the enabling technology and tools that can accelerate and enhance the delivery of mental and brain health therapies to drive lasting impact. Lindsay is also a CoFounder and Director of ImmersiveWorlds, an XR wellbeing and education platform focused on behavioral health and medical education.



**Tara Bishop, Founder & Managing Director, Black Opal Ventures**

Dr. Tara Bishop is passionate about improving health and healthcare. She is the founder and managing partner of Black Opal Ventures. Tara served as the Chief Medical Officer at Bind. Tara is also an associate clinical professor at Weill Cornell Medical School in New York City. Prior to joining Bind, Tara was the Medical Director and Senior Expert at McKinsey & Co. She was an associate professor of Medicine and Healthcare Policy at Cornell Medical School. Dr. Bishop has published almost 50 peer-reviewed research articles. Tara serves on the boards of Optellum and the Weill Cornell Alumni Association and the advisory boards of Marani Health, Arsenal Capital, and 25 Madison Health. She previously served on the MIT Alumni Fund Board. In 2022, Tara was named a Woman of Influence in Venture Capital by Private Equity International.



**Alex Fair, Managing Partner, Medstartr Ventures**

Alex B. Fair, MS is the Managing Partner of MedStartr Venture Partners, Health Innovation Activist, 7-time startup founder, and former scientist turned VC. He and his team run events, open innovation programs, pitch contests, challenges, an accelerator, and a venture fund all with one goal: to improve healthcare faster by giving patients, doctors, nurses, and all stakeholders in healthcare a voice and a vote in what ideas get into the MedStartr funds and acceleration programs. Mr. Fair also served as developer of programs to drive innovation for cities, countries, associations, institutions, and corporate partners.



**Matias Serebrinsky, Co-Founder & General Partner, PsyMed Ventures**

Matias is a founding partner at PsyMed Ventures, a fund investing in frontier technologies that elevate mental and brain health. Previously, Matias led NVIDIA's startup ecosystem development and co-founded CookUnity. Matias is the co-host of Business Trip.



**Diana Saraceni, Founder, Managing Director, Panakes Partners**

Founder of Panakes, Diana has over 20 years of international experience in managing Venture Capital investment funds, through which she invested in over 60 start-ups across Europe. After several years of experience in the strategic consultancy sector at A.T. Kearney, Diana worked as Senior Advisor in the Investment Banking division of Lazard. In 2001 she co-founded 360 Capital Partners, a leading pan-European Venture Capital firm. She is a member of several national and international committees (EU and US) for the selection and promotion of innovative start-ups. She has also co-founded and chaired the International Venture Club, an association that brings together the main European venture capital firms. She is frequently involved as Scientific Advisor to Life Sciences conferences and acting in or chairing juries for the allocation of public funds at Italian, European and US level (i.e. Premio Marzotto, Life Star Awards, EIC H2020 and National Cancer Institute-SBIR initiative).

# 3:00 – 3:50 PM | MEDICAL DEVICES PANEL

## Forward Looking Trends in Medical Device Innovations

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

- Areas that are currently popular and expected to grow in 2024
- The benefits vs. risks of devices that cross sectors
- Regulatory hurdles / challenges
- Amount/type of data they want to see before investing

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

### **John Pennett, Angel Investor, Mid Atlantic Bio Angels**



John Pennett is a member of the Mid-Atlantic Bio Angels, an angel investor group focused exclusively on new and emerging life sciences companies. He is also the Partner-in-Charge of the National Technology and Life Sciences Group at Eisner Advisory Group LLC. He has 35 years of public accounting experience, with a strong emphasis on public and private life science and technology companies. John is a frequent writer and speaker on industry topics. He is the publisher of EisnerAmper's Catalyst newsletter. Additionally, John supports entrepreneurial organizations around the country, and serves as a mentor to several early-stage companies. In addition, he has served as the interim lead of the firm's Risk Advisory Practice. He is deeply involved in the firm's Outsourced Accounting Services practice and the International Services Group. John previously worked as an Audit Partner for an international accounting and consulting firm.

### **Viral Gandhi, Principal, KCK MedTech**



Viral is a medtech executive, venture investor and innovator with a multidisciplinary background in Engineering, Strategic Marketing, and Clinical Development. He is currently a Principal at KCK Medtech, a evergreen venture capital fund with 15 current portfolio companies, making typical initial investment in the range of \$5-\$50M. Prior to KCK, Viral spent almost a decade developing transformational cardiovascular devices at Edwards Lifesciences such as transcatheter aortic valve, mitral valve and heart failure technologies. He also worked with and has served as an advisor to a number of medtech start-ups and investment firms. Viral was previously an investigative healthcare journalist and head of the medtech coverage for Biopharm Insight, part of the Financial Times Group. He has authored of 225+ investigative articles and has 3 granted patents. He holds a MS & BS in Bioengineering from the University of Pennsylvania and fellowship in Biodesign from Stanford University.

### **Marissa Fayer, U.S. Partner, Goddess Gaia Ventures**



Marissa Fayer is a 20+ medtech executive, innovator, entrepreneur, investor, and philanthropist. She is the CEO and founder of non-profit HERhealthEQ, CEO of DeepLook Medical, and US Partner at Goddess Gaia Ventures. Her mission is to move innovation and the health of women forward throughout the world. Marissa has previously served as an executive at Hologic, Olympus, Maquet-Getting, Providien Medical, and Accumed Innovative Technologies. Her consulting clients include many of the Top 500 healthcare companies and innovative start-ups in the global health and women's health space. Marissa sits on the board of medtech companies Welwaze Medical and DeepLook Medical both focused on improving the diagnosis of breast cancer; and Ultrasound AI focused on detecting Preterm birth. Marissa is a TEDx Speaker (2019 at TEDxLugano), a UCSC Miller Center Social Entrepreneur Fellow, and a global speaker about investing in women.

### **Jochen Hurlbaeus, Head of Digital Health Innovation, Roche Diagnostics**



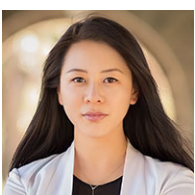
Jochen since 2019 heads the Digital Health Innovation Chapter within Roche Diagnostics International. He holds a PhD in Bioinformatics and an Executive MBA and has more than 20 years of experience in the Life Sciences and Diagnostics industry. After driving for 10 years innovation in the IVD business he established in 2018 the Startup Creasphere which is now one of the leading corporate Digital Health Accelerators globally with locations in Munich, Singapore and the Silicon Valley. The Digital Health Innovation Chapter shapes the future of healthcare together with patients, providers and payers and has accelerated more than 80 transformative digital health projects together with startups in the last 5 years. Jochen is passionate about establishing symbiotic partnerships between Roche and startups to bring innovation to patients and innovate related business models.

### **William Dai, Founding Partner, ShangBay Capital**



William Dai is the Founding Managing Partner of ShangBay Capital. William currently serves on the board of directors for several companies, including SetPoint Medical, Aqua Medical, Emboline, Meditrina, Corinth Medtech, FemDx, Apostle, Yorlabs, Laplace Interventional, Luminopia, Early Bird Medical and previously served on the board of directors for NeuroVasc and Arrinex. William's prior work experiences spanned more than 20 years in corporate finance, mergers and acquisitions, and capital markets in both Asia and the U.S. Prior to founding ShangBay Capital, he was the CFO of ShangPharma, Nepstar Corporation, Microport Scientific Corporation, and Boston Scientific China. He began his career at the Ford as a Finance Manager of the Treasury department. William Dai holds a master's degree in business administration with an emphasis on finance from Michigan State University.

### **Lu Zhang, Founder and Managing Partner, Fusion Fund**



Lu is a World Economic Forum(Davos) Young Global Leader (Class of 2018) and was recently selected as a Best 25 Female Investor by Business Insider. She has also garnered other accolades including the Featured Honoree in VC of Forbes 30 Under 30, Silicon Valley Women of Influence, and Town & Country 50 Modern Swans – Entrepreneurship Influencer. Prior to starting Fusion Fund, she was the Founder and CEO of Acetone.inc, a medical device company focused on non-invasive technology for the early diagnosis of Type II diabetes (acq. 2013). Lu is a frequent speaker at tech events and conferences such as Davos Economic Forum, Future Investment Initiative (FII), Forbes, Web Summit, SuperReturn, etc. and also serves as a mentor and advisor to several tech innovation programs in Silicon Valley. Lu is the board member of the Youth Council of Future Forum and Future Science Award. Lu is also on the Jury Board of the Cartier Young Leader Award. She received her M.S. in Materials Science and Engineering from Stanford University.



# 4:00 - 4:50 PM | FAMILY OFFICES PANEL

## Perspectives on Early Stage Investments

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

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

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

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

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



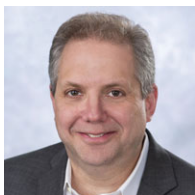
### **Tyler Wanke, Investor, Wanke Family Office**

Tyler Wanke, MD/MBA/MEM is a MedTech entrepreneur, investor, and professor. He co-founded Madison Scientific, Innobative, and EDGe Surgical. He invests as an angel and on behalf of his family office. He is also a professor of medical entrepreneurship at Northwestern University.



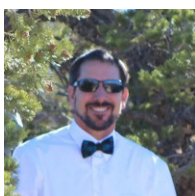
### **Les Funtleyder, Healthcare Portfolio Manager, E Squared Capital**

Mr. Funtleyder is a Healthcare Portfolio Manager at E Squared. Prior to E Squared he was the Director of Strategic Investments for Opko Health and a healthcare strategist portfolio manager for the Miller Tabak Health Care Transformation Fund. He joined Miller Tabak after managing a healthcare portfolio for Provident Advisors. Before joining Provident, Les worked as a medical device analyst at UBS Warburg. He also covered Biotechnology stocks at Bigelow and company. His industry experience includes Innovative Health Solution, and Coopers & Lybrand and Health Strategies Group. He started his career at Empire Blue Cross/Blue Shield. He is also a consulting partner to Bluecloud Health and holds boardships with several healthcare companies and foundations. Les is currently an Adjunct Professor of Public Health at Columbia. Les earned his Masters of Public Health from Columbia University, and studied English and Economics at Tulane University.



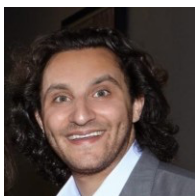
### **Dennis Sacha, Principal, IAG Capital Partners**

Dennis Sacha is a principal at IAG, a multi-family office based in Charleston SC. He focuses on evaluation of prospective investments, diligence reviews, and operational support. Dennis also serves on the Place-Based Impact Investing Board for the Coastal Community Foundation. Previously he was a Director at Sherman Financial where he evaluated and priced portfolios of consumer debt, built and maintained predictive models, and managed portfolio analytics. Prior to Charleston, Dennis served for 20 years in the United States Navy as a Pilot and Aviation Engineering Duty Officer. Dennis graduated from the Massachusetts Institute of Technology in 1985, with a Master of Science and a Bachelor of Science in Aeronautical/Astronautical Engineering. He is a member of Sigma Xi and Tau Beta Pi.



### **Michael Langer, Founding Partner, T.rx Capital**

Michael is Head of Search, Evaluation and In-licensing for all new technology and products at Pear Therapeutics. Michael is the founding partner at Old Silver VC. He also invests directly into Seed and/or Healthcare/Biotech focused venture capital funds as a Limited Partner. He is a mentor and Judge at MassChallenge Healthtech and a mentor at MassConnectDH. He co-founded the Young Coder's Society. He is a World Economic Forum Global Shaper, serves on The Discoverers Committee at the Museum of Science, the Visionaries Circle at The Possible Project and is the Senior Advisor of Special Projects at the Galenus Foundation. Prior to Pear and Old Silver VC, Michael spent time at: Akili Interactive Labs, Udacity, Modern Meadow, Polaris Partners, The Harvard Experiment Fund and Boston Seed Capital. Michael has a BA from Lehigh University.



### **Lauren Tyra, Ph.D, CSO, Green Park & Golf Ventures**

Dr. Tyra joined Green Park & Golf in 2017 and serves as CSO. Prior to joining Green Park & Golf, she completed graduate studies in the Neuroscience program at UT Southwestern Medical Center. During her doctoral studies, she was awarded the prestigious Graduate Research Fellowship from the National Science Foundation. At GPG, Dr. Tyra leads diligence efforts and has participated in more than 60 of the firm's healthcare and technology investments. She serves as an active board observer for Genomenon, Prima Temp, and Gregor Diagnostics. Dr. Tyra earned a B.A in German and B.S. in Biological Sciences from the University of North Texas prior to her PhD studies at UT Southwestern Medical Center. Her advocacy and philanthropic work are focused on public education and improving resources for families of deaf children. She and her husband are also active supporters of 29 Acres.







ONTARIO  
BRAIN  
INSTITUTE

INSTITUT  
ONTARIEN  
DU CERVEAU

# From Lab to Life

The Ontario Brain Institute is a provincially funded, not-for-profit organization that accelerates discovery and innovation, benefiting both patients and the economy. Our collaborative 'team science' approach promotes brain research, commercialization, and care by connecting researchers, clinicians, industry, patients, and their advocates to improve the lives of those living with brain disorders.

In short, bringing lab to life. Together.

[braininstitute.ca](http://braininstitute.ca)

WELCOME TO BRAIN CENTRAL

Ontario 

Funding provided, in part,  
by the Government of Ontario

# 9:00 AM - 4:50 PM | INNOVATOR'S PITCH CHALLENGE TRACK 1

Location: Rosenberg (10th Floor)

## Pitch Company

9:00 - 9:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #1  
DIAGNOSTICS



10:00 - 10:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #2  
THERAPEUTICS



11:00 - 11:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #3  
THERAPEUTICS



1:00 - 1:50 PM  
INNOVATOR'S PITCH  
CHALLENGE #4  
DIAGNOSTICS & LIFE  
SCIENCE TOOLS



2:00 - 2:50 PM  
INNOVATOR'S PITCH  
CHALLENGE #5  
MEDICAL DEVICE



3:00 - 3:50 PM  
INNOVATOR'S PITCH  
CHALLENGE #6  
CLINICAL STAGE  
THERAPEUTICS



4:00 - 4:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #7  
ONCOLOGY



## 9:00 AM | SESSION 1 - DIAGNOSTICS



**Easel #17**

Amplified Sciences is developing a suite of in-vitro diagnostics with a clinical stage test that helps physicians more accurately detect risk for pancreatic cancer built on their ultra-sensitive optical reporter platform. The lead assay, PanCystPro, targets early detection of undiagnosed pancreatic cancers. PanCystPro uses a proprietary platform to detect biomarker activities and provides a highly accurate solution enabling clinicians to better identify patients at risk for developing pancreatic cancer as well as reduce unnecessary surgeries, imaging, and associated complications. This is a highly sensitive and specific test with published clinical evidence. Their optical reporter system (AMPSci platform) has enabled a new class of multi-omics diagnostics all using one sample and one instrument.



**Easel #34**

Persperion Diagnostics is on a mission to redefine personalized healthcare. It starts by transforming the way diabetes is managed “ offering a simple, affordable, and completely pain-free solution through fingertip natural sweat sensing. Imagine, a world where the dreaded fingerstick is a thing of the past, replaced by a simple and non-invasive technology. Persperion is not just creating a device; it aims to liberate billions of people from the daily discomfort and inconvenience of managing diabetes. The technology's accuracy has already outperformed the best CGM on the market. Clinical trials are set to begin in late 2024, with the goal of becoming the first FDA-approved, sweat-based, non-invasive glucometer by 2025. Founded in 2022, Persperion already secured more than \$4 million in funding and has participated in prestigious incubators like MiraclePlus“formerly Y-Combinator China.



**Easel #35**

Senzo is an in vitro diagnostics company developing a game-changing laboratory-accurate lateral flow test. Today, for many infections, diseases, and patients, laboratory diagnostics are too slow or too expensive. The result is that we treat too late or we don't treat at all. To solve this problem Senzo is pursuing a 10-minute lateral flow test costing only a few dollars with the same accuracy as a laboratory PCR test. This revolution in diagnostics will allow any patient to access gold-standard diagnostics, enable new paradigms from remote care to telemedicine, and empower individuals to understand their own health and manage their own healthcare. In addition to retail, distributor revenues for finished products, Senzo is pursuing a strategy of contract development/commercialization partnerships around the core ALF technology for future products.



**Easel #27**

Smartlens Inc. specializes in medical technologies for diagnosing and treating chronic eye diseases. Its flagship product, miLens, is a pioneering contact lens-based device designed to monitor intraocular pressure, primary risk factor for glaucoma, the leading cause of irreversible blindness. miLens addresses a long-standing need and is set for a US launch in Q1/2025, with strong clinical results. MiLens, utilizes a novel electronics-free sensor developed by Smartlens. Additionally, the Company owns THERmic, a programmable drug delivery tech improving personalized therapies and creating new treatment possibilities. Endorsed by renowned ophthalmologists and industry experts, Smartlens has received investments from leading VC firms, Stanford University, and key opinion leaders. It was honored as the winner of “Outstanding Innovation “ award by Octane and featured at reputable sources like Nature Medicine, Fortune, BBC, and ABC News. At Smartlens, we envision a world where glaucoma no longer robs people of their vision and quality of life.

## 10:00 AM | SESSION 2 - THERAPEUTICS



**Easel #1**

Fovero Therapeutics is a pre-clinical stage biotechnology company with a portfolio of novel immunotherapies for treating immuno-oncology resistant cancers and autoimmunity. The company's lead immunotherapy, FT002, has potential to be a first-line, single agent therapy for colon cancer, which has a great unmet need. In 2020, the total population of MSS patients, in 8 major markets, was approximately 800,000. Assuming, ~50% resistance to current therapies, and cost of US\$224K/patient, the total market opportunity would be ~US\$8.9B. It would also address an unmet need for triple negative breast cancer. Fovero Therapeutics has raised AU\$0.5M in non-dilutive funds from Brandon Biocatalyst, AU\$0.79M from philanthropy and US\$0.75M from US DoD to progress the understanding of FT002's mode of action. FT is seeking US\$12.44M to progress the lead asset to IND-enabling studies and Phase 1 trials, with 2 milestones.



**Easel #50**

Kanna Health ([www.kanna.health](http://www.kanna.health)) is a clinical stage therapeutics company developing a first-in-class treatment for premature ejaculation. The company recently obtained regulatory approval (US IND, UK CTA) and have initiated Phase 1 human trials to assess the safety and pharmacokinetics of the lead asset. There is currently no treatment approved by the FDA to treat the condition, which affects up to 20% of men and their partners worldwide. The goal is to do for premature ejaculation what Viagra did to revolutionize erectile dysfunction treatment in the 2000s. Our team of repeat founders are raising an insider-led Seed+ convertible note.



**Easel #16**

Snoretox aims to be the world's first injectable treatment for debilitating, low-tone muscle disorders. Just as Botox has been wildly successful as a therapeutic and cosmetic for overactive muscles, Snoretox can treat the opposite, underactive or weak muscles, with a potential market size every bit as large as the multi-billion-dollar botulinum toxin market (see Myobloc, zeomin, Botox etc.). Snoretox (based on tetanus toxin) required the development of technology to bypass immunity, owing to 90% of the world's population being vaccinated against tetanus. Snoretox developed and patented this technology. As a company we are focused on human therapeutics (Sleep apnoea, incontinence, ALS etc.) and serious veterinary conditions including BOAS in popular and expensive dogs (bulldogs, pugs.). This is a sizable market with potentially millions of customers and a shorter path to significant revenue. We have clinical field study data for efficacy in British bulldogs and are pre-clinical phase for human therapeutics.



**Easel #55**

Vincere Biosciences is at the forefront of discovering and developing small molecule therapeutics to safeguard high-energy tissues, including the brain, heart, and kidneys. Leveraging a combination of AI-driven tools, traditional biology and drug discovery expertise, Vincere targets fundamental causes of age-related decline. Initially, they are pioneering compounds that enhance the elimination of damaged mitochondria by fine-tuning mitochondrial quality control processes, such as mitophagy. This innovative approach positions Vincere as a promising contender in addressing a spectrum of age-related conditions, from Parkinson's disease to cardiorenal disorders.





AvantGuard is fighting pathogens and pathogen resistance by pioneering cutting-edge chemistries that have no history of resistance and are rooted in the body's natural defenses. Blurring the line between antibiotics, antiseptics, and disinfectants, our chemistries target and eliminate pathogens and their biofilms on the skin, medical devices, and other surfaces.



Ternalys Therapeutics is focused on treating intractable cancers such as glioblastoma. Lead compound TT-003 has the potential to progress rapidly into clinical development and provide meaningful clinical results because of its unique capability as "miRNA replacement therapy" for multiple miRNAs. The ability of cancer cells to suppress or increase the production of microRNAs in a coordinated, interactive manner plays an important role in the ability of many tumors to resist chemotherapy and radiation. Understanding these processes and recognizing the limitations of single microRNAs therapies, Ternalys' scientific founders developed the SAGUARO platform. This is a simple yet elegant way to simultaneously deliver multiple microRNAs on a biologically flexible scaffold (a "microRNA construct"), replenishing cancer cells with microRNAs that are present in normal cells and thereby reversing defensive epigenetic changes. Ternalys has demonstrated the ability to synergistically enhance existing therapies and, by doing so, potentially alter the outcomes for many intractable cancers.



Vast Bioscience is an Australian based preclinical stage biotech company creating safe and effective pain relief options for moderate-to-severe acute and chronic pain through the use of its innovative 3D drug discovery technology. With a focus on genetically and clinically validated Voltage-Gated Sodium Channels (VGSCs), Vast Bioscience has potential to participate in addressing one of the largest unmet medical needs. Vast Bioscience's chemical platform delivers a unique class VGSC inhibitors that promises to significantly widen the window between efficacy and safety. The small molecules are significantly more 3D shaped compared to known competition and hence have reduced risk of side effects. Selective Nav1.8 and multi-selective VGSC inhibitors in lead optimisation promise improved safety (potentially best in class) and improved efficacy through synergy between pain VGSCs (potentially first in class).



VCCT is a seed/growth-stage biotechnology company developing a portfolio of ex vivo and in vivo cell therapy solutions for ocular diseases. We are a proud member of the Kobe Eye Center Initiative, a consortium of organizations that unifies research, clinical practice, and patient care, for the benefit of patients suffering from ocular diseases. Under the guiding principle of "Total solutions for every patient", we challenge ourselves to think of every possible way to improve the lives of visually impaired people. Company name: VCCT Inc. Location: Kobe Eye Center 5F, 2-1-8 Minatojima-minamimachi, Chuo-ku, Kobe, 650-0047, Japan Representative: Masayo Takahashi, Representative Director, President, and CEO Established: March 8, 2021 URL: <https://www.vcct.jp/en/>

## 1:00 PM | SESSION 4 - DIAGNOSTICS & LIFE SCIENCE TOOLS



Gelomics fast-tracks drug development by enabling pharmaceutical companies to grow human tissues as an ethical, economical, and highly predictive alternative to animal experiments. The company has validated its MVP with 200+ paying customers in 22 markets, achieving >30% MoM revenue growth, >80% demo-to-sales conversion, and >\$500,000 in sales, all through self-funding efforts. In Q4 2023, Gelomics closed its \$2m pre-seed round and secured an additional \$1.15m in non-dilutive funding to progress its R&D pipeline and enter the Drug Development Technology market, addressing a TAM of >\$100bn. The company is seeking to expand its network of US-based venture capital and strategic partners in preparation for its next major investment round and the strategic entry into the US market.



Gene Bio Medical is dedicated to the research & development, manufacturing, and commercialization of high-precision, low-cost, and effective diagnostic technologies that improve human health and enable the response capabilities towards a variety of diseases. We have a vision to revolutionize the healthcare industry and innovate for the greatness of our community. Founded by a group of talented research scientists, practitioners, and business experts, Gene Bio Medical has rapidly developed into an industry leader in molecular diagnostics technologies. The company manufactures and markets its own products, develops new innovative products, and collaborates with the healthcare ecosystem to bring innovations to people.



Molecular You is a Vancouver-based health transparency company founded in 2014 by world-leading scientists and clinicians to solve the visibility gap in healthcare. Our early detection blood analytics reduces the gap between health assumptions and reality, using rich insight into an individual's pre-symptomatic health trends. The results equip risk-bearing entities and practitioners to predict future health costs with unparalleled accuracy, while enabling individuals to understand and act on their health risks - making health more transparent for both payers and individuals. Their leading-edge platform is powered by AI-assisted quantitative proteomics and metabolomic blood testing with companion analytics. This unique method delivers low-cost, accurate testing of hundreds of blood biomarkers from a single draw. We are entering the US market by offering biometric testing and a health and wellness app to individuals within health plan coverage groups. Data roll up into population health dashboards, providing health visibility to key decision makers.



Quadrocore is leading a new value category in quadrupole mass spectrometry. We are doing this with a team with over 100 years of combined experience in the space. Mass Spec is an essential analytical tool. It detects atoms and molecules in liquid and volatile samples and tells you what is in the sample with proven accuracy. Quadrocore's UNI-Q triple quad mass spec solution is for value buyers, offering the smallest triple quad on the market, saving up to 30% lab space compared to existing systems, 1 platform and multiple configurations for various types of samples: liquid and volatiles, and our highly sensitive technology is patented. Quadrocore's direct analysis triple quad mass spec works as a breathalyzer and it enables users to accelerate decision-making and improve analysis workflow. Quadrocore's breathalyzer can be used for routine analysis in a clinical environment.



## 2:00 PM | SESSION 5 - MEDICAL DEVICE



Easel #23

Cosm Medical is modernizing pelvic health through personalized gynecological devices for precision care. Its digital gynecology platform combines diagnostics, AI and 3D printing to personalize gynecological devices for unique bodies and needs (ie. 'Invisalign for Gynecology'). Their first product, Gynethotics Pessaries, has demonstrated improved patient satisfaction over standard pessaries in published research and, as of a few months ago, is Health Canada approved as the world's first personalized pessary. Pessaries are a commonly used medical device (>10,000,000 sold per year) that come in >100+ shapes and sizes. Beyond pessaries, Gynethotics have expansive applications throughout the continuum of care from obstetrics to surgery to elderly care. At the intersection of Femtech and Agetech, Cosm is on its way to ushering in a new era of digital gynecology by making Gynethotics a new product category like the established billion-dollar markets of custom orthotics, dental and hearing.



Easel #24

GreenMark's founder started EcoSynthetix in 1996, now a global corporation, building substantial capacity for producing proprietary starch nanoparticles. He founded GreenMark twenty years later, with a mission to redefine caries management through early detection and noninvasive treatment. Dental caries is the world's most prevalent chronic disease. GreenMark produces fluorescent nanoparticles using mouth rinse products to target and illuminate active caries well before lesions are visible on X-Ray, and similar particles loaded with the enamel components into dissolvable dental strips, so lesions fill up in a more natural way. An A.I. driven intraoral camera is under development, uniquely designed to capture illumination on all tooth surfaces, with a capability to take blue & white light images, and extract & overlay the fluorescence pixels onto the white tooth image. Correlations between A.I. prediction and 'Truth' show a high level of agreement, which has been patented and published in a leading peer-reviewed journal.



Easel #49

Relavo is changing the way that kidney failure patients receive dialysis by making home-care safer and more accessible. Peritoneal dialysis (PD) is a home treatment for kidney failure that offers patients better health outcomes & improved quality of life. This has been recognized by the US Department of Health and Human Services, Medicare, and major dialysis providers. However, it is severely underutilized due to the risk of infection, known as peritonitis. We are addressing this with the PeritoneX, a disinfecting connection device that reduces infection risk by internally disinfecting dialysis connection sites with an antimicrobial solution. By reducing infection risk, current PD patients will receive safer, higher quality care and more kidney failure patients will be able to experience the benefits of home treatment. This patent-pending, Class 2 medical device will be sold to dialysis providers, who are incentivized by government policies to expand home-dialysis use and provide value-based care.



Easel #22

Trace Biosciences is focused on eliminating surgical nerve damage using nerve targeted fluorescence imaging agents. Nerve injury is a feared surgical complication affecting 25 million patients annually and incurring undue pain, loss of function, and high cost for follow on treatment and pain management. Currently, surgeons are entirely unassisted in nerve identification and preservation, relying solely on naked eye visualization or anatomical knowledge. Our technology provides direct highlighting of nerves during surgery in real time so surgeons can "cut by color" and prevent accidental nerve injury. Since our recent spinout we have completed lead optimization and preclinical development of bright, water-soluble, and safe compounds compatible with clinical imaging systems and are completing clinical translation with first in human clinical trials planned in 2024.

## 3:00 PM | SESSION 6 - CLINICAL STAGE THERAPEUTICS



Easel #29

Alphyn is a clinical stage company uniquely developing multi-target therapeutics for severe and prevalent skin diseases using its proprietary AB-101 drug platform. Its 1st drug, AB-101a, is a topical for treating atopic dermatitis (AD), the most common form of eczema, with a global market estimated at \$120B per year with 11% CAGR. Results from both AB-101a's Phase 2a clinical trials show better safety, efficacy, and quality of life compared to recently approved and clinical-stage AD drugs. Alphyn has a second program for the rare disease epidermolysis bullosa. Unique to AB-101 is multi-target therapeutics because, unlike other drugs, AB-101 has multiple bioactive compounds (1) treating a disease in multiple ways to be a more effective than standard drugs and (2) providing a robust product pipeline and (3) having advantages in safety, efficacy and faster regulatory approval path. Alphyn is USA-based, became operational in 2020, and has raised approximately \$9.1 million.



Easel #28

Kortuc, Inc. is a clinical, late-stage biopharma company developing a radiosensitizer drug called "KORTUC", which safely improves radiotherapy ("RT") effectiveness and, based on initial studies, also improves immunotherapy treatment with RT. KORTUC is a highly differentiated and well-defined solution with an addressable global market of 1.5 million cancer patients/year for whom radiotherapy does not work. Assuming competitive product pricing per patient, the total market size will be over \$50 billion. The problem of hypoxia in a tumor is substantial; it kills tens of thousands of people each year. Due to in-tumor hypoxia, the more a tumor grows, the higher the risk of RT treatment not working. Currently there are still no real solutions to this problem; KORTUC, however, is positioned to safely solve the hypoxia conundrum. The Company has very limited competition, a well-protected IP solution and a highly experienced executive team.



Easel #30

LeviCure Ltd. is an Israeli start-up that aims to provide an effective oral treatment for type 1 diabetes mellitus (T1DM). Our IP is secured by an extensive patent portfolio for an orally administered therapy that consists of a combination of two FDA-approved molecules and the neurotransmitter GABA. Our innovative therapy has been shown to facilitate remission of T1DM through restoring own insulin production, stabilizing blood glucose levels and significantly decreasing exogenous insulin demands, in many cases achieving complete insulin withdrawal in humans. With our oral triple-therapy it is possible to provide patients suffering from T1DM a safe and effective, affordable and non-invasive, orally administered therapy that will facilitate remission, minimize complications and immeasurably improve quality of life.



Easel #31

Owl Therapeutics, a spin-out of Gryphon Bio, is a clinical-stage biopharmaceutical company created to develop best-in-class, diagnostic-powered therapeutics for traumatic brain injury (TBI) and brain health. The company has rapidly built a promising, diversified pipeline of small and large molecule medicines poised to address the highly unmet needs of patients with neurodegenerative disease. Owl is led by a proven, cohesive, interdisciplinary, and internationally recognized team with deep scientific, clinical, and business experience in drug development and commercialization.



**Easel #39**

Aloe Therapeutics is a preclinical biotech start-up developing a localized immunotherapy to enable cancer cures for hard to treat solid tumors. Aloe Therapeutics has developed an “off-the-shelf,” locally delivered therapy for solid tumors, called Allo-Immunotherapy (AIM). INFLAME WITH AIM. AIM is delivered at the tumor site and serves as bait for immune cells, triggering an influx of immune cells to the tumor, increasing anti-tumor immunity, and priming the tumor for treatment with commonly used therapies like chemotherapy and checkpoint immunotherapy.

BioMark Oncology is a translationally enabled cancer therapeutics company. We are developing potential first-in-class medicines for solid tumor indications with mechanisms of action and target validation focused on whole systems biology. We believe that this approach, akin to the discovery of immune checkpoint inhibition targets, will enable the next step-function change in solid tumor efficacy and move previously overlooked but valuable targets forward. To derisk these programs, we are developing a multi-omics predictive biomarker platform measuring >1000 plasma biomarkers. We use machine learning cluster analysis to find systemic differences in responders and nonresponders in a heterogenous patient population. This will enable host-based predictive biomarkers to complement tumor-based strategies to select the right cancer drug for the right patient.



**Easel #47**



**Easel #46**

Delee is a medical device company that has developed two devices: the CytoCatch™ Isolation Platform and the CytoCatch™ Imaging System, for isolating and analyzing circulating tumor cells (CTCs) from patient blood samples. The isolation platform filters CTCs onto a membrane and stains them through an automated workflow for visualization, and analysis via the imaging system. This technology will help in the early detection of cancer while providing physicians with information to personalize each patient's therapy and monitor its effectiveness throughout the course of their disease.

SONIRE Therapeutics is a Japanese company and was founded in 2020 by developing a novel ultrasound-guided high-intensity focused ultrasound (HIFU) therapy system using technology, and clinical expertise gained over a decade at Tokyo Women's Medical University, Tohoku University, and Tokyo Medical University. HIFU therapy is a treatment method that focuses ultrasound waves from outside the body on the target site and thermally coagulates tissue at the intended location without utilizing radiation or invasive procedures such as skin incisions or organ excisions. Since there is no radiation exposure, HIFU treatment can be repeated even if there is a recurrence. Additionally, the short treatment period requires fewer hospital visits, minimizing disruption to the patient's daily life. Currently, SONIRE is conducting a clinical trial for unresectable pancreatic cancer in Japan - the first of its kind in the world. SONIRE is also aiming to expand business overseas in the future.



**Easel #26**

## PITCH SESSION JUDGES



**Joshua Barney**  
Member  
*Barrington Angels*



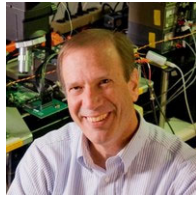
**Samir Batra**  
Managing Partner &  
Founder  
*HIP (Health Innovation Pitch)*



**Sally Wang**  
Venture Partner  
*Viva BioInnovator*



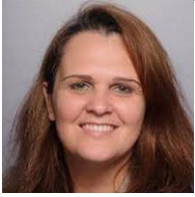
**Paolo Di Giorgio**  
CEO and Managing  
Director  
*Angelini Ventures*



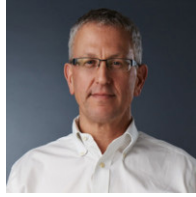
**Thomas Vogelsong**  
Investor & Life Science  
Advisor  
*KYTO Technology and Life Science*



**Ruben Flores-Saib**  
Academic Innovations  
and Partnerships Lead  
*General Inception*



**Dimitra Georganopoulou**  
General Partner  
*Qral Ventures*



**Gary Gershony**  
Partner  
*BayMed Venture Partners*



**Lana Ghanem**  
Managing Director  
*Hikma Ventures*



**Tai Harada**  
Partner  
*Fast Track Initiative*



**Marianne Bjordal**  
Partner  
*3B Future Health Fund*



**Chris Aleong**  
Vice President  
*Bioldeations*



# PITCH SESSION JUDGES



**Tom Gibbs**  
Director  
*Debiopharm Innovation Fund*



**Guanghui Hu**  
Venture Partner & CEO  
*Viva BioInnovator*



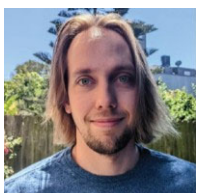
**Dozie Amuzie**  
Head of Johnson & Johnson Innovation – JLABS Canada  
*Johnson & Johnson Innovation*



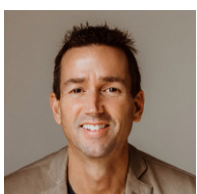
**Karen Liu**  
Partner  
*3E Bioventures*



**Nick Mourlas**  
Head of JLABS @ San Diego  
*Johnson & Johnson Innovation*



**Alexander Schubert**  
Partner  
*SciFounders*



**Jeff Stinson**  
Director  
*HealthTech Arkansas*



**Garrett Vygantas**  
Co-Founder & Managing Partner  
*Riverine Ventures*



**Hong Wen**  
Partner  
*Shanghai Healthcare Capital*



**Janelle Goulard**  
Director of Health Investment  
*Pangaea Ventures*



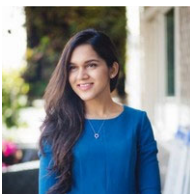
**Karen Drexler**  
Angel Investor, Advisor  
*Astia Angels*



**Enmi Kendall**  
General Partner  
*Healthy Ventures*



**Stephanie Marrus**  
Director  
*UCSF Entrepreneurship Center*



**Sonal Panda**  
Principal  
*Tau Ventures*



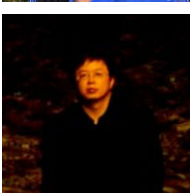
**Parul Singh**  
Partner  
*Initialized Capital*



**Scott Thielman**  
Life Science Co-Chair - Northwest  
*Keiretsu Forum*



**Kyoko Watanabe**  
Managing Director  
*DEFTA Partners*



**Jun Xiao**  
Vice President  
*Life Science Angels*



**Dave Hood**  
West Coast Outreach  
*Medical Technology Enterprise Consortium (MTEC)*



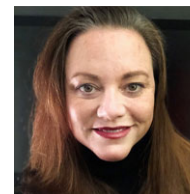
**Jochen Hurlebaus**  
Head of Digital Health Innovation  
*Roche Diagnostics*



**Don Lin**  
Co-Founder, Managing Director  
*Guoqian Venture Capital Investment*



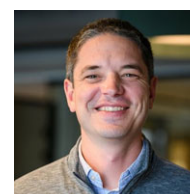
**Terri Mead**  
Founder  
*Class Bravo Ventures*



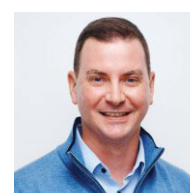
**Jojo Platt**  
US Partnerships Lead  
*Corundum Neuroscience*



**Anish Srivastava**  
Managing Partner  
*Telosity Ventures*



**Jeff Trost**  
Managing Partner  
*Laerdal Million Lives Fund*



**Steve Curtis**  
Director, New Ventures  
*BrightEdge*



**David Zaring**  
Investor  
*Family Office Based in California*

# CAMBRIDGE S C I E N T I F I C

## Quality Laboratory Instruments & Equipment

Making Science Affordable, Worldwide



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

# CAMBRIDGE S C I E N T I F I C L A B S

## Bio-Incubator

Fully Furnished BL2 Shared & Private Lab Suites

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

📍 155 Arlington St.  
Watertown, MA

📍 191-200 Dexter Ave.  
Watertown, MA

[cambridgescientific.com](http://cambridgescientific.com)



# 9:00 AM - 4:50 PM | INNOVATOR'S PITCH CHALLENGE TRACK 2

Location: Heritage (10th Floor)

## Pitch Company

9:00 - 9:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #8  
MEDICAL DEVICES



medicsen



Cardathea

Aurenar

10:00 - 10:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #9  
DIGITAL HEALTH & AI



pep  
HEALTH

basepair

MOTIVITY

SYNOULAR

11:00 - 11:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #10  
MEDICAL DEVICES



DeltaScan  
by Prolira



VENSTRA  
MEDICAL

LIVIVO  
INC

1:00 - 1:50 PM  
INNOVATOR'S PITCH  
CHALLENGE #11  
MEDICAL DEVICES &  
DIGITAL HEALTH



Cerulean  
SCIENTIFIC



Remmie



Perceptron Health

Nervonik

2:00 - 2:50 PM  
INNOVATOR'S PITCH  
CHALLENGE #12  
THERAPEUTICS &  
MEDICAL DEVICES



NANOPHARMA  
SOLUTIONS

SpinaFX

LM+  
LAZZARO MEDICAL

ImmunoKite  
THERAPEUTICS

3:00 - 3:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #13  
THERAPEUTICS



infensa  
BIOSCIENCE



SEIPELGROUP  
FORMULATING INNOVATION

Oye  
THERAPEUTICS

BRAINSTORM  
THERAPEUTICS

4:00 - 4:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #14  
MEDICAL DEVICES

COOL  
SPINE™



ULTRATHERA

CARI  
Health

LIGHT LINE  
MEDICAL  
Bringing LIGHT to Catheter Disinfection

## 9:00 AM | SESSION 8 - MEDICAL DEVICES



Cardathea Inc. is developing a non-invasive system to help cardiologists implant cardiac pacemaker electrodes more quickly and accurately. A pacemaker's business end is an electrode attached to the heart's inside surface to deliver the tiny electrical signals that correct the heart's rhythm. Today, these electrodes are placed essentially blindly; 80-90% of the time, cardiologists miss the "wiring" of the heart (known as the cardiac conduction pathway) that is the ideal target for the electrode. The resulting suboptimal pacing frequently leads to irregular beats and heart failure. We are developing a system that lets the doctor see the wiring and quickly guide the electrode to it. Our system will save significant procedure time and produce improved clinical outcomes.



Convergence Medical Pty Ltd is a Brisbane based medical device company, focused on the advancing arthroscopy with design and development of the world's first arthroscopic robot (the V01 – Arthroscopic Surgical Robot). We exist to address the significant problems in arthroscopic surgery, improving the lives of the 50 million patients treated every year and the 30 thousand surgeons who perform these operations. The V01 is developed to change practice by providing ridged stability and robotic precision, power by an immersive and intuitive interface making operations simpler and more efficient. These innovations are designed to help the 70% of surgeons who perform these procedures and regularly experience significant muscular skeletal pain, the 30% of surgeons forced to retire early, the third of surgeons that state they don't feel confident with their abilities and the 40% of patients which have observable damage during an operation.



Medicsen was founded to improve quality of life with chronic diseases. We strive to deliver the latest technological advances to the medical world in order to reduce pain and uncertainty.



Aurenar is developing a non-invasive ear-mounted stimulation device to treat life-threatening and costly complications following hemorrhagic stroke. Aurenar's V-Link stimulation platform achieves precision activation of the body's natural anti-inflammatory response via a cutaneous branch of the vagus nerve located in the ear. Significant benefits in improved patient outcomes and substantial reductions in hospital costs were recently demonstrated in an NIH-funded randomized controlled clinical study. Aurenar's V-Link platform is a compact, easy-to-use, and disposable solution that addresses key challenges for numerous indications associated with intensive unit care. Aurenar is launching with a world-class team, compelling clinical data, and a solid portfolio of granted patents. Following an initial target market of hemorrhage stroke—which has the highest patient risks, hospital stays, and costs—Aurenar's V-Link platform is well-positioned for rapid expansion to additional forms of stroke, brain trauma, and general ICU applications.

## 10:00 AM | SESSION 9 - DIGITAL HEALTH & AI



Basepair is an enterprise SaaS for analysis and visualization of genomics data. We provide interactive reporting and scientific analysis pipelines, powered by a fully scale-out architecture on the cloud. Our customers are some of the best companies in biopharma, diagnostics, etc. We have the core team built out across science, software, and sales including alumni from Harvard Medical School, Illumina, etc.



Motivity develops and sells clinical data collection, reporting and analysis software to behavioral health service providers who treat children with autism and other developmental disorders. Our real-time cloud-based intervention management platform, motivity.net, is used by behavioral clinics that provide Applied Behavior Analysis (ABA), Speech & Language Pathology (SLP), Occupational Therapy (OT), Physical Therapy (PT), and related services. Our key differentiator is an innovative no-code program builder that clinicians use to construct individualized behavior programs for their patients. These programs use data-driven techniques and automated workflows to accelerate patient progress towards behavioral goals. Clinicians have created over 32,000 program templates, and are using Motivity to collect 6 million clinical observations every month. Since product launch in 2021, Motivity's customer base has doubled every 6 months, and now consists of 300 clinics serving 8000 patients. In 2023, subscription revenue was \$1.2M, and is expected to reach 2M ARR by next quarter.



Liquid State is an Australian-based company with expertise in developing communications solutions for healthcare. With over 70 projects in 10 years, Liquid State has extensive experience scoping, designing, integrating and developing sophisticated solutions within this environment. The solutions are delivered in 5 languages across 7 countries and used by private and public health organisations and government institutions to improve communications between clinicians, patients and health researchers. PEP Health is a turnkey communication platform connecting all healthcare stakeholders developed by the Liquid State as a response to the growing need for faster, more affordable and more connected communication solutions and the demand by patients for more control over managing their own health journeys and health data.



Singular Technology provides mixed reality (MR) software applications to help doctors visualize patient anatomy during operations or consultations. Singular MR platform aims to democratize medical content generation by offering the most easy-to-use system to automatically convert medical images into AAA-grade gaming experience, our technology is 20 times faster than 3D printing production and requires no technical skills to generate the holographic case file. MR-guided surgery can assist surgeons in reducing surgical errors and surgical time, the MR headset can stream first-person view to remote experts or trainees to achieve remote collaboration and training. Our latest markerless image registration can automatically superimpose a patient's digital twin on top of a real patient and achieve a more cost-effective form of surgical navigation.

# 11:00 AM | SESSION 10 - MEDICAL DEVICES



Easel #36

The only liquid medical device which forms a barrier film to prevent surgical adhesions. Backed by positive Phase 1 clinical trial safety data (N=76). ARC Medical Inc. is a privately held Canadian Corporation located in Vancouver, B.C. Founded in 2010, ARC is committed to improving quality of life for people who have undergone surgery by developing a safer and more effective therapeutic that prevents the formation of surgical adhesions. ARC's first product was launched in September 2013. The Company is developing a product for multiple potential surgical indications.



Easel #37

Prolira is a commercial stage company with a novel technology to assess the brain state of a hospitalized patient. Post operative cognitive decline and delirium are the number one surgical complication in patients over 65. These conditions are notoriously difficult to diagnose using current cognitive assessment questionnaires with studies showing over 80% of cases are not diagnosed. Prolira has developed the DeltaScan monitor which utilizes EEG to detect delta waves, which are indicative of brain dysfunction. In a 5 minute test the DeltaScan monitor uses AI to identify the signature waveform and translates the power of the waveform into a 5pt numeric scale, with a score of 3 or more indicating a positive result for acute encephalopathy. This bio-signal often precedes clinical symptoms which allows clinicians to deploy interventions before the condition worsens and is more difficult to treat. The DeltaScan has both MDR certification and recently received FDA clearance.



Easel #38

VenstraMedical is a company developing the 'Next-Generation' temporary cardiac assist device, a percutaneous catheter pump (pVAD) based on a novel, patented (7 granted patents) technology. We are extremely fortunate to be positioned in one of the most exciting MedTech spaces with AbioMed having been acquired by J&J for US\$17B. Venstra was formed by blood pump specialist Martin Cook (CEO) and serial entrepreneur Dr Suku Thambar who sold their last venture to a major MedTech strategic. With a demonstrated fast-growing market (>\$1b today), clear regulatory pathway, established reimbursement, optimally located exceptional development team in Minneapolis and strong IP makes this company a standout development company. The company has developed a low profile (9Fr) collapsible/expandable pump able to provide full cardiac support for cardiogenic shock and patients undergoing high risk interventions. Looking now to funding through initial clinical studies.



Easel #56

Livivos is a diagnostic device company, introducing the LiverScope®, a market-disruptive clinical device for liver disease diagnostics: the only option for accurate point-of-care liver fat measurement. Fatty liver disease has become widespread, affecting approximately 30% of the global population. This condition is associated with various health issues, including cardiovascular problems, diabetes, cirrhosis, and cancer. The diagnostic of fatty liver is often hindered by the limitations of available testing methods. Biopsies, while accurate, are costly and invasive. MRI, the gold standard, is both expensive and not easily accessible. LiverScope aims to provide the accuracy of MRI, everywhere, opening the door for preventive medicine and accurate treatment monitoring. This has the potential to reverse the growth of liver disease.

# 1:00 PM | SESSION 11 - MEDICAL DEVICES & DIGITAL HEALTH



Easel #14

Cerulean Scientific is a product-focused materials company, using a physics-based approach to solve some of the most intractable problems associated with implantable medical devices. Cerulean has completed three large animal studies, demonstrating the technology's ability to significantly reduce thrombosis, occlusion and biofilm formation " key reasons for implantable device failure. We are currently developing products in hemodialysis, vascular surgery, neurosurgery and urology. With decades of medical device experience on our leadership team, the company is raising a Series A round to accelerate product development and ultimately improve patient outcomes.



Easel #53

Nervonik has built a miniaturized neuromodulation implant technology that is batteryless and wireless. The implant is powered using a small wearable platform. A patient and clinician controller is developed to adjust the parameters of the modulation if needed. The company has completed its product testing, biosafety and its pre-GLP chronic animal studies. Nervonik is in the process of doing FIH and is planning to submit to FDA (510k) in Q3-Q4 2024. Nervonik's product is supported by a CPT code and a solid reimbursement.



Easel #20

With over 20 complications caused by diabetes, primary care providers cannot effectively diabetic patients in 15 minute visits. But, that's exactly what we ask them to do, resulting in worse patient outcomes and an astronomical \$270B spent on diabetic complications every year. Perceptron Health is building a platform that empowers primary care providers to manage diabetic complications. Using machine learning we assess complication risks for every patient, and monitor these complications with diagnostics and RPM. Where additional care is needed, we escalate patients to our virtual care team, which acts as an extension of primary care.



Easel #15

Remmie Health is an AI digital health startup focused on timely, accurate, and accessible ear-nose-throat diagnosis anywhere. Remmie is a NIH SEED, Plug and Play and Techstars UnitedHealthcare portfolio company, reaching into the \$40B global ENT diagnosis opportunity, for reducing the 40% misdiagnosis and diverting unnecessary in-person visits among the 120M of common cold-flu-allergy-ENT visits. Remmie AI is a deep learning diagnosis platform that can be used with every ENT examination and has demonstrated superior diagnostic accuracy, better than the current subjective standard of care. Remmie has significantly de-risked the AI roadmap with over 1000 paying customer accounts and 3 paying partners on our telehealth-enabling API. Remmie is on track to receiving a \$3M Phase 2 non-dilutive NIH SBIR grant and now raising Seed round and looking for partners to pursue commercial expansion, payer contracts, and AI launch readiness.

## 2:00 PM | SESSION 12 - THERAPEUTICS & MEDICAL DEVICES



**Easel #44**

ImmunoKite Therapeutics, formerly Akeso Therapeutics, is a preclinical stage biotechnology company developing novel allogeneic, natural killer T cell (NKT) therapies for the treatment of various cancers and autoimmune diseases. Our pipeline encompasses three assets. Our lead asset (IMK-101) is an off-the-shelf, non-genome edited chimeric antigen receptor (CAR)-modified invariant NKT (iNKT or type I NKT) cell therapy with the potential to treat T-cell leukemia, lymphoma and acute myeloid leukemia (AML). The other two assets include an unmodified native type III NKT cell therapy (IMK-102) targeting AML and a CAR-modified iNKT cell therapy (IMK 003) targeting solid tumors (IMK-103). We also intend to explore the potential of these assets in the arena of autoimmune disease in future. In addition, we have developed a proprietary iNKT cell expansion platform that allows the manufacturing of at least 100 doses of CAR-modified iNKT cells from single donor leukopak in a cost-effective manner.



**Easel #43**

Lazzaro Medical is a Boulder, Colorado-based medical device company, co-founded by the pioneering thought leader, Dr. Richard Lazzaro. Lazzaro Medical is treating a prevalent but poorly understood disease, Tracheobronchomalacia (TBM). TBM is a debilitating condition manifesting itself as chronic cough, which deprives approximately 8MM US people (significantly more outside the US) of their ability to breathe. We have developed a patented, minimally invasive, robotically-based solution as the lead product in our diagnostic and treatment platform to address this \$40BN untapped market. With \$3.5M raised and an additional \$1.5M committed from a key strategic investor, we are seeking to close the remaining \$3M of our seed round to fuel our 510K FDA submission and commercial ramp-up for a 2025 launch. We project \$380MM of cumulative revenue five years post launch on our initial product offering. Lazzaro Medical is on the cusp of opening a massive market.



**Easel #40**

Many drugs fail due to poor bioavailability. Briefly, most molecular drugs have limited solubility so higher doses are required, which result in side effects, or are simply not formulatable. Nano PharmaSolutions' proprietary technology to nano-size drugs, NanoTransformer® makes drugs more soluble, which vastly increases bioavailability. Using this technology, we are developing nasal CNS-drugs. This nose-to-brain route reduces dosing requirement and limits systemic exposure. Our first drug targets OFF episodes of Parkinson's Disease. We are currently in preclinical stage, engaging the FDA through their Emerging Technology Program to gain early feedback on our platform and clinical manufacturing plan. Our GMP production with NanoTransformer® starts in 2Q 2024. Today's fundraising supports the Phase 1 trial for this drug, planned for 4Q 2024. We are a team of experienced Pharma professionals and material scientists who are passionate about developing safe and effective nanomedicines for neurological disorders that change patients' quality of life.



**Easel #42**

SpinaFX is a medical treatment solution company providing rapid and sustained relief to patients with back pain due to contained herniated discs, using innovative, minimally invasive image-guided therapy. Our patented technology Triojection® provides Surgeons and Interventional Pain Specialists an earlier cost-effective alternative to conventional surgery, using a standard spinal needle to inject a controlled Oxygen into the affected disc, safely reducing the herniation.

## 3:00 PM | SESSION 13 - THERAPEUTICS



**Easel #48**

BrainStorm Therapeutics (BST) is a biotech startup dedicated to addressing the pressing global brain disease crisis. At BST, we are developing an innovative AI-powered human brain organoid platform to develop groundbreaking therapies for brain disorders. BST is led by an experienced team of CNS drug developers, neuroscientists, brain organoid pioneers, and data scientists. Collectively, we have advanced more than a dozen programs into the clinic for Parkinson's disease, Alzheimer's disease, schizophrenia, migraine, and chronic pain. The challenges inherent in Central Nervous System (CNS) drug discovery are formidable, marked by an incomplete understanding of the diverse nature of brain disease biology and the absence of reliable animal models that accurately predict human efficacy. To overcome these challenges, our drug discovery engine utilizes a precision medicine approach focused on human genetics, data science, clinically translatable screening endpoints, and network medicine to guide target identification, patient stratification, target modulation, and therapeutic focus.



**Easel #5**

Infensa Bioscience is pioneering therapeutic solutions for myocardial infarction and stroke, which contributes 18 million global deaths annually, with a \$550 billion economic impact in the U.S.A alone. Both heart attack and stroke share critical characteristics: they induce ischemic damage to the heart or brain by compromising blood supply to the affected tissue. There are no drugs targeting the resulting tissue damage. Infensa's drug candidates demonstrate significant efficacy in reducing tissue damage across models of heart attack, heart transplant, and stroke, whether administered before or after restoring blood flow to the brain or heart, and in various species including mice, rats, sheep, and pigs. Infensa boasts a robust management team with a proven track record in drug discovery, having successfully translated six peptide drugs into human clinical trials.



**Easel #41**

Novel formulation of caffeine injected 10 minutes before the end of a surgical procedure as the first reversal agent for general anesthesia and sedation worldwide. Eliminates emergent related adverse events, accelerates time to discharge, and improves outcomes (30 day readmissions, 90 day mortality) for at risk patient populations: elderly, obese, and persons with obstructive sleep apnea. Late stage derisked clinical and regulatory asset. Label expansion IND filed and Letter of Clearance set to be disclosed at JP Morgan Conference.



**Easel #6**

Seipel Group is an Australian research and development-focused company, specializing in improving urological health with clinically proven nutraceuticals. We are committed to destigmatizing bladder control issues and to reducing the emotional, financial and environmental burdens of incontinence and diaper usage. Our flagship ingredient, Urox, is the only phytomedicine shown in published Phase II research to be effective for men, women and children in improving bladder control symptoms including urinary incontinence, overactive bladder and bedwetting. Pharmaceutical options for these conditions are limited, with significant side effects and poor compliance. Urox is well tolerated with no observed pharmaceutical interactions and helps to restore confidence, mental wellbeing and dignity.





CARI Health is developing a wearable remote medication monitor that enables personalized dosing and adherence monitoring for the purpose of increasing medication adherence. The platform monitors medications in the interstitial fluid in real time via a novel, patent pending electrochemical sensor. The sensor can detect many medications, but CARI will prove the platform capability first with methadone, a medication used to treat opioid addiction.



CoolSpine LLC was spun out of Yale University and is developing two neuroprotective medical devices that induce localized hypothermia to mitigate injuries from spinal or cerebral ischemia. The patented devices cool the cerebrospinal fluid in either the brain or the spinal cord to levels known to be neuroprotective (32°-35° C). By using the CSF to induce hypothermia, the devices uniquely cool the targeted areas while maintaining systemic normothermia, a significant benefit that avoids the complications of systemic hypothermia. The devices are incorporated into novel ventricular or intrathecal catheters, derived from standard, widely used products for brain or spinal interventions. CoolSpine has recently been awarded a grant from NIH's Blueprint Medtech Incubator Program towards the development of our spinal cooling catheter to address spinal ischemic injury (paraplegia) resulting from repair of Aortic Aneurysm. Additionally, CoolSpine recently acquired significant assets and IP further supporting the development of the spinal cooling innovation.



Light Line Medical is solving one of the greatest causes of morbidity and high cost in medicine today - infection from invasive catheters (dialysis, urinary, ventilators and vascular). These infections are life-threatening and difficult to treat complications, particularly from antibiotic resistant microbes which are the third leading cause of death worldwide. Light Line Medical is the first to use visible light to disinfect catheters via a patented light delivery system that uniformly irradiates the internal and external surfaces of an indwelling catheter. This prevents infections long term, is safe for human tissue, does not degrade catheter materials, and has no antibiotic resistance issues. Light Line Medical has a robust patent portfolio to commercialize its visible light technology (30 issued, 19 pending, FTOs), has conclusive animal & in vitro data demonstrating the antimicrobial efficacy of its technology, and has won several awards (AMA, NASA, USPTO, etc.).



UltraThera is developing therapeutic ultrasound to restore brain function, with Alzheimer's disease as the lead indication. We are at an early clinical stage with proof-of-concept safety using our 1st generation system. Current Alzheimer's therapies are limited in efficacy because they only target a single mechanism of action. We have developed a therapy that targets toxic amyloid and toxic tau, as well as restoring memory and other brain functions. Our preclinical data shows that our approach activates the brain's natural immune response to clear amyloid and tau build-up, and restores cognitive processes by enhancing communication between brain cells. UltraThera is raising a Series A round of \$8.5M to complete development and manufacture of our 2nd generation system and to undertake a Phase I/IIa trial in mild Alzheimer's over 3 years.



## Vote for Your Favorite Technology

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

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



Burns Levinson



# amazing discoveries

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

**Shawn P. Foley**

617.345.3205  
sfoley@burnslev.com  
Co-Chair, Life Sciences

**Andrew J. Merken**

617.345.3740  
amerken@burnslev.com  
Co-Chair, Life Sciences



# 9:00 AM - 4:50 PM | RESI ENTREPRENEUR'S WORKSHOPS

Location: Commandants Room (10th Floor)

## Speakers

9:00 - 9:50 AM



**Company Valuation for Fundraising**

**Patrik Frei**, Founder & CEO, Venture Valuation AG, Switzerland

10:00 - 10:50 AM



**It All Starts with Your Story**

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

11:00 - 11:50 AM



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

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

12:00 - 12:50 PM



**Introduction to the Canadian Neurotech Cluster**

**Garth Smith, Ph.D.**, VP, Business Development and Partnerships, Ontario Brain Institute (OBI)  
**Don Vaughn PhD**, CEO, Ampa  
**Judy Blumstock**, CEO & Founder, Diamond Therapeutics  
**Eliav Shaked, MSC.**, CEO & Co-Founder, RetiSpec  
**Jonathan Balfour**, CFO / COO, Panaxium


1:00 - 1:50 PM

**HUSH BLACKWELL**  
**Pitching to Investors: What to do when your business applies advanced technology.**

**Seth Mailhot**, Partner, Hush Blackwell  
**Chris Witowski, PhD**, Co-Founder and CEO, Psilera

2:00 - 2:50 PM


**Beyond SBIRs and Traditional Venture: Key Connectors Providing Extensive Support for Early-Stage Innovators and Their Solutions**

**Michael Salgaller, PHD**, Supervisor Specialist, NIH Tech Transfer   
**Vlad Popov, PhD, MBA**, Chief Innovation Officer, Frederick National Lab for Cancer Research & Regional Director, Federal Lab Consortium  
**Alfred Slanetz, PhD**, Board Chairman, National Foundation for Cancer Research & CEO, Geneius Biotechnology  
**Beverly Lu, PhD**, Investor, Yosemite  
**Sally Allain, MBA, MSc**, Head, JLABS DC

3:00 - 3:50 PM

**TALES FROM THE ROAD**

**Biotech and MedTech Innovators on their Fundraising Journey**

**Greg Mannix**, Vice President of International Business Development, Life Science Nation   
**Patrick Berna, Ph.D.**, Founder and CEO, Kinathera  
**Christopher Jeffery**, CEO, Convergence Medical  
**James F. Lynch**, CEO, Nanopharmaceuticals  
**Li Xing, Ph.D.**, Founder & CEO, Lexbio Therapeutics  
**Stanley Kim**, Managing Director, WinSanTor Bio

4:00 - 4:50 PM



**Global Partnering Campaign Investor Landscape, GTL and CRM/GPC**

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

## 9:00 - 9:50 AM | COMPANY VALUATION FOR FUNDRAISING



Valuation is a key aspect of fundraising. An average value assumption for each company in a specific financing stage just does not do it anymore. For entrepreneurs, as for investors, it's important to understand the value drivers of a company. We are looking at the financing trends of the last years, discuss dos and don'ts when speaking with investors and look at how to value a life science company with no revenues.

### **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 in high growth industries during a collaboration with Novartis Venture Fund, which became his first client. Since then he has been involved in over 450 valuations for investors as well as biotech, Pharma and medtech companies. Patrik graduated from the Business University of St. Gallen and completed his PhD thesis ("Assessment and valuation of high growth companies") at the Swiss Federal Institute of Technology, EPFL Lausanne. Patrik was a board member and one of the original founders of Ineo, a holding company of the Swiss dental implant VC-backed firm Thommen Medical and also the Chairman of Ophthalmopharma, a Swiss based biotech ophthalmology company, where he successfully out-licensed a portfolio of 4 products. Furthermore, Patrik was member of the board of Aventron AG (AVEN:Berne) a publicly quoted cleantech company, which raised over USD 160m during his time as board member. Patrik's articles have been published in a number of scientific journals including "Nature Biotechnology", "Chimia" and other business publications ("Starting a Business in the Life Sciences: From Idea to Market" and "Building Biotechnology: Starting, Managing, and Understanding Biotechnology Companies"). He has also lectured at Seoul National University, South Korea, EPFL Lausanne, University of St. Gallen and gives regular workshops on valuation.



## 10:00 - 10:50 AM | IT ALL STARTS WITH YOUR STORY

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

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

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

Dennis is the author of *The Peddler's Prerogative* and *The Fund Manager's Marketing Manifesto*, two well-received sales and marketing books. His latest book is *The Life Science Executive's Fundraising Manifesto* which he turned into a two-week immersion class for scientist-entrepreneurs and fundraising CEO which is now offered to help launch and fund startups into the global life science arena. Dennis is working on his fourth book, *The Entrepreneur Elucidated*, that is scheduled for a 2024 release.

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

Greg Mannix is Vice President of International Business Development at Life Science Nation. After graduating from the University of California, he moved to Europe where he began a career in the life sciences and obtained a Master's degree from IE Business School in Madrid. He has extensive experience in sales and marketing management in large medical device corporations and small start-ups alike, giving Greg a well-rounded international experience in the healthcare field. He has worked extensively in Europe, North America and Latin America and he speaks English, Spanish and French. Greg relocated to Boston 6 years ago to set up the US affiliate for an early-stage Med-tech company from Spain and he immediately took to the vibrant startup community there. Working for LSN is a great way to stay involved in that exciting space.





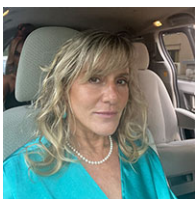
# 11:00 - 11:50 AM | NAVIGATING THE STARTUP INCUBATOR, LABORATORY, AND EQUIPMENT PROCUREMENT MARKET PLACE

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



## Barb Pearlman, Founder & President, CSP & CSL

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



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

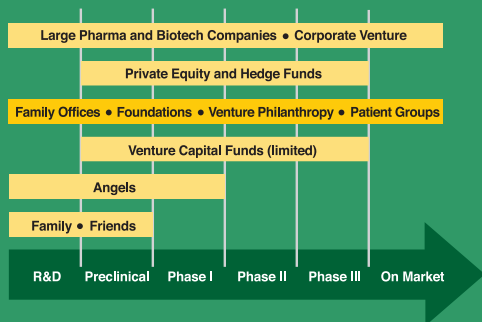
Andrew Lau brings over a decade of expertise to lab construction, having successfully built and managed a range of laboratories. His experience includes collaborating with hundreds of startups. Currently, Andrew oversees 25 labs, including both private suites and shared spaces. With a remarkable track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



## The Life Science Executive's FUNDRAISING MANIFESTO

BEST PRACTICES FOR IDENTIFYING CAPITAL IN THE BIOTECH AND MEDTECH ARENAS

by Dennis Ford



### Contributors

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

## ABOUT THE BOOK

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

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

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

## FOR MORE INFORMATION

Visit [www.FundraisingManifesto.com](http://www.FundraisingManifesto.com)

or visit the Life Science Nation table at the exhibit hall

# 12:00 - 12:50 PM | INTRODUCTION TO THE CANADIAN NEUROTECH CLUSTER

The OBI partners with research, industry and investors to co-ordinate commercialization and application of brain-related technologies. Through access to funding and support, OBI and its partners have created a track-record of success in nurturing and accelerating innovation. Here are four (4) of OBI's portfolio neurotechs:

- Don Vaughn, CEO, Ampa: Building scalable brain stimulation technology to help eradicate despair.
- Judy Blumstock, CEO, Diamond Therapeutics: Developing new and better therapies for mental health conditions by unlocking the promise of psychedelic compounds.
- Eliav Shaked, CEO, RetiSpec: At the intersection of neurotech and artificial intelligence, solving early detection of neurodegenerative diseases through a simple eye exam.
- Jonathan Balfour, CFO/COO, Panaxium: Developing Ultra-Personalized Neurostimulation Therapy for Stroke.

## **Garth Smith, Ph.D, VP, Business Development and Partnerships, Ontario Brain Institute (OBI)**

Currently, Dr. Smith is the VP, Business Development and Partnerships for the Ontario Brain Institute (OBI). His mandate is to manage the OBI's commercialization efforts and its relationships with Ontario neurotechnology companies and multinationals such as GSK, GE, Medtronic, Pfizer and Eli Lilly. Previously, Dr. Smith also was a product and business development consultant. He also worked for a product development consulting. He was also Director, Drug Development for a start-up pharmaceutical company. His work experience also includes working in the tech transfer office of the University Health Network, Canada's largest research organization. His academic career started with a B.Sc. (Hons.) degree in Neurosciences at the University of Toronto, followed by a M. Sc. in Neurophysiology, at the University of British Columbia. He completed his academic training with a Ph.D. in Physiology at the University of Cambridge where he was designated as a Cambridge Commonwealth Trust Scholar. He has presented at numerous international conferences and authored a number of articles in several peer-reviewed journals.



## **Don Vaughn PhD, CEO, Ampa**

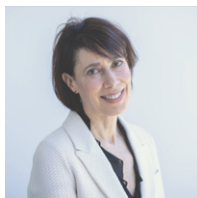


Dr. Don Vaughn is a neuroscientist and entrepreneur with extensive experience in product, neurotechnology, and evangelism. His research has been featured on ABC, ESPN, TIME magazine, and The Economist. Over a million people have viewed his TEDx talk "neurohacking: rewiring your brain". He has been an opinion leader for a range of news outlets including The Wall Street Journal and Forbes. Don completed dual degrees from Stanford — Physics and Economics — and a Ph.D. in Neuroscience from UCLA. Dr Jonathan Downar is an Associate Professor in the Department of Psychiatry and Institute of Medical Science at the University of Toronto. He holds a clinical appointment at the Centre for Addiction and Mental Health in Toronto. He holds a PhD in functional neuroimaging from the University of Toronto, trained in medicine at the University of Calgary, and completed his psychiatry residency at the University of Toronto.



## **Judy Blumstock, CEO & Founder, Diamond Therapeutics**

One of Canada's top health science executives, Ms. Blumstock has over 25 years of venture capital and private equity experience, spanning early to late-stage investments in life sciences and biotechnology. She has spent more than ten years as the executive director of corporate development at Toronto Innovation Acceleration Partners (TIAP), formerly known as MaRS Innovation. She was a partner with RBC Capital Partners life sciences fund. Ms. Blumstock was also the director of biological and pharmaceutical research at Drug Royalty Corporation (now DRI Capital Inc.), which provides financial solutions in exchange for royalties to health-related organizations worldwide. She is an advisor to the preclinical biotechnology company Bright Angel Therapeutics, and to Bitnobi, a privacy protected data sharing platform. Ms. Blumstock has an MBA in finance from Columbia Business School in New York. Her BSc in biology is from the University of Toronto.



## **Eliav Shaked, MSC., CEO & Co-Founder, RetiSpec**



ELIAV SHAKED, MSC. CEO & Co-founder, RetiSpec, a Toronto-based startup at the intersection of neurotech and artificial intelligence, solving early detection of neurodegenerative diseases through a simple eye exam. Eliav is a biomedical engineer with 10+ years of experience managing R&D projects and having led several medical products from ideation to launch. He holds a BSc and MSc in Biomedical Engineering from Tel-Aviv University. Eliav is an early-stage MedTech executive with a strong track record of building and managing early-stage initiatives and generating significant value. He is experienced in bringing novel diagnostics to the clinic, including clinical validation, regulatory strategy, reimbursement strategy, and fostering strong relationships with key opinion leaders in the neurology, AI and ophthalmology fields.



## **Jonathan Balfour CFO / COO, Panaxium PANAXIUM**

Jonathan brings over 20 years of MedTech and pharmaceutical industry experience to Panaxium, including the past dozen leading early stage startups to market. A broad range of experience as a consultant with the Boston Consulting Group and in industry, has built an analytical approach to problem solving with a focus on strategy, finance & operations.



# CALIFORNIA'S BUSINESS BANC

Banc of California is California's premier, relationship-focused, full-service business bank. Our depth of resources and financial strength allow us to adapt quickly and thoughtfully, delivering the best solutions to help our clients achieve their financial goals. As one of the strongest and most trusted banks headquartered in California, we have the resources and expertise to help your business grow and succeed.

For over 80 years, Banc of California has served small and medium-size businesses and their principals throughout California. Headquartered in the heart of Orange County, the Bank has 32 offices and 26 full-service community banking branches, extending from San Diego to Santa Barbara.

Banc of California provides entrepreneurs and growing businesses with customized financial solutions and sound advice, as well as full stack payment processing solutions through our subsidiary, Deepstack Technologies. We understand success depends on optimizing cash flow, maintaining adequate liquidity and managing risk, and have developed a comprehensive suite of products and services designed to help businesses maximize their operating efficiency.

Banc of California helps all types of businesses obtain the financing they need to keep their company moving forward. With extensive experience in manufacturing, healthcare, commercial real estate, entertainment, and nonprofit sectors, Banc of California is strategically positioned to support industries integral to California's economy. Our teams know our clients' businesses, believe in their goals and work collaboratively with our clients to achieve their goals.

At Banc of California, we take great pride in supporting organizations and activities that enhance the quality of life in the communities where our customers and employees work, live and do business. By developing meaningful partnerships with a broad array of organizations, we serve our diverse population and make a positive impact through at-risk youth programs, affordable housing, veteran services, community revitalization, financial education and workforce development. We believe our greatest strength lies in what we can accomplish together, and our employees play an active role in supporting many community programs and events.

Banc of California has established a reputation as a relationship-focused bank committed to excellence in execution and innovation. Our ability to anticipate, move quickly and consistently exceed client expectations has made Banc of California one of the most respected banking franchises in the country. Banc of California has the financial strength, industry knowledge and depth of resources to help our clients achieve their financial goals.

## TOGETHER WE WIN®

### LEARN MORE ABOUT US:

For more information about banking with us, visit [www.bancofcal.com](http://www.bancofcal.com).

For investor information, visit [www.bancofcal.com/investor](http://www.bancofcal.com/investor).



# 1:00 - 1:50 PM | PITCHING TO INVESTORS: WHAT TO DO WHEN YOUR BUSINESS APPLIES ADVANCED TECHNOLOGY.

HUSCH BLACKWELL

Working on the cutting-edge requires a special touch when communicating to investors. Our panelists will provide real-world examples of how to tailor your pitch deck to explain the impact of your new technology to potential investors, including how to effectively explain the regulatory and intellectual property challenges and benefits.



### Seth Mailhot, Partner, Hush Blackwell

Seth Mailhot is a partner with Hush Blackwell, and leads the firm's FDA group. Seth handles a broad array of matters involving FDA-regulated products and services including food, medical devices, pharmaceuticals, biotechnology, tobacco, radiation-emitting electronic products and cosmetics. Seth assists clients in premarket strategies, advises on post market compliance, handles enforcement matters and draft and negotiates corporate transactions. Seth also explores emerging markets, such as electronic nicotine delivery systems (ENDS) and industrial hemp and cannabidiol, identifying potential regulatory issues in order to guide clients in developing business and marketing strategies.

### Chris Witowski, PhD, Co-Founder and CEO, Psilera



Dr. Witowski is an accomplished chemist with 15 years of leadership experience in drug discovery and CNS product development in biopharmaceutical roles. He is a named inventor on 10+ patents and his inventions have led to benefits for patients and a successful exit in a \$1.5B start-up. He has authored many publications including the Most Read Publication in 2017 which has amassed 90,000+ views, a record for the American Chemical Society. As an early employee of AltMed (now Verano Holdings) Dr. Witowski helped build CNS botanical operations with management of product development, commercialization, and \$100+ million product manufacturing. In 2019 Dr. Witowski co-founded Psilera, a leading biotechnology company specializing in the development of next-generation psychedelics to target psychiatric, addiction, and neurodegenerative disorders. Psilera has amassed a robust pipeline of patented non-hallucinogenic derivatives with rapid, single dose effects including lead drug candidate, PSIL-006.

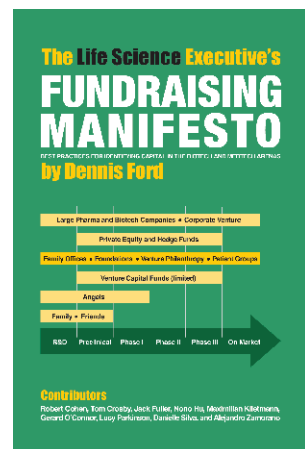


## PUBLICATIONS



## NEXT PHASE»

## TECH HUB MONTHLY



Stay up-to-date with industry insights, expert interviews, event announcements, and active investor mandates with our publications.

Visit LSN publication table at Essex Ballroom Foyer or LSN website to subscribe!

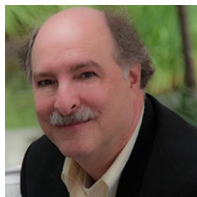


# 2:00 - 2:50 PM | BEYOND SBIRS AND TRADITIONAL VENTURE: KEY CONNECTORS PROVIDING EXTENSIVE SUPPORT FOR EARLY-STAGE INNOVATORS AND THEIR SOLUTIONS

This interactive panel will introduce attendees to some of the key Connectors in the biohealth community. Connectors, as defined by Malcolm Gladwell, are sherpa guides to numerous networks in the early-stage innovation community. They are travelers with a passport stamped by a valuable network of stakeholders who open doors and identify points of contact. They travel in many worlds of early-stage innovation, bringing participants together. This panel will provide important information to expand your horizons regarding direct and indirect support. NIH is just the tip of the value-add iceberg; learn how the >80 members of the Federal Lab Consortium bring a variety of support – financial, regulatory, manufacturing, engineering and more. Benefit from a discussion of how a wide range of entities enable and empower innovation, broaden the biomedical research enterprise and promote the application of knowledge to enhance human health. Panelists from non-profits and for-profits will share how their organizations are resources for dollars, strategic advice and sector knowledge. Learn from these experts how to leverage their capabilities across a wide swath of the product development continuum – from lead identification to proof-of-concept to clinical validation.

## **Michael Salgaller, PHD, Supervisor Specialist, NIH Tech Transfer**

Dr. Michael Salgaller leads alliance development efforts within the NIH, leveraging 30 years of business, scientific, and investment experience in various life science sectors to support technology development and commercialization. Previously, he was a VP a healthcare-focused government affairs firm, leading partnership efforts centered on civilian health. He previously served in a leadership capacity at two professional services and an oncology firm. He spent several years on the investment team of an early-stage venture capital firm. He began his career as a Senior Scientist at the NIH. He is the author of "Biotechnology Entrepreneurship," and teaches an entrepreneurship class at NIH. He has authored over 80 scientific/business articles and book chapters. Dr. Salgaller received his PhD in Pathology from The Ohio State University



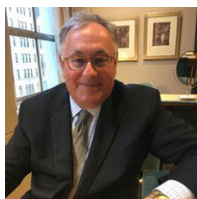
## **Vlad Popov, PhD, MBA, Chief Innovation Officer, Frederick National Lab for Cancer Research and Regional Director, Federal Lab Consortium**

As Chief Innovation Officer, Vladimir Popov, Ph.D., manages the Frederick National Laboratory's Center for Innovation and Strategic Partnerships (CISP). CISP facilitates purpose-driven innovation through partnership development, business building, and intellectual property licensing programs. His team develops and maintains relationships between the Frederick National Laboratory and academia, industry, the nonprofit research sector, National Cancer Institute, National Institute of Allergy and Infectious Diseases, and other institutes of the National Institutes of Health. These partnerships leverage shared resources and capabilities to address important scientific questions on cancer, HIV/AIDS, and emerging infectious diseases such as Ebola and Zika. CISP also handles the evaluation and organization of the national laboratory's intellectual property portfolio and engages in marketing and licensing efforts.



## **Alfred Slanetz, PhD, Board Chairman, National Foundation for Cancer Research and CEO, Geneius Biotechnology**

Dr. Alfred Slanetz has extensive experience in senior management of 5 successful biotech companies and scientific research. He is Chairman of the Board of the National Foundation for Cancer Research and concurrently Founder, CEO and Chief Scientific Officer of Geneius Biotechnology, Inc., creating SMAR-TTM T cell immunotherapies which are effective, non-toxic and affordable for all patients with cancer. He was previously CEO of Bluebird Bio, where he led the team that was the first to successfully treat children with rare genetic diseases by inserting corrected genes into their bone marrow stem cells- curing many for life. Prior to that, he was SVP, Corporate Development of Esbatech and Fovea (sold to Novartis and Sanofi, respectively) and VP, Business Development of Transgene. Dr. Slanetz received his M.S. in Biomedical Engineering from Brown University and Ph.D. in Immunology and Molecular Biology from Yale University.



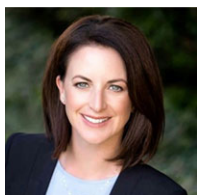
## **Beverly Lu, PhD, Investor, Yosemite**

Dr. Beverly Lu is an Investor at Yosemite, a cancer-focused venture capital fund based in San Francisco. Dr. Lu was previously Director of Strategy and Operations at Amgen, driving key decision-making process across the company's US portfolio. Prior to Amgen, she was at McKinsey and Company advising healthcare, pharmaceutical and biotech companies in the US, Europe, and Asia. Dr. Lu was trained in both chemistry and immune-oncology, having graduated from UC Berkeley before obtaining her PhD in chemistry from Caltech and doing postdoctoral research in immune-oncology at Harvard University.



## **Sally Allain, MBA, MSc, Head, JLABS DC**

As Head of JLABS @ Washington, DC, Sally sets the strategic direction and oversees all operational activities for JLABS in the greater Washington metro region. In this role, Sally is responsible for the process of evaluating and selecting a strong portfolio of innovators, and building strategic partnerships with corporate, academic, government and industry organizations that aim to strengthen the region's life sciences innovation network. Sally joined JLABS after serving as Senior Director, Strategy & Operations on the Global External Innovation team at Johnson & Johnson. Prior, Sally was with Janssen R&D, Immunology, where she managed a team in research operations and alliance management for the early discovery to early development portfolio. Sally received her MBA from the University of California Berkeley, Haas School of Business; a Master of Science Degree in Microbiology / Immunology from Virginia Tech; and a Bachelor of Science Degree in Biology from Virginia Tech. She sits on the Boards of BioHealth Innovation and Mindshare, and she is an Executive Fellow at The Economic Club of Washington, DC.



# 3:00 - 3:50 PM | TALES FROM THE ROAD

## Biotech and MedTech Innovators on their Fundraising Journey

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

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

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



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

Greg Mannix is Vice President of International Business Development at Life Science Nation. After graduating from the University of California, he moved to Europe where he began a career in the life sciences and obtained a Master's degree from IE Business School in Madrid. He has extensive experience in sales and marketing management in large medical device corporations and small start-ups alike, giving Greg a well-rounded international experience in the healthcare field. He has worked extensively in Europe, North America and Latin America and he speaks English, Spanish and French.



### **Patrick BERNA, Ph.D., Founder and CEO, Kinathera**

Patrick BERNA, Ph.D. is the Founder and CEO of Kinathera, a preclinical stage biotech developing first in class assets in immuno-fibrosis. Prior to founding Kinathera, he created and managed Balms Transplantation from 2016 to 2020, he was Chief Development Officer (2006-2015) of Trophos, a clinical stage biotech acquired by Roche Pharmaceuticals for more than 400M€ in 2015. Patrick was previously Director of R&D Projects at Boehringer Ingelheim, leading R&D development of Nintedanib and Afatinib (2003-2005), and Team Leader Projects in preclinical and early clinical development at Pfizer, Parke-Davis and Jouveinal from 1996 to 2003. Patrick wrote or co-authored more than 20 peer-reviewed publications and generated more than 15 patent applications. Patrick has been trained in management of innovative companies at IFG, France.



### **Christopher Jeffery, CEO, Convergence Medical**

Dr Chris Jeffery is a medical doctor, engineer and the CEO of Convergence Medical. Until recently Dr Jeffery was the CEO and Managing Director of the global orthopaedics company Field Orthopaedics(FO) and before that was the founder of Audeara, a now publicly listed company producing headphones which can learn how you hear and provide you with personalised sound. Dr Jeffery is a medical doctor with a special interest in minimally invasive orthopaedics, and an engineer with a strong background in robotics, software development and AI. During this time Dr Jeffery has brought to market over 2000 different devices, closed 9 rounds of investment and raised a combined grant and investment amount of over \$22 million.



### **James F. Lynch, CEO, Nanopharmaceuticals**

Dr. Lynch is a seasoned pharmaceutical executive spanning Corporate & Business Development, Drug Development, Pre-Marketing/Commercialization, Project Management and Management Consulting. Dr. Lynch began his career at Novartis with roles in R&D, New Product Management, Project Management and Medical Affairs. Afterwards, Dr. Lynch served as a Management Consultant where he directed global R&D Acceleration projects for Pfizer and Mallinckrodt Medical Imaging. Dr. Lynch then started Strategic Access, Inc., a corporate & business advisory assisting biopharma start-up companies. He then acquired and turned around a pharmaceutical recruiting & staffing firm. Afterwards, Dr. Lynch joined Rockwell Medical as VP Corporate and Business Development, and then joined a cancer startup as CEO to launch its first clinical trial in glioblastoma. Among the NewCos that Dr. Lynch helped to start, Reliant Pharmaceuticals was launched by 5 individuals with \$135 million VC investment, growing it to 1,080 employees and \$341 M net sales, and ultimately selling it to gsk for \$1.65 billion.



### **Li Xing, Ph.D., Founder & CEO, Lexbio Therapeutics**

Dr.Xing is the founder and CEO of LexBio, a company that focuses on AI accelerated drug discovery. Previously she led the computational sciences function at WuXi AppTec in Boston. Prior to joining WuXi, she was a principal investigator at Pfizer for more than fifteen years. Dr. Xing has published more than a hundred peer-reviewed journal articles and international patents. She received her Ph.D. in polymer science from University of Akron, and double bachelor's degrees in solid state physics and computer technology from Tsinghua University. LexBio's deep learning (DL) centric AI platform integrates the state-of-the-art machine learning solutions, the high-end computing environment, and the user-friendly API to provide a digital laboratory for one-stop experimentation of predictive modeling and molecular generation.



### **Stanley Kim, Managing Director, WinSanTor Bio**

Stanley Kim is a serial entrepreneur for several start-ups in the healthcare and software space. He has been fortunate to work with leaders in various fields, starting with The Salk Institute, one of the top 3 research institutes. From the Salk, he spun out two companies that were acquired by Qualcomm and Apple working with pioneers in machine learning. He is currently CEO and co-founder of WinSanTor, a pharmaceutical company developing potentially the first disease modifying treatment for peripheral neuropathy that is regenerating peripheral nerves.

# 4:00 - 4:50 AM | GLOBAL PARTNERING CAMPAIGN – INVESTOR LANDSCAPE, GTL AND CRM/GPC

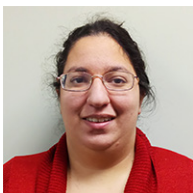


Once you are ready to embark on your fundraising campaign, how do you know whom to target? What investors are a best fit for you, how do different investors invest and partner, and how do you get in touch with them? Identifying investors, learning about the differences between investor types, accessing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

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



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



## Karen Deyo, VP of Product, Israel Business Development, Life Science Nation

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



# CDD,VAULT® Complexity Simplified

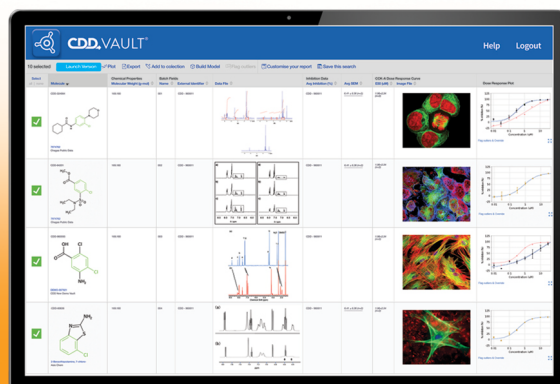
## A Single Source of Truth for Drug Informatics

### Electronic Lab Notebook

Capture experiments

### Inventory

Track compounds



### Activity & Registration

Organize data

### Visualization

Plot results

## PharmaKB™

The Pharmaceutical KnowledgeBase  
Competitive Data Updated Daily





# RESI SOUTH 2024

MARCH 25 ATLANTA, GA  
MARCH 26-27 VIRTUAL PARTNERING



Life Science Nation announces 'RESI South' in partnership with a newly formed coalition, SELifeSci, consisting of life science associations representing Alabama, Florida, Georgia, North Carolina, South Carolina, Tennessee, and Virginia. RESI South is expected to draw a crowd of over 500 bioscience and medtech entrepreneurs and 500 premier investors, family offices, and key executives worldwide.

RESI South 2024 will occur via a hybrid format, with March 25th being in-person at the Whitley Hotel in Atlanta, Georgia, and the 26th and 27th with virtual partnering only.



# RESI EUROPE 2024

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



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

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

Visit [RESIConference.com](https://RESIConference.com)  
for registration and more information.





**RESI** REDEFINING  
EARLY STAGE  
INVESTMENTS

**CONFERENCE SERIES**



Take **\$100** off with discount code **RESI100** for future RESIs.

**RESI SOUTH**  
**MARCH 25 - 27, 2024**

**RESI EUROPE**  
**JUNE 17-19, 2024**

**RESI BOSTON**  
**SEPTEMBER 25-27, 2024**

**RESI ASIA**  
**NOVEMBER, 2024**

For more information about our future events,  
visit our website [RESIConference.com](https://RESIConference.com) or contact us at [RESI@lifesciencenation.com](mailto:RESI@lifesciencenation.com).