



RESI REDEFINING
EARLY STAGE
INVESTMENTS

SEPTEMBER 26 , 2017
BOSTON, MA



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

ONSITE GUIDE



RESI BOSTON

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WELCOME TO RESI



On behalf of Life Science Nation (LSN) and our title sponsors WuXi AppTec and Johnson & Johnson Innovation JLABS, I would like to thank you for joining us at RESI Boston. LSN is very happy to welcome you all to Boston, the city where it all began, for our 14th RESI event.

We are delighted that WuXi AppTec, a leading global pharmaceutical, biotechnology and medical device open-access capability and technology platform, has joined Johnson & Johnson Innovation JLABS as a RESI Title Sponsor. What these two companies have in common is that they have deep experience in helping early stage life science companies move their products forward, and we're proud that RESI has become part of their global ecosystems.

We're excited to present the biggest RESI Innovation Challenge ever, with 40 companies competing today with a poster presentation in the exhibit hall. For the third year in a row, the RESI Boston Innovation Challenge includes a group of NIH SBIR grant recipients, sponsored by 5 different Institutes of the NIH. Inside your RESI badge you'll find RESI Cash you can use to "invest" in the most promising of these technologies. The winners will be announced at the cocktail reception tonight.

In RESI Partnering, hundreds of senior executives from investment and strategic firms will come face-to-face with early stage entrepreneurs. RESI partnering is a vehicle for compelling conversations between startups and investors in the life science space.

LSN would like to extend its thanks to the speakers participating on the RESI Investor Panels. RESI Boston includes some exciting new panel topics this year: *NIH Non-Dilutive Funding Opportunities*, *Big Data and Drug Discovery*, and *Payer & Provider Venture Funds*. RESI Boston also features the Asia-North America Workshops & Panels Track for entrepreneurs that are interested in finding a cross-border investor or strategic partner.

We hope you have a productive day packed with meetings, new connections and up to date investment knowhow. We'll look forward to seeing you again at our upcoming events in NYC in November and San Francisco in January.

Sincerely,


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



RESI AGENDA








Track 1:  **MERCK**
INVENTING FOR LIFE
Biotech
Investor Panels

Track 2:  **MEDMARC**
Treated Fairly
Device, Diagnostic,
& HCIT Investor Panels






Track 3:  **McDermott
Will & Emery**
Entrepreneur
Workshops

 **JOHNSON & JOHNSON** INNOVATION
- JLABS -
Track 5:
Partnering
Forum

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

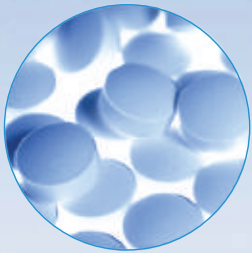
8:00 - 8:50 AM	BIOTECH ANGELS	MEDTECH ANGELS	 VENTURE VALUATION GLOBAL VALUATION SERVICES DEAL & PRODUCT VALUATIONS	MORNING EARLY STAGE PARTNERING FORUM
9:00 - 9:50 AM	BIG PHARMA	BIG DATA & DRUG DISCOVERY	 LIFE SCIENCE NATION Connecting Products, Services & Capital FUNDRAISING BOOT CAMP	
10:00 - 10:50 AM	VENTURE PHILANTHROPY	TALES FROM THE ROAD	 McDermott Will & Emery NEGOTIATING TERM SHEETS	
11:00 - 11:50 AM	 NIH National Institutes of Health NON-DILUTIVE FUNDING OPPORTUNITIES	HEALTHCARE IT INVESTORS	 LIFE SCIENCE NATION Connecting Products, Services & Capital RESEARCHING GLOBAL INVESTORS	

12:00 - 1:00 PM: Lunch Break

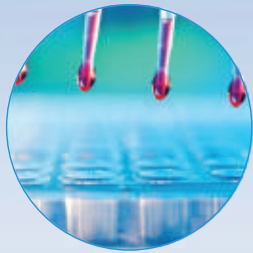
	 MERCK INVENTING FOR LIFE Track 1: Biotech Investor Panels	 CEDARS-SINAL ACCELERATOR POWERED BY TECHSTARS Track 2: Device, Diagnostic, & HCIT Investor Panels	 药明康德 WuXi AppTec Track 4: Asia-North America Workshop & Panels	 JOHNSON & JOHNSON INNOVATION - JLABS - Track 5: Partnering Forum
1:00 - 1:50 PM	 THE GLOBAL SUBSIDIARY EXPERTS Camargo PHARMACEUTICAL SERVICES EARLY STAGE THERAPEUTICS INVESTORS	MEDICAL DEVICE INVESTORS	ASIA INVESTORS LANDSCAPE	AFTERNOON EARLY STAGE PARTNERING FORUM
2:00 - 2:50 PM	BIOTECH FAMILY OFFICES	MEDTECH FAMILY OFFICES	CHINA CROSS-BORDER INVESTORS	
3:00 - 3:50 PM	CORPORATE VENTURE CAPITAL	PAYER & PROVIDER VENTURE FUNDS	CHINA STRATEGIC PARTNERS	
4:00 - 4:50 PM	ORPHAN DRUG INVESTORS	DIAGNOSTICS INVESTORS	ASIA-PACIFIC INVESTORS	

5:00 - 7:00 PM: Cocktail Reception

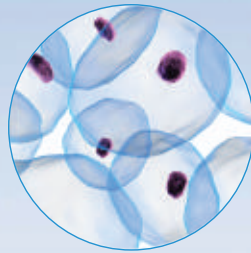
Global Platform. One Vision.



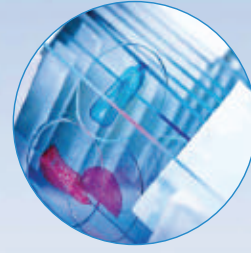
Small Molecule R&D
and Manufacturing



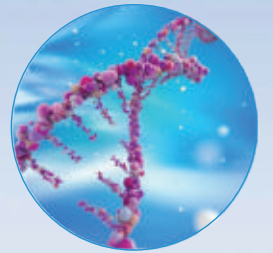
Biologics R&D and
Manufacturing



Cell Therapy
and
Gene Therapy



Medical Device
Testing



Genomics
and
Molecular Diagnostics

>14,000

employees worldwide

>3,000

collaborators around the world

27

sites and offices
worldwide

6,000,000

sq. ft. of lab and
manufacturing space





We welcome you to participate in the RESI Innovation Challenge!



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

As you explore the exhibit hall, you will encounter 40 RESI Innovators showcasing their technology via poster displays. Along with your RESI attendee badge, you will find five RESI Cash tokens that you can use to 'invest' in the most promising RESI Innovators. Take a look around this collection of cutting-edge life science technology, and leave your RESI Cash with the entrepreneurs that most inspire you. The invested capital will be tallied up and the top three winners will be awarded during the cocktail reception at the end of the day. Winners will be featured in the Life Science Nation (LSN) newsletter with readership of 20,000.

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



RESI Innovators

 HARMONUS Easel 1	 thera•target Easel 2	 saturncare Easel 3	 Easel 4	 agile SCIENCES Easel 5
 inscope Easel 6	 Circumvent Pharma Easel 7	 LXMedical Easel 8	 OTOMAGNETICS Drug Delivery to Hard-to-Reach Targets Easel 9	 epitel Easel 10
 Wellesley PHARMACEUTICALS Easel 11	 Aphios Easel 12	 ARTICULATE LABS Easel 13	 SIWA THERAPEUTICS Easel 14	 AURORA BioPharma Easel 15
 [frame]health™ Easel 16	 CELLANYX Personalized Phenotypic Solutions Easel 17	 ECSTASY Easel 18	 IMS Easel 19	 CivaTech ONCOLOGY Easel 20
 NeuroOp CNS DRUG DISCOVERY Easel 21	 ANTAYA Easel 22	 Paratus DIAGNOSTICS Easel 23	 Fairbanks Pharmaceuticals Easel 24	 Patrona Medical better outcomes . . . lower cost Easel 25
 ReveraGen BioPharma Easel 26	 RPS Right Diagnosis. Right Treatment. Right Place. [®] Easel 27	 LIFEWAVE BIOMEDICAL Easel 28	 Asana Medical Easel 29	 TMI Translatum Medicus inc Easel 30
 deton Easel 31	 ÉCRINS Therapeutics Easel 32	 BIOVINC www.biovinc.com Easel 33	 VASCULAR GENESIS Easel 34	 ALDATU BIOSCIENCES Easel 35
 CHADIS Easel 36	 TÉVOSOL TRANSPLANT TECHNOLOGIES Easel 37	 Reveal Pharmaceuticals Easel 38	 M·T·T·I Easel 39	 Afasci Easel 40



Harmonus Inc., a medical devices pre-clinical start-up, has developed an MRI-guided prostate biopsy system that offers a superior alternative to currently available techniques through sophisticated image guidance software and point-of-care fabrication. Prostate cancer is treatable, if properly diagnosed and staged. However, each year in the U.S., \$4.6 billion is spent for 1 million prostate biopsies where the physician cannot accurately target or assess suspicious lesions because he/she cannot see the tumor that needs to be sampled. Our patient-specific system is more precise, less invasive, safer, and more economical. Harmonus was founded by Harvard Medical School Professor Nobuhiko Hata and experienced entrepreneur Shogo Azemoto. Harmonus raised over \$2 million from an NIH Phase I SBIR grant plus seed investors.



TheraTarget, Inc., is a preclinical stage pharmaceutical company with a goal to become a leader in the field of innovative macromolecular therapeutics. TheraTarget has created a patented, proprietary polymer-drug conjugate platform that effectively delivers anti-cancer drugs via the blood stream to solid tumors. This technology promises unparalleled ability to improve survival of cancer patients where current chemotherapy is sub-optimal. There are 7 long-circulating highly effective therapeutic oncology candidates in preparation for clinical trials. Among them the most advanced candidate is KT-1 (backbone degradable water-soluble N-(2-hydroxypropyl)methacrylamide (HPMA) copolymer - epirubicin conjugate for intravenous injection); an Investigational New Drug Application will be filed in 2020.



Saturn Care's CDMP (the Chronic Disease Management Program) is the 1-click 'Easy Button' for primary care when it comes to managing and achieving outcomes for patients with diabetes and related chronic conditions. This clinically-proven, subscription-based technology and services solution improves efficiency and provides unique behavioral and clinical insights to primary care teams who are increasingly overwhelmed with the challenge of comprehensively managing the health and wellness of their chronic disease patients.



AuscultTech Dx is a medtech startup spun out of Children's National Medical Center, Washington DC. AuscultTech Dx has developed StethAid, a digital stethoscope and mobile application with machine learning-based murmur analysis. About a million children see a pediatric cardiologist for innocent heart murmur per year in the US alone. StethAid empowers primary care pediatricians to analyze murmurs accurately using their smartphone at the point of care eliminating the need for unnecessary pediatric cardiologist referrals. Fewer referrals mean healthcare cost savings for insurers and less anxiety for families. The total US addressable market of the US is estimated to be at \$240 Million annually.



Agile Sciences, Inc. is a biopharmaceutical company based in Raleigh, North Carolina pioneering a unique and entirely new mechanistic approach for the treatment of antibiotic resistant, life-threatening infections. Antibiotic resistance is one the three greatest health care challenges according to the World Health Organization. The global antibiotics market was \$39.6 billion in 2013. Agile Sciences core technology consists of a new class of 2-Aminoimidazole (2-AI) small molecules that inhibit bacterial resistance mechanisms through a novel mode of action. Agile Sciences' 2-AI compounds have the potential to revitalize the antibiotic market by restoring the activity of older antibiotics against multi-drug resistant (MDR) bacterial pathogens, reducing the dose of current antibiotics, mitigating antibiotic resistance and dispersing bacterial communities, known as biofilms.



Inscope Medical is a medtech company focused on developing disposable, connected devices. Our first device, the Inscope Laryngoscope, optimizes intubation, improving this high-risk procedure's efficiency, speed and safety --- saving lives and lowering costs to providers. The problem with intubation is that it requires more than two hands. "Juggling" between direct and video laryngoscopes and "toggling" between the suction and breathing tubes causes delays and life-threatening complications due to unpredictable airway fluid obstructions. The Inscope integrates suction into a disposable laryngoscope. It is suitable for both direct and video techniques and operated entirely by the left-hand, freeing up the right-hand to pass the breathing tube. The Inscope wirelessly transmits video to a tablet, allowing a better view of the airway.



Circumvent Pharmaceuticals is developing small molecule substrate reduction therapies for CLN1 Batten Disease, a rare neurological disease caused by a mutation to a lysosomal enzyme. CLN1 Batten is a debilitating and life-threatening disease for which there is no available therapeutic. Circumvent's lead compound effectively provides the same biochemical output as the missing enzyme (substrate reduction and clearance from cell) while, as a small molecule, achieving effective distribution throughout brain tissue, a key challenge of enzyme replacement therapy. Circumvent has demonstrated proof-of-concept in in vitro and in vivo efficacy studies, with improvements in brain weight, motor coordination, lysosomal deposits (GRODs), and life extension observed in the CLN1 mouse model.



LX Medical is a Massachusetts based company developing imaging probes and image-guided devices that will be used by interventional pulmonologists and thoracic surgeons to guide several diagnostic and therapeutic interventions in the lung. The primary focus of LX Medical's products is diagnosis of lung cancer and guidance of lung cancer treatments. These products can also guide decision making and therapy for non-cancerous lung diseases including lung transplant rejection and severe asthma. The Company addresses a worldwide market opportunity exceeding \$800M. LX Medical's products are based on recent innovations in Optical Coherence Tomography exclusively licensed from the Massachusetts General Hospital and British Columbia Cancer Agency. The Company has been awarded over \$2M in NIH funding.



Otomagnetics is developing and commercializing a magnetic injection delivery system that can safely, effectively, and non-invasively deliver therapy to targets in the body that are currently not effectively reached by the standards-of-care, or that otherwise require surgery to reach. Company's technology can deliver drugs, proteins, or genes to ear, eye, and skin targets.



Epitel's passion is developing wireless, long-term signal recording for the epilepsy market. Epitel's clinical wearable device, Epilog, utilizes our core technology to connect a patient and their physician to provide accurate records of their seizures, where they need it, when they need it, at an affordable cost. Epilog is a small connected health wearable EEG device for accurately counting seizures in people with epilepsy. Epilog's patented technology records EEG. EEG (measuring brain waves) is the standard of care for identifying seizures. To date, we've successfully commercialized and currently manufacture the Epoch System for pre-clinical EEG signal monitoring in animal models and are translating our established technology to the wearable device market. We have built a diversely-talented team with expertise in signal processing, medical devices, electronics, product development, regulatory affairs, and software. Epitel brings over a decade of pre-clinical Epilepsy wireless EEG research solutions to the epilepsy community... and now the clinical market. We are 100% grant funded and are seeking a seed investment round in 2018.



Nocturia, the frequent need to urinate at night, afflicts 2.3B people, causing insomnia, fatigue, depression, and lower quality of life. It leads to higher rates of heart disease, stroke, brain damage, and deadly falls, killing thousands daily. Wellesley's Phase 2 trial ended 9/8/17. Results will be unblinded 10/2, but 50% of patients reported >25% nocturia reduction and 27% reported 40-96% benefits, with no side effects. 25% took placebo and 25% reported results averaging 0%. OAB drugs offer 10-15% benefits, bad side effects, and sell \$2B/year! Licensing dozens of worldwide patents to big pharma comes next. We expect \$10M upfront and 15% of revenue, while they take over all future costs, before launching our drug worldwide. Net margins should approach 95%.



Aphios® Corporation (www.aphios.com), a clinical-stage biotechnology company, has developed green enabling technology platforms for improving drug discovery, drug manufacturing, nanotechnology drug delivery and pathogenic drug safety. Aphios® Corporation utilizes these platforms with collaborators and subsidiaries such as Aphios® Pharma LLC to develop enhanced natural therapeutics for health maintenance and disease prevention, the treatment of cancers and supportive care for nausea and vomiting, infectious diseases such as HIV latency, and CNS disorders such as Alzheimer's disease in an environmentally sustainable manner. Aphios® Pharma LLC is dedicated to the delivery, development and commercialization of cannabis-based drugs for CNS disorders such as opioid addiction and pain, epilepsy including childhood epilepsy and multiple sclerosis that are only partially and anecdotally addressed by medical marijuana.



Articulate Labs is an Austin, TX-based corporation that develops intelligent medical technology that restores mobility and improves rehabilitation through augmented activity. Articulate Labs' first product is KneeStim, which stimulates quadriceps muscle activation in time with gait and muscle loading instances in order to re-strengthen and re-educate quadriceps muscles. This technology was borne of need for joint rehabilitation assistance needed after a co-founder's motorcycle accident and related lower-limb amputation. Our goal is to implement this technology not only for the millions who need knee rehabilitation assistance, but for all joints and musculoskeletal conditions that could benefit from mobile, automated physical therapy.



SIWA Therapeutics, Inc. is a pre-clinical stage company with: A first-in-class humanized monoclonal antibody, SIWA 318H, for removing senescent cells ("SCs"); Results showing in vitro binding to human SCs from various tissues; Results showing removal of SCs in vivo (rodent models); and A patent portfolio covering removal of SCs and multiple indications (granted patents worldwide and pending applications covering additional countries and additional indications). We have commenced toxicology and pharmacokinetics studies to support an IND application for our first indication and have requested FDA guidance for such studies. GMP production is being coordinated with a Phase 1 trial. As SCs are implicated in numerous diseases and we can adjust formulation and administration, SIWA has a robust pipeline of indications.



Aurora Biopharma is a privately held company focused on leading in the development of Adoptive Cell & Gene therapy for the treatment of cancer. The company is developing an advanced Phase 2b pipeline for Chimeric Antigen Receptor (CAR) T therapy in solid tumors. In a completed Phase I/IIa trial of 16 Glioblastoma patients, its bispecific HER-2/CMV targeted CAR T agent (AU105) showed safety, tumor killing efficacy, and double the median historic overall survival, with long-term survivors. Aurora is planning to conduct under Fast Track Review a multi-site actionable Pivotal Registration trial in Glioblastoma with its bispecific CAR T-Cell Therapy AU-105. In two completed Phase I/IIa trials of 19 and 6 (lymphodepleted) Sarcoma patients, its HER-2 targeted CAR T agent (AU101) showed safety, strong tumor killing efficacy, and a Complete Response. Aurora is planning to conduct under Fast Track Review a multi-site actionable Pivotal Registration trial in Sarcoma with its CAR T-Cell Therapy AU-101. The Company is seeking to complete a private capital raise, and go public in early 2018.



It costs the US healthcare system over \$900 billion a year for patients who don't follow their treatment plans. For doctors and hospitals whose patients don't follow their regular treatment plans, Frame Health's surveys the patient on a phone, iPad or computer and converts that data into clinical insights which include: a personalized version of their treatment plan based on the patient's own personality characteristics, a communication guide and targeted messaging – all of which improve patient health, increase adherence and lower costs. Frame Health's big data platform leverages the world's largest personality database, was started in the Department of Psychology at Johns Hopkins University and has been the subject of hundreds of validation studies.



Cellanix is developing a proprietary living cell phenotypic cancer patient stratification platform to aid clinical decision making in cancer patients. The company's unique 'biopsy-on-a-chip' provides quantitative and actionable, predictive clinical scores of tumor aggressiveness, metastatic potential and adverse pathology based on multiple dynamic and static phenotypic biomarkers from live tumors with single-cell resolution. Cellanix has demonstrated clinical validation in its lead indication in prostate cancer to accelerate precision drug development and patient risk stratification for prostate cancer.



Ecstasy LLC is a biotech company developing novel opioid receptor modulators for the treatment of pain, depression, and migraine. The company was formed by industry experts with business management and drug R&D experiences in the areas of neurological disorders. Our strategy and approach focus on two fundamental drug discovery goals - efficacy and safety. By designing a novel opioid receptor ligand library and screening these ligands in animal disease models, we have discovered novel, potential best-in-class, more effective and safer preclinical compounds than morphine or current late stage clinical compounds for the treatment of pain. We are also applying our technology for the discovery of potential first-in-class drugs for the treatment of depression and migraine.



Integrated Medical Sensors Inc. is focused to make continuous glucose monitoring hassle free and affordable for every diabetes patient. Our product is based upon an innovative technology developed and patented at Caltech, funded by NSF and NIH for commercialization, and endorsed by T1D Exchange through its first place in 2016 'Diabetes Innovation Challenge'. IMS has developed world's first fully-integrated, miniaturized (smaller than 1/3rd of a rice grain), completely wireless glucose sensor with 10x lower projected cost and 20x longer expected lifetime compared to existing CGM systems. IMS has gathered a multidisciplinary team consisting of engineers, industry leaders, serial entrepreneur, and experts in embedded systems and mechanical design. We have performed extensive in-vitro and in-vivo validation of the system.



CivaTech Oncology® Inc. is a medical device company dedicated to providing localized precision radiotherapy "without the beam". The Company has developed highly targeted, customized implantable, one-time radiation therapy devices for many cancers including prostate, pancreatic, breast and lung. Both FDA 510(K) approved, CivaString® and CivaSheet®, can substantially reduce procedure time, provide homogeneous dose distribution and minimize exposure to healthy tissues. Customizable, polymer based CivaTech products insure that radiation/surgical oncologists can deliver individualized, targeted therapy to treat surgical margins and solid tumors. Localized cancer recurrence represents an unmet need for patients who have already received a full course of radiation therapy.



NeurOp is a biotech company whose present focus is the clinical development of medicines to treat severe pain, the sequelae of brain ischemia and other brain disorders. Our platform technology targets a specific subset of NMDA receptors. NeurOp has completed preclinical development of a pH-activated antagonist and clinical trials are to start in early 2018. An IND was opened in 2016. The compound under development has been designed to be most active in the context of conditions consistent with metabolic insult to brain tissue and over-activity of the neurotransmitter glutamate. These conditions have been observed as drivers of ischemia related neuronal cell death, pain and other conditions. The lead molecule, NP10679, has excellent oral and IV bioavailability as indicated by preclinical studies. Our business plan emphasizes continued partnerships in the development of our platform technology. NeurOp has a commercial license agreement with BMS who is developing an IV compound for depression. NeurOp will continue to use various NIH and foundation grants, as well as translational medicine awards to advance our scientific objectives.



Antaya Science & Technology, (AS&T) was founded in October 2012, by Dr. Timothy Antaya, a world-renowned accelerator physicist. AS&T designs state-of-the-art superconducting cyclotrons for use in medical fields including PET imaging isotope production and proton therapy. AS&T technically advanced designs result in lower costs and smaller footprint, allowing wider distribution for the best patient outcomes. Now patients world-wide will benefit from state of the art imaging and radiation therapies; including patients that currently do not have access to PET Scan Imaging and Proton Therapy Treatment due to the cost and limits of the current technologies employed. Our current aim is to replace x-ray based radiation systems with Antaya superior proton systems, to improve the lives of cancer patients everywhere.



Paratus Diagnostics is developing point-of-care diagnostic solutions to make healthcare more accessible and affordable than ever before. Our mission is to provide a small, low-cost, FDA cleared diagnostic solution that can rapidly and accurately diagnose patients with the common causes of respiratory illness. Our test looks at multiple potential pathogens simultaneously, with results provided in a simple YES/NO format; no further laboratory analysis or interpretation required. Paratus PreparedNow® tests will inform clinical decision-making during the patient visit, so we resolve the problems associated with delays waiting on lab results, thereby lowering total costs to patients and payors, improving health outcomes, reducing the over-prescription of antibiotics, and ensuring the right medication is prescribed the first time.



Fairbanks Pharmaceuticals is developing a novel treatment for type 1 and type 2 diabetes that addresses the underlying cause of the disease rather than the current focus on treating symptoms or secondary complications. Approximately 30 million Americans suffer from diabetes, a disease caused by inadequate control of blood glucose. Fairbank's therapy targets a pathway that influences the repair and regeneration of the insulin-producing beta cells that are lost in diabetes. Successful development of this therapy will lead to reduction or elimination of the patients' need for daily insulin injections, currently a \$6.6 billion market for type 2 patients. This therapy could potentially lead to reduction or elimination of the disease, which currently involves health care spending exceeding \$175 billion/year.



Patrona Medical, Inc. is a medical device company focused on the field of Urology. Most specifically the prevention of Catheter Associated Urinary Tract Infections, (CAUTI). Patrona Medical's "Foley Garde" comes in two configurations, wireless and a non-wireless model. The Foley Garde monitors the patient's urine stream, as urine flows from the patient's bladder via a Foley catheter urine saturates a disposable urine filter designed to change color if nitrite and leukocytes are detected in the urine. Our high-resolution sensor calculates a numeric value for this color frequency and compared to a database. The Foley Garde transmits alerts and messages to staff over a cellular network or directly to the bedside screen, allowing time for intervention before bacteria reach infectious levels.



Anti-inflammatory steroidal drugs are among the top three prescribed drugs, with 90M prescriptions per year in the US alone. While highly effective front-line anti-inflammatories, side effects include bone fragility, weight gain (Cushingoid appearance), insulin resistance, cataracts, mood changes, and many others. Side effects detract from patient quality of life, particularly in children, where stunting of growth and delay of puberty add to burden. ReveraGen has created a dissociative steroid, vamorolone, through chemical modification of the corticosteroid structures. Vamorolone has shown loss of most or all side effects in Phase 1 human studies and animal studies, with retention of anti-inflammatory efficacy in multiple animal models of chronic inflammatory disease. Phase 2a studies in 48 young muscular dystrophy children are underway, with pivotal Phase 2b studies to begin in Q3 2017.



RPS DIAGNOSTICS is developing FebriDx® for launch outside the USA in 2018. FebriDx is the first and only rapid, in-office test that uses a fingerstick blood sample to help differentiate viral from bacterial acute febrile respiratory infection. The FebriDx® test can be used to help triage infectious patients at the point of care, providing clinicians with a clear path to diagnosis and treatment, leading to more efficacious healthcare decisions. Test results are available in 15 minutes, allowing for an effective treatment plan to be established during the patient's initial office visit.



LifeWave Biomedical is developing the CardioConnect® sensor and analytics system, that improves the management of patients diagnosed with congestive heart failure (CHF) in hospital, ambulatory, and home settings. The solution consists of a small non-invasive sensor that will deliver accurate and absolute measurement of lung fluids and cardiorespiratory parameters with a brief daily assessment. The CardioConnect data is uploaded to an iOS/Android app and integrated with the patient's drug regimen and other measured physiologic parameters to provide hospitalization decision support and to enhance patient self-management. The clinical and economic benefits of the CardioConnect system are the improvement of patient quality-of-life and the reduction of health care cost associated with initial hospital admissions and re-admissions. The CardioConnect sensor utilizes very low energy microwave RF pulse radar technology to assess tissue motion and dielectric differences for fluids assessment.



Asana Medical, Inc. is a regenerative medicine company developing an Extra-Cellular Matrix Hydrogel ("ECMH") for a drug-free, non-surgical therapy for the treatment of Ulcerative Colitis ("UC"). ECMH's tissue-engineered therapy adheres to ulcerated mucosal surfaces, providing protection and creating an environment where the body can heal the tissue, delivering symptom relief with a known safety profile. With its regenerative properties, ECMH will be well-positioned to compete in a multi-billion-dollar UC market dominated by biologics & drug therapies whose focus is to provide symptom relief through immune suppression, frequently accompanied by significant side effects. Importantly, 20-30% of patients gain no remedy from any existing drugs, and have no alternative except colon removal surgery. With its experienced management team, strong patent protection, world-class advisors and compelling preclinical data, Asana is poised to deliver true relief for UC sufferers worldwide. For more information, visit www.asanamedical.com.



Translatum Medicus inc (TMI) is a preclinical drug development company that uniquely targets macrophage modulation for the treatment of blinding eye disease, first focusing on "dry" Age Related Macular Degeneration. AMD is a leading cause of irreversible blindness and there are no treatments. Our patented lead drug candidate, TMI-018, is a first-in-class transcriptional modulator that is dose-dependently efficacious in preclinical testing, suitable for extended release, safe in early ocular studies and is anticipated to be effective as mono- or combination therapy.



Deton is pioneering solutions for the management of lung health through the rapid, reliable and cost-effective diagnosis of lower respiratory disease. Deton's Cough Collector platform enables the capture, isolation, and analysis of a biological sample originating in the lungs and expelled as an aerosol through cough. We are structuring patient-to-result solutions around our platform technology to target multiple indications. We built a team with the appropriate clinical, scientific and commercial experience that address our needs. Specifically, our team has raised \$2M in seed and government financing, developed prototypes, obtained clinical data, and established the partnerships necessary for market entry.



Ecrins Therapeutics is a privately held biotech company, headquartered in Grenoble, France. Our mission is to apply our discovery platform and development experience to unlock new classes of innovative therapeutics in the field of oncology. Our main drug candidate ET-D5 is the first-in-class inhibitor of protein phosphatase I (PP1), previously unexplored in oncology target with great potential. We develop ET-D5 for human and veterinary oncology applications: ET-D5 is already being tested in the canine oncology clinical trial. First-in-human clinical trial is scheduled for the end of 2017. Our other R&D programs are in the discovery phase. Ecrins Therapeutics is looking for financial partners to bring our exciting research programs to the clinical proof of concept.



BioVinc has leveraged a bisphosphonate bone targeting platform technology to identify therapeutic and diagnostic leads for several unmet medical needs. In vivo proof of concept data and a significant proprietary position has been established in each of these opportunities for development. The company now seeks Series A Investment to develop one of these promising leads through to clinical evaluation. Our current focus is a bone-targeting antibacterial drug product for bone infections and dental applications. We have also developed a pipeline of IP and future development products from our platform technology, including preventive therapy for osteonecrosis of the jaw, a superior PET scan technology for the replacement of ^{99m}Tc bone imaging, and targeted therapeutics for other bone diseases including multiple myeloma, etc.



Vascular Genesis is a medical device company laying the foundation for vascular conduit replacement with its line of cell-free, synthetic scaffold products. With self-healing capabilities that lower the risk of rejection, infection, and stenosis, Vascular Genesis is eliminating the need for tissue donation, immune suppressants and the risk of organ rejection. The vascular graft is composed of nanofibers that replicate the extracellular matrix, thus encouraging cell adhesion and proliferation. The material composition and processing allow the graft to degrade by natural metabolic processes and be fully replaced with natural tissue.



Aldatu Biosciences is a Boston-based biotechnology company developing innovative diagnostic solutions for high need infectious disease indications. Our proprietary genotyping platform, PANDAA, uniquely enables qPCR - a gold-standard molecular diagnostic technology - for new clinical applications like HIV drug resistance testing. Aldatu's PANDAA qDx product line offers the first scalable HIVDR testing solutions for emerging markets, with a compelling cost-savings value proposition for high burden HIV programs. Beyond HIV, PANDAA qDx products can address pain points in diagnostic development for a number of high need infectious disease indications (e.g. hepatitis B/C, drug-resistant TB, Zika, influenza). www.aldatubio.com



CHADIS (CHADIS.com) is a unique clinical process support system facilitating all key aspects of patient care including: pre-visit online screening with the practice's selection from >400 tools for health, emotional, developmental and behavioral screening; moment of care decision support including some graphic displays and Motivational Interviewing guides; and post-visit patient engagement with individual webpages for each child automatically populated with educational handouts and local and national resources based on questionnaire results or clinician selection or by patient search. CHADIS provides patient-generated data to assist with documentation of guideline-based care for National Heart Lung and Blood care for asthma, Bright Futures, AAP care for ADHD, Patient Centered Medical Home and Part-4 Maintenance of Certification credit.



Tevosol is developing the Ex-Vivo Organ Support System (EVOSS™) with the goal of increasing the number of organs available for transplantation. EVOSS™ is a portable warm perfusion device which "builds the body around the organ" to achieve better recovery of organs, better resuscitation of dysfunctional organs, and longer preservation of function with the opportunity for ex-vivo treatment and evaluation. The system consists of a common hardware platform with organ-specific single-use disposable cassettes for lungs, hearts, livers and kidneys.



Reveal is a preclinical stage company addressing the need for a safer, gadolinium-free MRI contrast agent. Current MRI contrast agents contain gadolinium, a toxic rare earth element. Gadolinium based contrast agents (GBCAs) trigger devastating nephrogenic systemic fibrosis (NSF) in renally impaired patients, and cause irreversible cumulative brain deposition of gadolinium in all patients. These safety issues compelled an FDA boxed warning on all GBCAs and EMA suspension of four out of seven general purpose GBCAs. There are no alternatives. GBCAs are most risky for renally impaired patients, pediatric patients, and patients who require repeat contrast MRI scans, including MS patients, oncology patients, and others with chronic disease. Over 30 million patients per year require contrast MRI, resulting in accompanying gadolinium exposure. Several million more very sick patients must be denied crucial diagnostic imaging due to the risks of GBCAs. Reveal is meeting the critical clinical need for safer MRI contrast.



Molecular Targeting Technologies, Inc.'s (MTTI) TDURA is an imaging agent with a unique mechanism to "see" cell death. It is fast, sensitive and enables actionable tracking of cell damage, reducing toxicity, improving survival and minimizing healthcare costs. MTTI has demonstrated proof of efficacy in cardiotoxicity and oncology models. TDURA detected chemotherapy related cardiac dysfunction prior to existing technologies, detected tumor response to therapy as early as 1 day and distinguished responders from non-responders. TDURA is ready for clinical development. Phase II approval for the first indication is projected in 2022. Exit prior to phase III should deliver ≥\$100 million value. MTTI has an experienced team, a strong IP and an innovative platform with multiple indications targeted to several unmet medical needs.



AfaSci, Inc., a San Francisco biotech have discovered two IND-candidates with several backup compounds for treatment of neuropathic pain and inflammatory pain, and established a pipeline for treatment of neurodegenerative disorders, such as Alzheimer's disease. Both analgesic candidates are non-opioid and non-NSAID new classes of molecules. One candidate is a new chemical entity possessing a novel dual mechanism of action on inhibition of the Cav3.2 channel and soluble epoxide hydrolase, and produces strong analgesia in multiple neuropathic and inflammatory pain models in rats with favorable oral bioavailability. Another candidate is a small anti-CGRP peptide produces peripheral analgesia in a variety of neurogenic inflammatory pain models in rodents via a local application. We now seek investment and partnering for clinical development.

Exhibiting Companies



Table 1



Table 2



Table 3



Table 4



Table 5



Table 6



Table 7



Table 8



Table 9



Table 10



Table 11



Table 12



Table 13



Table 14



Table 15



Table 16



Table 17



Table 18



Table 19



Table 20



Table 21



Table 22



Table 23



Table 24



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



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



Johnson & Johnson Innovation, JLABS (JLABS) is a global network of open innovation ecosystems, enabling and empowering innovators to create and accelerate the delivery of life-saving, life-enhancing health and wellness solutions to patients around the world. JLABS achieves this by providing the optimal environment for emerging companies to catalyze growth and optimize their research and development by opening them to vital industry connections, delivering entrepreneurial programs and providing a capital-efficient, flexible platform where they can transform the scientific discoveries of today into the breakthrough healthcare solutions of tomorrow – all in a no-strings-attached model. The JLABS network includes eight facilities, located in San Diego the Bay Area, Boston & Lowell, MA, Houston, Toronto including a new location, New York City, launching in 2018.



Wolf & Company understands that Pharmaceutical and Life Sciences companies must stay focused on finding solutions that will positively affect lives. Through our proactive guidance, we help Pharmaceutical and Life Sciences companies enhance engagement with investors and shareholders by solving accounting, tax and financial reporting problems, and allowing you to focus on delivering life-saving innovations. At Wolf, a Boston-based CPA firm, you receive significant owner-level involvement which ensures that you get the answers to critical accounting, tax and financial reporting issues in real-time as you consider various business strategies. Our industry professionals and their deep expertise will ensure that you get the practical business, operational and financial advice you need to drive your business forward.



Big3Bio provides complete coverage of news, events, jobs and more in the life science industry's "Big 3" hubs – Boston, the San Francisco Bay Area and San Diego. This is provided via our daily newsletters (Big3Bio:Boston, Big3Bio:San Diego, and Big3Bio:SFBay), each newsletter's website, our social media channels and our media partners. Our mission is to keep you up to date with the latest industry information in each region by researching thousands of sources every day, and sharing that comprehensive coverage to you and other subscribers and supporters.



Since 1999, Solium (TSX: SUM) has been helping companies decomplexify their equity compensation plans. Our software, Shareworks™, brings all the key elements of equity compensation administration together in one powerful cloud-based platform. Now you can collaborate, share, comply, trade, model, support decisions, create reports and control your plan more simply, securely and brilliantly. Solium has offices in North America, UK & EMEA, and Asia Pacific.



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



HIREtech, is a technology focused human capital management solution and tax incentive firm helping companies capturing valuable tax credits. Exclusive technology enables companies to access real time data needed to make important decisions. HIREtech's solutions include hiring tax incentives, research and development tax incentive and other specialized tax incentive programs for companies of all sizes including startups. Bridging the gap between human resources and financial executives, HIREtech delivers innovation technology and award winning customer service.



EmstoPA Ltd are developing a humanised antibody fragment (EmstoPA) for treatment of severe bleeding in patients receiving the clot buster tPA (Activase®). tPA is used to treat myocardial infarction, pulmonary emboli and acute ischemic stroke, where the rates of subsequent intracranial hemorrhage approach 5-7%. EmstoPA is a first in class biotechnology product which addresses an area of high unmet medical need, as there is no approved inhibitor for tPA. EmstoPA will meet the criteria for accelerated drug approval as well as Orphan Drug status Launch of a single IV dose form of EmstoPA is anticipated in 2023, with peak sales of \$400m or more, expected. This project is seeking \$4M in syndication funding to support an initial investment of \$1.5M.



Camargo has established an unrivaled track record of drug development utilizing the 505(b)(2) pathway and the global equivalent processes. Experts at Camargo have participated in more than 1100 Agency meetings, resulting in over 200 drug approvals. The Company has more than 30 PhDs with expertise in drug development, including comprehensive in-house specializations of pharmacokinetics; toxicology; and Chemistry, Manufacturing, and Controls (CMC), and offices in Durham, NC, and Cincinnati, OH. To learn more about Camargo Pharmaceutical Services, please visit <http://camargopharma.com>.



WuXi AppTec is a leading global pharmaceutical, biopharmaceutical, and medical device open-access capability and technology platform company with global operations. As an innovation-driven and customer-focused company, WuXi AppTec provides a broad and integrated portfolio of services to help our worldwide customers and partners shorten the discovery and development time and lower the cost of drug and medical device R&D through cost-effective and efficient solutions. With its industry-leading capabilities such as small molecule R&D and manufacturing, cell therapy and gene therapy R&D and manufacturing, and medical device testing, WuXi platform is enabling nearly 3,000 innovative collaborators from more than 30 countries to bring innovative healthcare products to patients, and to fulfill WuXi's dream that "every drug can be made and every disease can be treated." Please visit <http://www.wuxiapptec.com>



WuXi NextCODE is a fully integrated contract genomics organization (CGO) building the global standard platform for genomic data. With offices in Shanghai; Kendall Square in Cambridge, Massachusetts; and Reykjavik, Iceland, we serve the leading population genomics, precision medicine, diagnostics and wellness initiatives and enterprises using the genome to improve health around the world. Our capabilities span study design, sequencing, secondary analysis, storage, interpretation, scalable analytics, and AI and deep learning – all backed by the most proven and widely used technology for organizing, mining and sharing genome sequence data. We are also applying the same capabilities to advance a growing range of sequence-based tests and scans in China. WuXi NextCODE is a WuXi Group company. Visit us on the web at wuxinextcode.com



WuXi Biologics is the only open-access biologics technology platform in the world offering end-to-end solutions to empower organizations to discover, develop and manufacture biologics from concept to commercial manufacturing. Our company history and achievements demonstrate our commitment to providing a truly ONE-stop service offering and value proposition to our global clients. For more information on WuXi Biologics, please visit: <http://www.wuxibiologics.com>



LabNetwork, a WuXi AppTec company, is a global eCommerce platform connecting suppliers and buyers for research products. Backed by WuXi AppTec's expertise in R&D, sourcing, quality control, warehousing and logistics, LabNetwork brings trusted, novel, and high-quality compounds from WuXi's global network of qualified providers to the chemistry and research communities worldwide. We enable scientists anywhere in the world to leverage the LabNetwork platform to conduct their research more efficiently and cost effectively. For researchers and chemists, LabNetwork provides sophisticated web and mobile tools that allow customers to use keyword/chemical structure/list search with intelligent ranking to get the best result.



At Triode, we are an amazing team of strategists, designers and engineers specialized in creating breakthrough products and services. Our goal: Help you find your growth vector and capture value. We work with you closely to help define product strategy, with an emphasis on reducing the risks associated with innovating in sophisticated and often regulated patient-oriented environments.



Burns & Levinson has been delivering high-level, service-focused, results-oriented legal solutions to regional, national, and international clients since 1960. Based in Boston, and with regional offices throughout Massachusetts and Rhode Island, our team of more than 125 attorneys maintains decades of collective experience in providing various legal services, including guiding life sciences companies to success at all phases of the business 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. We take a holistic approach to every matter we undertake, with a singular focus on the goal of adding value for our clients at every turn.



Innovive is the pioneer of Disposable Caging and Disposable IVC Systems for research rodents. Our system allows biotech, pharmaceutical, academic and government facilities a fast, efficient and cost effective path to conducting in-house animal research without traditional cage washing procedures. We work with institutions and startups worldwide to ensure pre-clinical research goals can be accomplished on-site with the highest level of biosecurity, unprecedented flexibility and maximum efficiency. Learn more about Innovive and our Disposable IVC Rodent Caging System by visiting us online at www.innovive.com.



McDermott Will & Emery is a premier international law firm with a diversified business practice. Established in 1934 as a tax practice in Chicago, Illinois, we have offices in Boston, Brussels, Chicago, Dallas, Düsseldorf, Frankfurt, Houston, London, Los Angeles, Miami, Milan, Munich, New York, Orange County, Paris, Rome, Seoul, Silicon Valley and Washington, D.C. McDermott has 80 years of serving a broad range of client interests. Our Life Sciences Industry Group is composed of 135 professionals, 60 with advanced science degrees and many others with government and industry experience, working across 19 offices around the world. With insights drawn from the only health practice ranked Tier 1 nationally by Chambers USA and our global reach, we deliver integrated business solutions to our clients, bringing the required experience from our leading tax, health, intellectual property, antitrust and regulatory practices to solve our client's challenges.



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



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



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



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. By leveraging the engineering, business and clinical strengths of the UMass campuses we are able to provide services in the areas of business planning, product prototype development and clinical pathway assistance. In addition, M2D2 offers incubator space.



Merck has a strong history of success in translating cutting-edge research into life-saving medical breakthroughs. Our scientific advances have made a difference in the lives of millions of patients worldwide. Merck had sales of more than \$39 billion in 2016 and we operate in more than 140 countries. We're pursuing some of the most innovative areas in biomedical research emerging today without regard to therapeutic area/modality. With more than 100 business development transactions since 2015, our team has experience working on collaborations from discovery to clinical-stage programs. We believe that by working together we can play a major role in transforming global health care. Together we can invent for life. Learn more at merck.com/licensing.



Created in 1979 by the healthcare technology industry, Medmarc's purpose is to be the superior provider of liability insurance and related risk management solutions and to 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 clinical trial industry experts, 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. Call me to discuss the cost of insurance coverage, what coverages are needed and when for your business plan. George Ayd (703)652-1309

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Track 1

Moderator & Panelists

8:00 - 8:50 AM BIOTECH ANGELS	<ul style="list-style-type: none"> • Jeffrey Arnold, Member, <i>Boston Harbor Angels</i>  • Amit Kumar, Member, <i>Band of Angels</i> • Omar Hakim, Director, <i>Aggie Angel Network</i> • Robert Manning, Chairman, <i>Cherrystone Angel Group</i> • Stephen Goodman, Founding Member, <i>Mid Atlantic Bio Angels</i>
9:00 - 9:50 AM BIG PHARMA	<ul style="list-style-type: none"> • Carolyne Zimmermann, Senior Director, Transactions, <i>Johnson & Johnson Innovation</i>  • Christian Schubert, Director, Corporate Strategy, BD & External Innovation, <i>Biogen</i> • Lizabeth Leveille, Associate VP & Head, Boston Innovation Hub, BD&L, <i>Merck</i> • Michael Draper, Senior Director, Head of Cardiovascular External Innovation, <i>Sanofi</i> • Nick Pullen, Head of External Innovation, <i>Roche Pharma</i>
10:00 - 10:50 AM VENTURE PHILANTHROPY	<ul style="list-style-type: none"> • Chris de Souza, Director, <i>Broadview Ventures</i>  • Gerard Honig, Translational Research Manager, <i>Crohn's and Colitis Foundation</i> • Javeed Froozan, VP, Research BD & Strategic Alliances, <i>Leukemia & Lymphoma Society</i> • John Parker, Managing Director, <i>CH Innovations & Springhood Impact Ventures</i> • Maya Merrell, Director, Business & Partnership Development, <i>Fast Forward (National MS Society)</i>
11:00 - 11:50 AM  NON-DILUTIVE FUNDING OPPORTUNITIES	<ul style="list-style-type: none"> • Danny Gossett, Program Director, <i>NIDDK</i>  • Kory Hallett, Program Manager, <i>NCI</i> • Stephanie Fertig, Research Project Manager, Small Business Programs, <i>NINDS</i>
1:00 - 1:50 PM  EARLY STAGE THERAPEUTICS INVESTORS	<ul style="list-style-type: none"> • Kenneth Phelps, President & CEO, <i>Camargo Pharmaceutical Services</i>  • Kuldeep Neote, Senior Director, New Ventures/Scout, <i>Johnson & Johnson Innovation</i> • Mark Day, President & CEO, <i>biOasis Technologies</i> • Sunil Shah, CEO, <i>O2h Ventures</i> • Vikram Sudarsan, Strategy Head, <i>Cipla New Ventures</i>
2:00 - 2:50 PM BIOTECH FAMILY OFFICES	<ul style="list-style-type: none"> • Colin Widen, CEO, <i>Boston Innovation Capital</i>  • Alexander Pickett, Principal, <i>Mediqventures</i> • Christine Bunt, Venture Partner, <i>20/20 HealthCare Partners</i> • Jayson Rieger, SVP, Business Development, <i>PBM Capital Group</i> • Pini Orbach, Head of Pharma, <i>Arkin Holdings</i>
3:00 - 3:50 PM CORPORATE VENTURE CAPITAL	<ul style="list-style-type: none"> • Martin Heidecker, Director, Investment Manager, <i>Boehringer Ingelheim Venture Fund</i>  • Alicia Irurzun-Lafitte, Principal, <i>M Ventures</i> • Marian Nakada, VP, Venture Investments, <i>Johnson & Johnson Innovation</i> • Todd Brady, Director of Finance & Investments, <i>Brace Pharma Capital</i>
4:00 - 4:50 PM ORPHAN DRUG INVESTORS	<ul style="list-style-type: none"> • Annette Bakker, President & CSO, <i>Children's Tumor Foundation</i>  • Andrew Hutchinson, External Research & Scouting Lead, <i>Alexion Pharmaceuticals</i> • Arthur Pappas, Managing Partner, <i>Pappas Capital</i> • Chris Adams, Founder & CEO, <i>Cydan</i> • Leonide Saad, President & CEO, <i>Alkeus Pharmaceuticals</i>

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**• Jeffrey Arnold, Member, Boston Harbor Angels** 

Mr. Arnold is the president of Arnold Strategies, LLC, a strategic advisor to early and growth stage CEO's, an angel investor with Mass. Med. Angels and Boston Harbor Angels. Prior to founding Arnold Strategies, Mr. Arnold spent 20 years as the CEO of multiple private and public technology and life science companies. Among these are Cambridge Heart, a cardiology diagnostics company which he founded and took public, CardioFocus, a catheter ablation company and Accelrys, with software tools for rational drug design, now a division of Dassault Systemes. As an angel investor, Mr. Arnold, has invested in, among others, SmartCells (sold to Merck), BioAssets development Corp (sold to Cephalon), Syntonix (sold to Biogen Idec), Health Honors (sold to Healthway), JB Therapeutics (now public as Corbus Pharmaceuticals), first Light Biosciences and Astrocyte Pharma. Mr. Arnold is a guest lecturer at the MIT Sloan School, member of the MIT Venture Mentoring Society, on the Grant Review Board of the MIT Deshpande Center and on the board of overseers at the Museum of Science. He received a BSEE from MIT in 1972.

• Amit Kumar, Member, Band of Angels

Dr. Kumar is an experienced scientist, executive and investor, who has founded, built, run, and invested in a number of technology enterprises. Dr. Kumar is currently the founder and CEO of Anixa Diagnostics, a cancer diagnostic company. Previously, Dr. Kumar was CEO of GFF, a privately held biotech company. Before that, Dr. Kumar was President and CEO of CombiMatrix Corporation (CBMX:NASDAQ), a position he held from 2001 to 2010. CBMX is a biotechnology company that Dr. Kumar took public. Dr. Kumar sits on the Boards of three public companies and several private companies. He is also an active angel investor, and a member of the Band of Angels. Previously, Dr. Kumar held positions at Venture Capital Firms (Oak Investment Partner, Acacia Research Corp.) and Biotech firms IDEXX Laboratories (IDXX:NASDAQ), Signature BioSciences, Idetek Corp. and others. Dr. Kumar holds an AB with honors in Chemistry from Occidental College. Following post-graduate studies at Stanford University and Caltech, he received his Ph.D. from Caltech. Dr. Kumar also completed a post-doctoral fellowship at Harvard University.

• Omar Hakim, Director, Aggie Angel Network

Omar Hakim is a management consultant, entrepreneur and angel investor with over 23 years of experience. He has mentored over 100 technology startup companies since 1997. Omar was the co-founder and first managing director of the Aggie Angel Network, which is now one of the most active angel networks in Texas. Prior to co-founding the AAN, Omar was the General Manager of the Research Valley Innovation Center (RVIC), a non-profit business incubator providing strategy and intellectual property consulting services and fundraising assistance to over 50 technology startups. Prior to leading the RVIC, Omar was co-founder of IP Tactics, an IP monetization and professional services firm. Omar identified promising patent portfolio acquisitions, performed valuation analysis and presented recommendations to investment groups and hedge funds. Prior to co-founding IPT, Omar was with Accenture for ten years. Omar founded Accenture's Asia region network consulting practice which supported all network engagements across 15 countries. Omar was responsible for regional account planning, alliance management, sales support, proposal development, project reviews, quality oversight, opportunity pipeline tracking, relationship management and communications with senior client and Accenture executives. He grew his consulting practice's revenues from zero to 5% of the entire regional market unit's annual revenues in two years.

• Robert Manning, Chairman, Cherrystone Angel Group

Robert Manning is President and Owner of Gray's Point Investments LLC, a private family investment company which concentrates in technology, bioscience, and commercial real estate. Mr. Manning is also the Chairman of the Cherrystone Angel group, a 65 member angel investing consortium based in Providence, R.I. He is or has been on the boards of Windgap Medical Inc, Avaxia Inc., Respiratory Motion Inc., Smartcells Inc., Cartcraft Corp, Narragansett Brewing Corp, and the advisory board of Ximedica Inc. Prior to establishing Gray's Point, Mr. Manning retired in Sept. 2001 after 25 1/2 years with Citibank and Citigroup, where he was most recently Managing Director and Head of Corporate Finance for Citigroup in Japan. In this role he built and managed market leading franchises in securitization, CMBS, leveraged leasing, project finance, structured trade finance, syndicated lending, real estate corporate finance, and capital structuring. He was a Citigroup Senior Credit Officer, and one of five global co-heads of Citigroup's Structured Products business. From 1999 to 2001 he was also an elected governor and Vice President of the American Chamber of Commerce in Japan, which with 3000+ members is the largest USCOC outside the U.S. He has an MA from the Fletcher School of Law and Diplomacy and a BA from Brown University in International Relations.

• Stephen Goodman, Founding Member, Mid Atlantic Bio Angels

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

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• **Carolyne Zimmermann**, Senior Director, Transactions, *Johnson & Johnson Innovation* 



Carolyne Zimmermann is a Senior Director of Transactions at the Johnson & Johnson Innovation Center in Menlo Park, California. The mission of the Innovation Centers is to access the best science and technology to solve the greatest unmet medical needs of our time. We catalyze, support, and invest in highly differentiated early-stage innovations that have the potential to extend and improve lives. Carolyne brings an extensive background in successful transactions and deal making to the Johnson and Johnson community with over 13 years of diverse experience in life sciences as a business development executive and venture investor with Novartis Pharmaceuticals. In her most recent role, Carolyne was as a General Partner to dRx Capital a \$100mn venture fund founded in 2015 by Novartis and Qualcomm focused on early stage digital health investing. Prior to this, she led the Business Development and Licensing efforts for the Global Cardio-Metabolic Franchise where she was responsible for driving the external strategy and securing strategic assets to expand the portfolio. During her tenure at Novartis, Carolyne also led transactions and alliances in the areas of Respiratory, Immunology, Tropical Diseases and Digital Medicine. Carolyne earned her BS degree in Engineering Sciences from the University of California, San Diego and her MBA from Columbia Business School in New York.

• **Christian Schubert**, Director, Corporate Strategy, BD & External Innovation, *Biogen*



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

• **Lizabeth Leveille**, Associate VP & Head, Boston Innovation Hub, BD&L, *Merck*



Liz brings over 15 years industry experience and over the past 12 years has focused her work in business development at large pharmaceutical companies. She is currently the Head of the Merck Boston Innovation Hub, which is a Business Development & Licensing team focused on early-stage therapeutics (prior to human proof-of-concept) as well as accessing innovative research and technologies through collaboration, licensing, or M&A in the academic, pharma, and biotech community. Previous to Merck, she spent nine years at the Novartis Institutes for BioMedical Research (NIBR) in the Strategic Alliances department. During her time at NIBR, her roles included search and evaluation activities as well as leading the negotiation of complex licensing, collaboration, and M&A transactions including Novartis' acquisition of CoStim Pharmaceuticals and licensing deals with Ensemble Therapeutics, Servier, Peptidream, among others. Liz also has industry experience in scientific roles, given her time at companies such as AVEO Pharmaceuticals, Akceli, Millennium, and Genzyme. Liz has a Masters degree in Biotechnology from Worcester Polytechnic Institute and a MBA from the F.W. Olin Graduate School of Business at Babson College.

• **Michael Draper**, Senior Director, Head of Cardiovascular External Innovation, *Sanofi*



Dr. Michael Draper is currently the Senior Director of External Science and Partnering and a Head of Cardiovascular External Innovation. He has more than 15 years of research and development experience in the pharmaceutical industry at both large and small pharmaceutical companies. After completing his postdoctoral studies, he joined the organization that later became Aventis Pharmaceuticals as a Senior Scientist. In 2000, he joined Paratek Pharmaceuticals. During his time at Paratek, he managed discovery, clinical operations, and regulatory affairs and advanced multiple compounds into the clinic. He has been the Principal Investigator for Phase I and II SBIR grants and an Investigator on a Bill and Melinda Gates foundation grant to discover new tetracyclines for filariasis. Dr. Draper has held several adjunct faculty positions throughout his career. He received his M.S. degree from the University of Connecticut and his Ph.D. in Genetics from the University of New Hampshire. He conducted his postdoctoral work at Tufts University with Dr. Stuart Levy. He has his Regulatory Affairs Certification and is an inventor on multiple patents. In his current role at Sanofi he responsible for setting up partnerships with major academic and medical institutions, biotechnology companies, and disease foundations.

• **Nick Pullen**, Head of External Innovation, *Roche Pharma*



Nick Pullen recently joined Roche Pharma to head their External Innovation group for the Boston/Cambridge area. In this role, Nick hopes to leverage the richness of the Boston/Cambridge academic and biotech community for early stage drug discovery investment in Oncology, Inflammation, Neuroscience and Rare Disease indications. Prior to this role, Nick was the Head of Emerging Sciences in Inflammation & Immunology at Pfizer with accountability for an early exploratory portfolio in IBD, RA and NASH. In a career spanning more than 15 years at Pfizer, Nick led multiple SME/NBE programmes to clinical candidate selection, the most advanced of which, PF-00547659, was licensed to Shire and is currently in PhIII clinical testing. He has been an industry representative for the UK NC3Rs/APBI, supporting revisions to the use non-human primates in drug development research, pre-clinical animal model study design and has served on the NC3Rs scientific advisory board. He completed a PhD in GPCR pharmacology (University of Southampton, UK) and Long Term EMBO/HFSP post-doctoral fellowships at the Friedrich Miescher Institute (Basel, CH) where he discovered PDK1 and mTOR as critical regulators of p70s6k. He is accredited with >40 peer-reviewed publications, patents and book chapters.

- **Chris de Souza**, Director, *Broadview Ventures* 



Chris de Souza, PhD, MBA, is a Director at Broadview Ventures. He brings to this role over 20 years experience in cardiovascular and metabolic related biopharmaceutical R&D, corporate strategy and business development. Christopher started his pharmaceutical career at Novartis as a senior scientist in the Metabolic and Cardiovascular Diseases group and then as Director of Strategic Alliances with responsibilities for therapeutic area strategy, business development and alliance management. After Novartis, Christopher was Vice President of Business Development at SkyePharma US Inc., a drug delivery company, where he was responsible for out-licensing the company's clinical assets and drug delivery technologies. Christopher also founded a business development consulting practice with several clients including JSB-Partners, Diagnostics For All and Metaome. Christopher received a Masters in zoology from the University of Bombay, a PhD in physiology from Louisiana State University and an MBA from Rutgers University. He completed his post-doctoral training at The Upjohn Company and the Joslin Diabetes Center/Harvard Medical School. Christopher currently serves on the boards of Acesion, Allosteros, DeclImmune, Gila Therapeutics, Pulmokine and VentriNova. Christopher currently serves on the boards of Acesion, Allosteros, DeclImmune, Gila Therapeutics, Pulmokine and VentriNova.

- **Gerard Honig**, Translational Research Manager, *Crohn's and Colitis Foundation*



Gerard manages research initiatives for the Crohn's & Colitis Foundation, an integrated patient advocacy organization and leading funder of research in inflammatory bowel diseases. His particular focus is on a recently developed venture philanthropy and accelerator initiative intended to drive the development of novel products with potential for positive impact for patients. Gerard received his PhD in neuroscience at the University of California San Francisco as a fellow of the Howard Hughes Medical Institute and subsequently trained in immunology and microbiome research. In 2013, Gerard developed and implemented a novel clinical-stage therapeutic modality for the treatment of Clostridium difficile infection. This experience led Gerard to co-found Symbiotic Health Inc., a biotechnology company focused on the development of novel drug delivery systems (and 2015 RESI Innovation Challenge participant). Gerard serves on numerous boards and committees, including the board of directors of the Peggy Lillis Foundation; the external review committee for the Robertson Therapeutic Development Fund at Rockefeller University; and the alumni committee for Entrepreneurship Lab NYC. In his spare time, Gerard enjoys Japanese martial arts and cooking.

- **Javeed Froozan**, VP, Research BD & Strategic Alliances, *Leukemia & Lymphoma Society*



Javeed Froozan leads the business activities of the LLS Research team in support of LLS' research mission for the LLS Therapy Acceleration Program® (TAP) and LLS Grant programs. Representative funding transactions include convertible notes, equity, and research collaboration agreements. His corporate development experience spans over 25 years in early stage, growth, and large biopharmaceutical and health technology firms. This includes work to acquire over \$150 Million worth of companies, products and technologies, enable two IPO's in excess of \$50 million each, strategic sales and funding of projects worth millions of dollars, and to develop and launch new products. His experience also includes fostering investment and job creation with acquisitions of bio-manufacturing, R&D, and headquarters facilities using economic incentives. Prior to LLS, Javeed was at Emergent BioSolutions in its 10x revenue and market cap growth phase from 2003-2015 including leading the acquisition of Trubion Pharmaceuticals. He managed Emergent's alliance with Pfizer to develop oncology and auto-immune therapeutic candidates, and to develop NuThrax™, a novel, anthrax vaccine adjuvanted with CPG-7909. Javeed worked with Baxter Healthcare on its cell therapy business focused on CD34+ cells to treat vascular ischemias.

- **John Parker**, Managing Director, *CH Innovations & Springhood Impact Ventures*




John established and manages CH Innovations, the program-related investment initiative of the Charles H. Hood Foundation, a Boston-based private foundation that supports pediatric research, where he is also a trustee. CHI invests on a mission-first basis in seed-stage companies developing important medical solutions for children. More recently, John founded Springhood Impact Ventures as a platform through which other impact-first investors can provide critical early support to companies with a significant pediatric focus. Previously, John spent 25 years in the alternative investment industry, including senior roles in venture capital, private equity, and hedge funds. Early in his career he also worked in operations consulting and international merchant banking. John has a BA from Dartmouth College and an MBA from Dartmouth's Amos Tuck School of Business Administration. John is currently an observer on the boards of Aldatu Biosciences, Breegi Scientific, and Noninvasix.

- **Maya Merrell**, Director, Business & Partnership Development, *Fast Forward (National MS Society)*



Maya has been with Fast Forward since it was founded in 2007 and is responsible for coordinating commercial drug discovery efforts with academic and commercial collaborations and managing day-to-day operations related to Fast Forward's portfolio of companies. Since 2009, Maya has also been instrumental in managing the activities of the strategic alliance between Fast Forward and Merck/EMD Serono, which is a novel partnership in progressing preclinical and early clinical development of novel therapeutics for multiple sclerosis. A particular focus in Maya's role and key strategic initiative of Fast Forward has been on bridging the gap between early, discovery stage research with translational potential and more mature, partnership-ready programs, with the goal of expanding the number of new MS treatments in the development pipeline. Before the launch of Fast Forward, Maya served as Manager of Research Programs for the National MS Society's research and training programs. Prior to joining the National MS Society, she served as staff research coordinator at Mount Sinai School of Medicine where she worked on a variety of projects spanning discovery research and preclinical development with an emphasis in the areas of hematology and oncology.



• **Danny Gossett**, Program Director, *NIDDK* 

Danny Gossett is a program director at the National Institute of Diabetes and Digestive and Kidney Diseases (NIDDK) within the Division of Kidney, Urologic, and Hematologic Diseases. His portfolio includes research conducted by small businesses (SBIR & STTR), technology development efforts, and translational research in the areas of kidney, urologic, and hematologic diseases. He works on several NIH-wide programs including the Common Fund neuromodulation program, Stimulating Peripheral Activity to Relieve Conditions (SPARC), the Tissue Chip program, and the Precision Medicine Initiative. Before coming to the NIH, Danny received his PhD and completed a fellowship at the University of California, Los Angeles and helped launch a diagnostics start-up company.



• **Kory Hallett**, Program Manager, *NCI*

Kory Hallett is a member the Small Business Innovation Research Development Center at the National Cancer Institute. Kory manages program evaluation for the Development Center, and provides program support in the areas of immunotherapy and monoclonal antibody technology. Kory also participates in the Center's many initiatives to support the development of innovative cancer technologies.



• **Stephanie Fertig**, Research Project Manager, Small Business Programs, *NINDS*

Stephanie J. Fertig is the research project manager for small business programs in the Office of Translational Research at the National Institute of Neurological Disorders and Stroke (NINDS). Ms. Fertig manages both the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs, which are congressionally mandated set-aside programs specifically for small business concerns. In addition, she also manages the Cooperative Research to Enable and Advance Translational Enterprises (CREATE) program for therapeutic devices. Prior to her position in the Office of Translational Research, she was a member of the Repair and Plasticity cluster in the NINDS Division of Extramural Research. Before coming to NINDS, Ms. Fertig worked as a researcher in the Center for Bio/Molecular Science and Engineering at the Naval Research Laboratory (NRL) in Washington D.C. Ms. Fertig has a B.S. degree in Chemistry with a major in Physics from the University of Virginia and an M.B.A. from the University of Maryland's Robert H. Smith School of Business.



EARLY STAGE THERAPEUTICS INVESTORS

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THE GLOBAL 505(b)(2) EXPERTS
Camargo
PHARMACEUTICAL SERVICES

TRACK 1



- **Kenneth Phelps**, President & CEO, *Camargo Pharmaceutical Services* 

Ken Phelps applied more than three decades of industry experience to found Camargo Pharmaceutical Services in 2003. As an expert in drug development and the industry authority on development via the 505(b)(2) regulatory approval pathway, Phelps leads the team that has guided hundreds of FDA approvals. Camargo now has the largest percentage of 505(b)(2) submissions of any team submitting to the U.S. Food and Drug Administration (FDA). In addition to 505(b)(2) drug development, Camargo invests in select early-stage biotech companies through the management of a multimillion-dollar fund.



- **Kuldeep Neote**, Senior Director, New Ventures/Scout, *Johnson & Johnson Innovation*

Kuldeep Neote, Ph.D., is Senior Director at J&J Innovation Center-Boston, and is responsible for New Venture and Scouting opportunities in the areas of Oncology and Immunology in the East Coast. Kuldeep Neote, Ph.D., is Senior Director at J&J Innovation Center-Boston, and is responsible for New Venture and Scouting opportunities in the areas of Oncology and Immunology in the East Coast. Formerly, Dr. Neote was Research Advisor/Director in Global External R&D at Eli Lilly in Indianapolis, IN. Prior to Eli Lilly, he was a Discovery Scientist in Pfizer Inc. in Groton, CT. Dr. Neote initiated the Chemokine Receptor Drug Discovery platform that lead to several clinical candidates, and also discovered novel chemokines. Earlier in his career, Dr. Neote cloned one of the first chemokine receptors during his post-doctoral studies in Genentech. Dr. Neote earned her BSc. in Microbial and Cellular Biology at the University of Calgary, Calgary, Canada, and a Ph.D. in Human and Molecule Genetics at the University of Toronto, Toronto, Canada, where he was a major contributor in the understanding of the molecular basis of lysosomal storage diseases, in particular Tay Sachs and Sandhoff's disease.



- **Mark Day**, President & CEO, *biOasis Technologies*

Mark Day, Ph.D. is the president and chief executive officer at Bioasis Technologies, Inc. Dr. Day most recently served as head, CNS virtual discovery, at Purdue Pharma. Prior to joining Purdue Pharma, he served as executive director, head of external research and scouting, at Alexion Pharmaceuticals, Inc. Dr. Day also serves as adjunct associate professor at Yale University. He is widely recognized for his expertise and success in the recognition, evaluation and development of pipeline acquisition and collaboration targets across several therapeutic areas. Demonstrating corporate leadership, Dr. Day has developed business plans for Alexion Pharmaceuticals, Purdue Pharma, Wyeth and Bristol-Myers Squibb in multiple functional areas ranging from the development of external research discovery engines and global scouting strategies to the creation of internal venture/investment funds. He was instrumental in the acquisition of iPierian for BMS and he has developed strategies that can shorten evaluation periods by several months, leading to early decisions regarding the advancement or early termination of the evaluative processes. Dr. Day has presented his evaluations and formal recommendations at the highest corporate levels. He has also participated in the resulting deal negotiations, leading to several high-profile acquisitions and collaborations. He has more than 60 peer-reviewed manuscripts, including first authorships in Nature, Science, Proceedings of the Royal Society, etc.



- **Sunil Shah**, CEO, *O2h Ventures*

Sunil Shah, CEO of O2h Ventures: A serial entrepreneur having begun a career in the Life Sciences team at PA Consulting group followed by co-founding two companies in the information technology and life sciences sector. The second of these companies, Oxygen Healthcare Ltd was acquired by Piramal Enterprises Ltd (BSE: PEL) in 2011. Sunil co-founded O2h Ventures which involves discovery services / collaborations, seeding drug discovery, academic in-licensing and biotechnology incubation. O2h Ventures has invested into around 20 (mainly therapeutic focused) start ups over the last 10 years. Sunil is currently Chairman of Exonate, and Non-Executive/Observer for 5 other Life Science focused start-ups. Sunil has a degree in Biochemistry and an MBA from Cambridge University.



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

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

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TRACK 1



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

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

• **Alexander Pickett**, Principal, *Mediqventures*



Alexander Pickett is a Principal at Mediqventures, a multi-family investment partnership. While at Mediqventures, he supported existing investments in Portage Biotech Inc. and Biohaven (NYSE:BHVN) and helped found SalvaRx Limited, a cancer-immunotherapy focused investment company. Alexander is a Managing Director of Juvenescence Ltd, an aging and longevity-focused investment vehicle. Prior to joining Mediqventures, he was an associate at Flatley Venture Capital, a cystic fibrosis focused investment arm of a family office, where he was responsible for investment analysis and scientific due diligence. While there, he also supported Flatley Discovery Lab's business development efforts. Alexander co-founded Real Life Sciences, a start-up focused on using software-based patient-engagement solutions in order to improve patient recruitment to clinical trials. Prior to joining Flatley Venture Capital, Alexander graduated from Harvard College with an A.B. in Molecular and Cellular Biology, where he was a Microbial Studies Initiative Undergraduate Fellow and an International Genetically Engineered Machines Competition Team Member.

• **Christine Bunt**, Venture Partner, *20/20 HealthCare Partners*



Christine is a serial Entrepreneur, Founder & Former CEO of two Life Science Companies: INTICA Biomedical (Personalized Medicine/Cancer) and TARIS Biomedical. TARIS (www.tarisbiomedical.com), acquired by Allergan in 2014, was co-founded with Prof. Michael Cima and Prof. Robert Langer from MIT, Cambridge, MA. Christine is a Venture Partner and Entrepreneur in Residence with 20/20 HealthCare Partners, a private global investment group. Previously, Christine was with Merck & Co. in Whitehouse Station, NJ, where she was leading worldwide Commercialization for Inflammation, Neuroscience and Cardiovascular Products. Prior to Merck & Co., Christine assumed various R&D, Business Management and Commercialization Functions at Hoffmann- La Roche in Basel, Switzerland. Christine got her Degree's in Medical Technology & Immunochemistry (Biochemistry) from the Institute for Hygiene and Infectious Diseases / Medical School of the University of Saarbrücken, Germany. Christine mentors Entrepreneurs/new Technology start-up's at the MIT Deshpande Center. She serves on the Board of the Beth Israel Deaconess Medical Center (BIDMC) and on the Advisory Board of the BIDMC Cancer Research Center. Christine is a German native with German Jewish & Catalan family background from Barcelona, Spain. She grew up in the Netherlands, Belgium, France and Germany. Christine lives with her husband and two children in Lexington, MA. Christine is a dedicated "Yogi" and enjoys outdoor activities including sailing, running and skiing.

• **Jayson Rieger**, SVP, Business Development, *PBM Capital Group*



Jayson Rieger is currently the SVP of Business Development & Portfolio Management for the PBM Capital Group where he supports new investment evaluation, deal sourcing and provides technical and business support for portfolio companies. Dr. Rieger has about 15 years experience in cross-functional scientific and business leadership roles spanning business development, research operations, drug discovery and product development in the life sciences industry. He is an entrepreneurial-minded scientist and business leader with material involvement in multiple successful investor exits. Most recently he served as Corporate Senior Vice President and President of the Human Therapeutics Division at Intrexon Corporation, a synthetic biology company that had an IPO in August 2013 (NYSE: XON). Dr. Rieger has also served as the Vice President of Research and Virginia Operations for Clinical Data, Inc. (NSDQ: CLDA), prior to its acquisition by Forest Labs in 2011. Jayson has also held the role of Vice President of Lead Development at Adenosine Therapeutics, LLC, prior to its acquisition by Clinical Data in 2008. Dr. Rieger has delivered a number of invited lectures at universities and scientific conferences and has served as a key team member in multiple development programs ranging from discovery stage research to Phase III clinical trials. He is the recipient of more than 10 federal grants, serving as both principal and co-investigator on efforts targeted towards evaluating adenosine receptor agents in a variety of disease indications.

• **Pini Orbach**, Head of Pharma, *Arkin Holdings*



Dr. Pini Orbach joined Arkin Holdings in 2010 as Head of its Pharma Division. Dr. Orbach is an active member of the board in various pharmaceutical companies, including UroGen (URGN) Pharma and Quiet Therapeutics, cCAM Biotherapeutics Ltd from which he shares his extensive hands-on drug development and business experience. He originally gained his foundation in US based companies such as, Arisaph Pharmaceuticals and Epix Pharmaceuticals (NASDAQ, EPIX), as well as Israeli-based companies such as, cCAM BioTherapeutics – a cancer immunotherapy company, which was sold to Merck in 2015 for \$605M. Dr. Orbach is also managing Arkin Bio Ventures (ABV) a pharma/biotech specialized investment fund established in 2016 by Arkin Holdings. Dr. Orbach holds a Ph.D. from the Department of Physiology and Functional Genomics, University of Florida, and was a postdoctoral fellow at the Cardiovascular Research Center, Harvard Medical School – Massachusetts General Hospital.



• **Martin Heidecker**, Director, Investment Manager, *Boehringer Ingelheim Venture Fund* 

Martin is Managing Director of Boehringer Ingelheim Venture Fund USA, Inc. Martin joined the Boehringer Ingelheim Venture Fund (BIVF) in 2010 to invest in early innovative therapeutic life science companies. In October 2013, Martin established the US-office of BIVF in Cambridge, MA, where he is focusing on biotech seed-investments. He has 15 years of investing and commercial experience in both venture capital and global pharma companies. He serves as board member of AMP Therapeutics in Leipzig, ArmaGen in Calabasas, CA, 121bio in Cambridge, MA and Sentien Biotech, in Medford, MA. Martin holds Master degrees in Biology and Economy and received his doctorate from University of Wuerzburg, Germany.



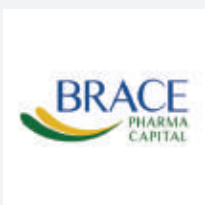
• **Alicia Irurzun-Lafitte**, Principal, *M Ventures*

Alicia Irurzun-Lafitte is Principal at M Ventures, the corporate venture fund of Merck KGaA Darmstadt Germany. She joined the fund in 2014 and is focused on early stage investments in the healthcare sector. Alicia started her career in Global Business Development at Merck Serono in Geneva, where she was responsible for scouting efforts and led several transactions to completion. Alicia holds a Master degree in Bio-pharmaceutical Sciences from Leiden University. Alicia is based in Boston.



• **Marian Nakada**, VP, Venture Investments, *Johnson & Johnson Innovation*

Marian is Vice President, Venture Investments at Johnson & Johnson Innovation – JJDC Inc. and is based in Boston. She focuses on pharmaceutical investments in East Coast companies that are in areas of strategic interest to Johnson & Johnson. Marian previously held roles at Centocor R&D, Janssen R&D, and Janssen Business Development. She has a BA in Biology from Harvard College and a PhD in Pharmacology from the University of Pennsylvania. Marian was the JJDC investor for CoStim Pharmaceuticals, Rodin Therapeutics, and Padlock Therapeutics and currently sits on the Board of Navitor Pharmaceuticals and PhaseBio Pharmaceuticals.



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

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

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• **Annette Bakker**, President & CSO, *Children's Tumor Foundation* 



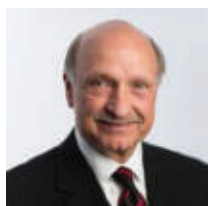
Annette, a PhD in Biochemistry, has leadership experience in both the academic and pharma/biotech research enterprise in Italy, Belgium, France, and the USA. Intrigued by the observation that the path from great basic discoveries to equally great clinical benefit is bumpy and often inefficient, she joined the Children's Tumor Foundation (CTF) in order to try to smooth this path for neurofibromatosis, a rare genetic disorder. The team has built collaborative science networks, an open biobank, a centralized data hub at Sage, a patient registry, KOL networks, etc. Annette feels very strongly about involving the patient voice in every initiative since patients are partners rather than victims. She hopes that the new CTF enterprise will not only benefit patients with NF, but may be of value to the larger rare disease community.

• **Andrew Hutchinson**, External Research & Scouting Lead, *Alexion Pharmaceuticals*



Andrew looks after technology scouting at Alexion Pharmaceuticals and is focused on bringing in external opportunities to build the company's early stage pipeline. He has a diverse background in biotech start-ups, large biotech and academia, and has led programs in biologics, small molecules and peptide therapeutics. From 2014 to 2015, Andrew was an Assistant Professor and Fulbright Scholar at Yale, and from 2010 to 2014, he was a lecturer of biotechnology at the University of Technology Sydney (Australia) and had founded two start-up companies based on his research. Prior to this, Andrew was a scientist at Immune System Therapeutics where he co-developed a mAb therapy that is currently being assessed in the clinic for multiple myeloma. Andrew obtained his PhD at the University of Technology Sydney, and also holds separate Bachelors' degrees in Science and Finance from the University of Sydney.

• **Arthur Pappas**, Managing Partner, *Pappas Capital*



Art has over 30 years of operating experience as a pharmaceutical and biotechnology industry executive, and venture capital investor in life science companies. Art founded Pappas Capital in 1994, and over the past two decades the firm has managed more than \$535 million in capital and invested in more than 70 companies. Art currently serves as a director for Aura Biosciences and OrphoMed, and as a board observer for Kezar Life Sciences and Real Endpoints. Prior to founding Pappas Capital, Art held senior level leadership positions at several multinational pharmaceutical companies including Glaxo Holdings plc, Abbott International, Merrell Dow Pharmaceuticals and the Dow Chemical Company. He previously served as Chairman for CoLucid Pharmaceuticals (NASDAQ: CLCD) (acquired by Eli Lilly in 2017), and on the boards of Afferent Pharmaceuticals (acquired by Merck in 2016), Chimerix (NASDAQ: CMRX), Quintiles Transnational Corp. (NASDAQ: QTRN now NYSE: Q), TYRX (acquired by Medtronic in 2013), Syntonix Pharmaceuticals (acquired by Biogen IDEC in 2007), LEAD Therapeutics (acquired by BioMarin in 2010), CardioDx, and Embrex (NASDAQ: EMBX) (acquired by Pfizer in 2006). He also served as a board observer for Plexxikon, which was sold to Daiichi Sankyo in 2011. Art serves on the boards of the North Carolina Biotechnology Center, the Medical University of South Carolina Foundation for Research Development, The Wistar Institute, the Duke Cancer Institute, and the BioExec Institute. He is also a member of the CEO Roundtable on Cancer and BayHelix. Art is a decorated Vietnam veteran, having served as an officer in the US Army 101st Airborne Division. Art received a BS in Biology from Ohio State University and an MBA in Finance from Xavier University.

• **Chris Adams**, Founder & CEO, *Cydan*



Chris has more than 20 years' experience in ensuring patient impact drives all aspects of the business side of orphan drug development, including business strategy, commercial planning, licensing and mergers and acquisitions. Before co-founding Cydan in 2013, Chris was president of CMA Biotech Consulting, which primarily served development stage orphan drug companies. He also was chief business officer of FoldRx Pharmaceuticals Inc., where he played an instrumental role in the company being acquired by Pfizer in 2010. He also served as senior vice president of business development for ViaCell Inc., VP of business development for Transkaryotic Therapies Inc., and director of business development for the pharmaceutical division of Ciba-Geigy Limited, in Basel, Switzerland. He holds a PhD in organic chemistry and a diploma in organic chemistry and biochemistry from the University of Zurich, and an MBA from INSEAD of Fontainebleau, France.

• **Leonide Saad**, President & CEO, *Alkeus Pharmaceuticals*



Dr. Saad is the President and CEO of Alkeus Pharmaceuticals, a clinical-stage biopharmaceutical company developing treatments for serious, untreatable causes of blindness. Alkeus Pharma's lead compound is an oral form of deuterated vitamin A currently in Phase 2 clinical trials to treat Stargardt disease, the most common form of inherited juvenile macular degeneration. Prior to Alkeus Pharma, Dr. Saad was at Proteus Venture Partners, a venture fund concentrating on stem cells and regenerative medicine. Dr. Saad holds a PhD with research focus on regenerative tissue engineering and regenerative medicine from MIT, a Financial Technology certificate from MIT Sloan School of Management, a MS in Mechanical Engineering from MIT, a BS and MS in Applied Mathematics from University of Paris VI, and is a graduate from Ecole Polytechnique, Paris, with a concentration in chemistry and physics.



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Track 2	Moderator & Panelists
<p>8:00 - 8:50 AM</p> <p>MEDTECH ANGELS</p>	<ul style="list-style-type: none"> • Wei Tao, Member, <i>Sand Hill Angels</i>  • Bob Williams, Angel Investor, <i>Life Sciences Angel Network</i> • Harald Stock, Managing Partner, <i>Alta Life Science</i> • Henry Kay, Member, <i>Boston Harbor Angels</i> • Laura Davis, Managing Director, <i>Golden Seeds</i>
<p>9:00 - 9:50 AM</p> <p>BIG DATA & DRUG DISCOVERY</p>	<ul style="list-style-type: none"> • Richard Soll, Senior Vice President, Research Service Division (RSD), <i>WuXi AppTec</i>  • Annie Hazlehurst, Founder, <i>Faridan</i> • Dylan Morris, General Partner, <i>CRV</i> • Gini Deshpande, CEO, <i>NuMedii</i> • Millie Liu, Partner & Managing Director, <i>Procyon Ventures</i>
<p>10:00 - 10:50 AM</p> <p>TALES FROM THE ROAD</p>	<ul style="list-style-type: none"> • Donna LaVoie, President & CEO, <i>LaVoieHealthScience</i>  • Gregory Stein, President & CEO, <i>Curtana Pharmaceuticals</i> • Joe Muldoon, CEO, <i>FAST BioMedical</i> • Joyce Lonergan, CEO & Co-Founder, <i>Mellitus</i> • Rob Hedequist, President & COO, <i>Kineta</i>
<p>11:00 - 11:50 AM</p> <p>HEALTHCARE IT INVESTORS</p>	<ul style="list-style-type: none"> • Michael Greeley, Co-Founder & Partner, <i>Flare Capital Partners</i>  • Elona Baum, Managing Director, <i>DEFTA Partners</i> • Matthew Vessa, Vice President, <i>Gilde Healthcare</i> • Nicole Walker, Partner – Venture Capital, <i>Baird Capital</i> • Steven Yecies, Venture Partner, <i>OrbiMed Advisors</i>
<p>1:00 - 1:50 PM</p> <p>MEDICAL DEVICE INVESTORS</p>	<ul style="list-style-type: none"> • Geoff Pardo, Partner, <i>Gilde Healthcare</i>  • Allan Daisley, Managing Director, <i>Startupbootcamp Digital Health Miami</i> • Gerry Brunk, Managing Director, <i>Lumira Capital</i> • Renee Masi, Managing Director, <i>BioStar Ventures</i> • William Dai, Founding Partner, <i>ShangBay Capital</i>
<p>2:00 - 2:50 PM</p> <p>MEDTECH FAMILY OFFICES</p>	<ul style="list-style-type: none"> • Michael Quigley, VP of Investor Research, <i>Life Science Nation</i>  • Bryan Grulke, Partner, <i>Volcano Capital</i> • Ron Paliwoda, President, <i>The Paliwoda Group</i> • Sean Kearney, Managing Director, <i>Three Leaf Ventures</i>
<p>3:00 - 3:50 PM</p> <p>PAYER & PROVIDER VENTURE FUNDS</p>	<ul style="list-style-type: none"> • Kristi Ebong, Director of Emerging Technology, <i>Cedars-Sinai Accelerator Powered by Techstars</i>  • Christiana DelloRusso, Partner, <i>Providence Ventures</i> • Michael Thomas, Director, <i>Inova Personalized Healthcare Accelerator</i> • Tom Hawes, Managing Director, <i>Sandbox Industries</i>
<p>4:00 - 4:50 PM</p> <p>DIAGNOSTICS INVESTORS</p>	<ul style="list-style-type: none"> • Tom Miller, Founder & Managing Partner, <i>GreyBird Ventures</i>  • Adam Lessler, Vice President, <i>Canepa Healthcare</i> • Alex de Winter, Director, <i>GE Ventures</i> • Diana Saraceni, Co-Founder & Managing Partner, <i>Panakes Partners</i> • Wouter Meuleman, Director of Investments, <i>Illumina Ventures</i>

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• **Wei Tao**, Member, *Sand Hill Angels* 



Wei Tao, Ph.D., is a Silicon Valley based angel investor focused on early stage life science and high-tech companies. He is an active member of several leading angel investment groups, such as Life Science Angels (LSA), Sand Hill Angels (SHA) and HealthTech Capital. He co-chairs the LSA Bio/Genomics/Diagnostics Committee and is a member of SHA Deal Sourcing Committee. Wei's extensive investment interest ranges from therapeutics to genomics, from diagnostics to digital health, from nanotechnology to drone technology and from artificial intelligence to virtual reality. Of his particular personal interests is to support advancement in cancer diagnostics and therapeutics. He successfully led and participated in numerous angel deals which subsequently received well over \$100 M follow-on venture capital investments. Wei serves on the Board of Directors of several early stage companies. Prior to his angel investment career, Wei spent over 15 years involved in genomics technology development and application in Boston, MA.

• **Bob Williams**, Angel Investor, *Life Sciences Angel Network*



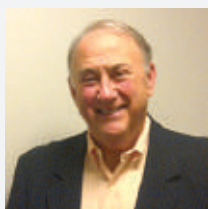
Bob is a veteran product development, strategic marketing and business development professional in the medical device industry. His professional experiences have primarily been in the diagnostic imaging, gastroenterology, interventional radiology and interventional cardiology market segments. IV Matters was recently founded in pursuit of providing advisory, strategic planning, product development, regulatory support and angel investment to early stage medical device companies. IV Matters currently represents clients in the diagnostic imaging and HIT space. IV Matters also has initiated a start-up product development effort for a disruptive, low cost, IV injection-infusion technology at the LaunchPad Long Island technology incubator in cooperation with the Biomedical Engineering Innovation Group at the University of Magdeburg, DE. Bob continues to be an active member of the Life Sciences Angel Network (LSAN) based out of New York City since its inception in 2010, serves on its screening committee, mentors entrepreneurs applying for funding and has personally invested in several of its portfolio companies. Prior to founding IV Matters, Bob has served in executive roles for Bracco S.p.A., ACIST Medical Systems, Inc. and Bracco Injengineering SA. During this tenure, he has initiated and supported numerous business deals and partnerships for Bracco's global medical device businesses.

• **Harald Stock**, Managing Partner, *Alta Life Science*



Harald Stock is a serial CEO, board director and angel investor in the healthcare space. He is a German national who spends most of his time in the US. In his prior life he was a national level ski racer, collegiate tennis player, and an elite level triathlete. After obtaining his Ph.D. in Inorganic Chemistry from Heidelberg University in 1997, he spent over ten years in Big Pharma / Med. Tech. at Roche and Johnson & Johnson. Since then he became an active angel investor besides taking on operational roles in mid-cap and small-cap companies. From 2009 to 2013 he was CEO of Germany-based Grünenthal Group which under his leadership became global No. 2 pain spec. pharma company. 2014 he took over Sweden-based ArjoHuntleigh, a global leader in caregiver equipment for patients with reduced mobility, as CEO. He led the company to a three-way merger in late 2015. 2016 as CEO of Waltham, MA based OvaScience (NASDAQ: OVAS) he led the company to a strategic pivot point. Since 2012 he has been a Managing Partner at SB Vermoögensverwaltungs KG and at Alta Life Science LLC. A.o., he is a board member at Immatix Biotechnologies GmbH, and the co-founder of CognifiSense, a Silicon Valley based Virtual Reality Pain Therapy startup.

• **Henry Kay**, Member, *Boston Harbor Angels*



Henry Kay is an active angel investor and a member of Boston Harbor Angels and Sky Venture Group, both Angel investing groups in the Boston area. He retired from Boston Scientific in 2006, where he was Group Vice President of New Market Development / Strategic Planning, Endosurgery Boston Scientific Corporation (BSC). Prior to joining BSC, Henry was based in the UK for five years as Senior Vice President, Sales and Marketing for Allergan Europe, a global eye care company. He has 35 years of experience in the medical industry in roles which include R&D, International Marketing, Regulatory Affairs, and Strategic Planning for major pharmaceutical companies, including Schering-Plough, American Home Products, Sterling Drug and Allergan. Henry is a fellow of the Royal Society of Medicine (UK). He serves on the Boards of several start up health care companies, including Smart Cells (sold to Merck in 2010), Cool Systems, Avaxia, Christcot Medical, and Cannuflow. He was a member of the board of Directors of Microfluidics, a public company in the equipment space for pharmaceutical manufacture (sold to IDEX in 2010). Internationally, he serves on the boards of a Canadian Medical Device company (MyndTec) in Toronto. He works closely with the Canadian Consulate in Boston to mentor several Canadian startups. He serves on the Board of Overseers of Beth Israel-Deaconess and Newton Wellesley Hospitals.

• **Laura Davis**, Managing Director, *Golden Seeds*



Laura Davis, Ph.D., is an early stage investor interested in helping entrepreneurial life scientists translate their work from the bench to the marketplace. She is currently a managing director of Golden Seeds, an angel investor group focusing on women-owned, women-led companies that provides early stage and growth capital across all sectors to women entrepreneurs. Prior to her role as an angel investor, Laura was an academic scientist. As a Howard Hughes Assistant Investigator at Duke University Medical School, and later at Brandeis University, she oversaw an active laboratory using molecular genetics to study basic questions about how macromolecules move inside cells. She has served on several NIH and NSF grant review committees, and as a reviewer for numerous scientific journals. Laura also taught genetics and cell biology to undergraduate, graduate and medical students, and was involved in teaching molecular biology to the Knight science journalism Fellows at MIT. Laura holds a Ph.D. in Cellular Biology from the Rockefeller University, and was a Helen Hay Whitney postdoctoral fellow and a Lucille P Markey Scholar at the Whitehead Institute. She serves on the board of Day Zero Diagnostics.

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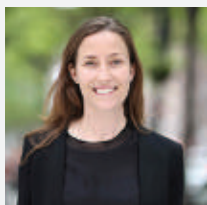
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• **Richard Soll**, Senior Vice President, Research Service Division (RSD), WuXi AppTec 



Dr. Richard Soll is Senior Vice President, Research Service Division (RSD), at WuXi AppTec and leads the WuXi offices in Cambridge, Massachusetts and in Israel to bring WuXi's comprehensive platform of integrated R&D services closer to innovative companies and entrepreneurs in the world's two leading biotech hubs. Dr. Soll's contributions to drug discovery and development led to the discovery of the HCV breakthrough therapy elbasvir, the JAK2 inhibitor fedratinib, and more than 10 other clinical stage drugs. Dr. Soll has co-authored more than 100 patents and papers. Dr. Soll serves on the board of the Accelerator has been an SAB member to biotech companies and advisor to entrepreneurs. Prior to WuXi, Dr. Soll was CSO and VP of R&D at TargeGen where he led multiple clinical stage R&D programs. Dr. Soll founded the chemistry department at 3-Dimensional Pharmaceuticals as VP of Chemistry. Dr. Soll began his industry career at Wyeth Pharmaceuticals, and was trained as a synthetic chemist at Dartmouth and Harvard.

• **Annie Hazlehurst**, Founder, Faridan



Annie founded and leads Faridan, a firm making early stage science and technology investments globally. She was once a bioengineer with a fascination in complexity theory and believes that emerging intersections of science and intelligent software will transform medicine. Annie serves on the Boards of Arbor Biotechnologies, Emerald Cloud Lab, Human Longevity, Inc and Aceso Global. She began her professional pursuits at Morgan Stanley before joining Draper Fisher Jurvetson to focus on early stage technology investments in diverse areas from synthetic biology and advanced materials to artificial intelligence. She has spent time working with Capricorn Investment Group, Mubadala and the IFC. She has a BS in Bioengineering from Brown University and a joint MS/MBA from the Stanford Graduate School of Business.

• **Dylan Morris**, General Partner, CRV



Dylan Morris is a general partner in CRV's Bioengineering practice. He was previously at Innovation Endeavors, an early-stage venture firm backed by Eric Schmidt, Executive Chairman of Alphabet, Inc. At IE, Dylan drove investments in several companies operating at the intersection of computing and biology, including Freenome, a CRV portfolio company applying deep learning to cell-free DNA for early cancer detection; GRObio, a synthetic biology startup out of George Church's lab that is reprogramming bacteria for biomanufacturing; and Viz.ai, a Stanford spinout using computer vision for rapid diagnosis of stroke. Prior to Innovation Endeavors, Dylan cofounded Integrated Plasmonics, a venture-backed point-of-care diagnostics startup. Dylan conducted graduate research at Caltech, where he was pursuing a Ph.D. in Biochemistry and Molecular Biophysics. He received his A.B. in Computer Science from Harvard.

• **Gini Deshpande**, CEO, NuMedii



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

• **Millie Liu**, Partner & Managing Director, Procyon Ventures



Millie Liu is a founding partner and managing director of Procyon Ventures, focusing on helping entrepreneurs with deep technology turn their ideas into great businesses with global reach. She was previously at APT, an enterprise data analytics startup acquired by Mastercard for \$600m where she helped Fortune 50 clients such as Walmart and P&G make better strategic decisions leveraging data. She also was a cofounder of Fadmatics, an MIT startup using machine learning to perform automatic event detection. And she previously worked in private equity in China with a focus on growth equity.

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• **Donna LaVoie**, President & CEO, *LaVoieHealthScience* 



Donna is a proven strategic communications executive in biotechnology, healthcare, medical device and pharmaceutical fields. She is a trusted advisor on strategic communications issues. Started in 2001, LaVoieHealthScience is a strategic public relations agency providing corporate communications, public relations and investor relations to some of the world's innovative companies in the sector. For the last fifteen years, Donna's efforts combine building LaVoieHealthScience's pharmaceutical and life science practices, strategic direction and core competencies. LaVoieHealthScience is an acknowledged leader in health science strategic communications and recognized as a top 30 independent healthcare agencies in the US. The agency has received 29 awards in the past 7 years for its client work. Donna's focus is in helping clients build their companies and brands during transformational times. Her approach centers on bringing a credible voice to key audiences while providing strategic counsel that builds value and stakeholder engagement. Client representation consists of growth businesses in health and science in the US, Europe and Asia covering complex communications issues. She also serves as a connector of clients to industry, banking, investor and media contacts.

• **Gregory Stein**, President & CEO, *Curtana Pharmaceuticals*



Dr. Stein currently serves as the President and CEO of Curtana Pharmaceuticals, a privately held, preclinical-stage biopharmaceutical company headquartered in Austin, Texas that focuses on the development of novel first-in-class, small molecule therapeutics targeting cancer stem cells for the treatment of glioblastoma (GBM) and other brain cancers. During his professional career of over 25 years, he has been a clinician, a hospital administrator, and a life sciences executive with experience in the areas of diagnostics, medical devices, pharmaceuticals and biotechnology. Dr. Stein is formerly board certified in Emergency Medicine. He completed his residency at the University of Illinois Affiliated Hospitals in Chicago and is a graduate of the 3-year accelerated Independent Study Program at the Ohio State University School of Medicine. Dr. Stein received a B.A in Psychology from UC San Diego and an MBA from The Rady School of Management at UC San Diego.

• **Joe Muldoon**, CEO, *FAST BioMedical*



Mr. Joe Muldoon, CEO of FAST BioMedical, is a "serial entrepreneur", who started his career as an E&Y trained CPA in their Entrepreneurial Services Department. FAST BioMedical is a clinical stage medical technology company that has received a rare FDA Expedited Review. The company's globally patented technology is directed at uniquely serving a validated \$10B unmet medical need market. Mr. Muldoon leverages 30 years of business leadership, from running publicly traded multi-nationals, to guiding start-ups from inception, thru capitalization, commercialization and exit. Joe is known for his intense focus on company culture and challenging traditional thinking to open up opportunity. Under his leadership, FAST BioMedical has raised \$30M, and taken initial discoveries from Indiana University School of Medicine, the 2nd largest Medical School in the U.S., thru Phase IIB clinical trials. Joe and the company have taken a very unique path for product development. They have aggressively leveraged federal funding and university partnerships for what Joe refers to as "extreme capital efficiency". Going against conventional wisdom, the Company has turned down traditional venture capital, choosing to pursue capital on an alternative path. A frequent panelist and speaker for MBA programs, Joe has stated "Single Family Offices are the future financiers of truly disruptive innovation. They are motivated to change the world and are opportunistic instead of formulaic."

• **Joyce Lonergan**, CEO & Co-Founder, *Mellitus*



Joyce Lonergan has over 25 years of experience in industry, venture capital and Wall Street with emerging healthcare companies. Ms. Lonergan previously served as a Managing Partner at SR One. Prior to that, Ms. Lonergan co-founded and served as Managing Director of Caxton Healthcare Venture Management, LLC. She previously served as Vice President of Corporate Development and Corporate Communications and Investor Relations at Chiron Corporation. Earlier in her career, Ms. Lonergan was a Biotechnology Equity Research Analyst at Cowen and Company. She also had previous investment and business development roles at Vector Fund Management and Repligen Corporation. Ms. Lonergan began her career in research at Tufts Medical Center. Ms. Lonergan holds a B.S. in biology from Emmanuel College and an MBA from the Simmons College Graduate School of Management.

• **Rob Hedequist**, President & COO, *Kineta*



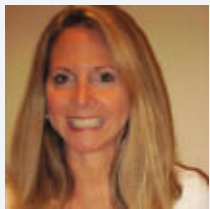
Rob Hedequist serves as Kineta's President and Chief Operating Officer. Mr. Hedequist previously held the roles of Chief Development Officer at KPI Therapeutics (a Kineta subsidiary) and Senior Vice President of Corporate Development at Kineta. Mr. Hedequist brings over 25 years of product launch and biopharmaceutical industry experience to Kineta. In his roles at Kineta he and his teams have been responsible for raising over \$35M in capital. He has held numerous leadership roles within the commercial sales and marketing organizations of Fortune 100 pharmaceutical and biotechnology companies. Prior to joining Kineta in 2013, he was responsible for managed care and Medicaid account management at Amgen. Before Amgen, he was a National Director for Schering-Plough and responsible for developing and implementing strategy across 16 national regions. Mr. Hedequist started his pharmaceutical career at Pfizer where he had increasing levels of responsibility culminating in Managed Market Manager where he coordinated product sales over \$300 million per year. Over his career he has successfully launched over 10 new pharmaceutical products and 2 biological products. Prior to his career in the pharmaceutical industry, Mr. Hedequist had a stellar career in the United States Marine Corps rising from platoon commander to Major and Commanding Officer Fleet Anti-Terrorism Security Company Pacific and is a Desert Shield veteran.

- **Michael Greeley**, Co-Founder & Partner, *Flare Capital Partners* 



Michael Greeley is a cofounder and Partner at Flare Capital Partners. Previously, Michael was the founding General Partner of Flybridge Capital Partners where he led the firm's healthcare investments. Current and prior board seats include BlueTarp Financial, Circulation, Explorys, Functional Neuromodulation, HealthVerity, Iora Health, MicroCHIPS, Nuvesse, PolyRemedy, Predictive Biosciences, Predilytics, T2 Biosystems, TARIS Biomedical, VidSys and Welltok (observer). Prior to Flybridge, Michael focused on emerging-growth company financings with Polaris Partners, was a senior vice president and founding partner of GCC Investments, and held positions at Wasserstein Perella & Co., Morgan Stanley & Co., and Credit Suisse First Boston. Michael serves on the Industry Advisory Board of the Cleveland Clinic and Boston Children's Hospital, as well as serving on several other boards including the Massachusetts Governor's Digital Health Council and the TechHUB Collaborative. Michael also serves on the Investment Committee for the Partners Innovation Fund and Massachusetts Eye & Ear Infirmary. He was the former chairman of the New England Venture Capital Association and on the Executive Committee of the board of the National Venture Capital Association. Named by the Boston Globe as the "Go-To" investor for life sciences, healthcare and medical devices and a Mass High Tech All-Star, Michael earned a B.A. with honors in chemistry from Williams College and an M.B.A. from Harvard Business School.

- **Elona Baum**, Managing Director, *DEFTA Partners*



Elona Baum is Managing Director of DEFTA Partners and has 20 years of biotech and regenerative medicine management experience. Prior to joining DEFTA Partners, Ms. Baum served as a senior executive (General Counsel & VP Business Development) for five years at the California Institute for Regenerative Medicine ("CIRM"). During her tenure, CIRM invested nearly \$1 billion in regenerative medicine programs, created a \$40 million iPSC bank and launched annual roundtable meetings with FDA. Prior to joining CIRM, Ms. Baum held senior positions in the legal and regulatory departments at Genentech Inc. for over a 13 year span. Ms. Baum received her BA in Economics from the University of California (Cum Laude) and her JD from the University of San Francisco School of Law (Magna Cum Laude). She served as an extern for Justice John A. Arguelles, California Supreme Court. Ms. Baum is a frequent speaker at industry conferences and is an active mentor with Enterprise Futures Network.

- **Matthew Vessa**, Vice President, *Gilde Healthcare*



Matthew Vessa joined Gilde in 2017 bringing over 20 years of experience in medtech, healthcare IT and diagnostics to the Boston office. Prior to joining Gilde, Matthew was VP of Operations for the Optum Analytics division of United Healthcare Group where he led a novel patient and clinician engagement business targeting high-value therapeutic markets. While leading the strategy and business development for the patient monitoring business at Philips, he co-founded Philips' genomics business venture focused on oncology and infectious disease. Matthew started his career in medtech with Becton Dickinson and C.R. Bard where his successes include supporting the acquisitions of Flowcardia, Clearstream, SenoRx and investments in Leutonix. Matthew has a BS in biomedical engineering from the University of Rochester and an MBA in finance and marketing from Fordham University. He also served on the Board of Advisers for the University of Rochester School of Engineering.

- **Nicole Walker**, Partner – Venture Capital, *Baird Capital*



Nicole Walker joined Baird Capital's Venture Capital team in 2013 and focuses on early-to-growth stage healthcare investments. Nicole is a current member of the board of directors at Amphora Medical, Elucient Medical, MI Bioresearch, NeoChord, Inc, NeuMoDx Molecular, and Strata Oncology. She is also a Life Science Council member for Springboard Enterprises, an accelerator program dedicated to building high-growth technology-oriented companies led by women. Prior to joining Baird Capital, Nicole was a venture investor with Abbott focusing on early stage biotech, device, and diagnostic opportunities; and prior to that with Onset Ventures, a Menlo Park, CA firm that specializes in seed & early staged healthcare and tech service investments. Before starting in venture, Nicole served in a number of operating roles. Beginning her career as a reliability & process engineer with Guidant's Advanced Cardiovascular Systems division, she went on to hold a variety of roles within product design, engineering management, and marketing management including roles in Commercial Marketing for Guidant's Asia Pacific operations, based in Hong Kong and in Strategic Marketing for Abbott's OUS discrete and continuous diabetes monitoring brands. Nicole received a B.S. in Mechanical Engineering from Stanford University and dual Masters Degrees in Business Administration and Engineering Management from the Kellogg School of Management & the McCormick School of Engineering at Northwestern University.

- **Steven Yecies**, Venture Partner, *OrbiMed Advisors*



Steven Yecies is a Venture Partner with OrbiMed Advisors. Steven has over 20 years of experience as a consultant, entrepreneur, investor and senior manager in the healthcare IT and healthcare services sectors. Steven currently serves on the Board of Directors for Practice Fusin, TigerText and Sikka Software and is a board observer at Augmedix and Treato Health. He previously founded and operated the global health and wellness business at Scient (NASDAQ: SCNT) and was either the founder or part of the leadership team of five other HCIT start-ups. He received an A.B. in Government from Dartmouth College and holds an M.B.A. from Harvard Business School and a J.D. from The U.C. Berkeley School of Law.

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• **Geoff Pardo**, Partner, *Gilde Healthcare*



Geoff Pardo joined Gilde Healthcare in 2011 as a Partner working out of the office in Boston/Cambridge, MA and is focusing on Gilde's investments in North America. He led the investments in Axonics, CVRx, InovaLabs (acquired by ResMed), BionX and Vapotherm and represents Gilde as a member of the board of directors for each company. Previously, he was a Partner at Spray Venture Partners where he led investments into Interlace Medical (sold to Hologic), Solace Therapeutics, TearScience (sold to J&J) and Cascade Ophthalmics. He served on the board of Solace, TearScience and Cascade, and was actively involved in Interlace and Conventus Orthopedics. Geoff also served as President & CEO of Facet Solutions, a spinal implant company focused on treating lumbar spinal stenosis until the company was sold to Globus Medical in 2011. He has also worked at Cardinal Partners as an Associate leading their investing activity in the medical device sector. He was responsible for sourcing and managing investments in Replication Medical and CardioOptics.

• **Allan Daisley**, Managing Director, *Startupbootcamp Digital Health Miami*



Allan Daisley is the Managing Director of Startupbootcamp Digital Health Miami, a healthcare-focused accelerator and seed fund that focuses on supporting innovative companies that combine medical knowledge and technology with smart technologies to advance healthcare into the digital age. The program provides master classes, mentorship, investment, and facilitates customer pilots through a wide network of customer partners. Follow-on funding is also available based on the achievement of key milestones. Allan previously co-founded and led the ZeroTo510 Medical Device Accelerator, a nationally ranked, first-of-its-kind entrepreneurship program that helps entrepreneurs launch new medical device companies, navigate the FDA process and deliver their products to market. Prior to ZeroTo510, he worked as an economic development consultant and managed a business incubator program focused on leveraging entrepreneurship and technology as key drivers of sustainable economic development. Allan also spent time in senior strategy and marketing roles at IBM, where he had global responsibility for product marketing for high-density servers. Prior to that he spent 8 years as a software architect and developer. During this time, he worked as technology consultant at global firm Accenture and was also founder of his own software services business.

• **Gerry Brunk**, Managing Director, *Lumira Capital*



Gerry is a Managing Director with Lumira Capital, a North American healthcare venture capital firm. He joined Lumira in 2002 to establish its Boston office. As a venture investor Gerry has invested in and served on the boards of directors of over twenty life science companies, including Pharmasset (acquired by Gilead Sciences), MAKO Surgical (acquired by Stryker), Corvia Medical, KAI Pharmaceuticals (acquired by Amgen), Endotronix, BAROnova, Targanta Therapeutics (acquired by The Medicines Company), Cardiac Dimensions and Celtaxsys. Before joining Lumira Capital Gerry was an entrepreneur who co-founded and served in a variety of management and board capacities at venture capital-funded start-ups in the pharmacy benefit management, senior living and technology transfer sectors. Earlier, as an Engagement Manager in the healthcare practice of The Boston Consulting Group he advised pharmaceutical and biotechnology firms on strategic issues involving portfolio management, R&D productivity, new product launches, reimbursement and acquisitions. Gerry began his career as a member of the investment banking group of Credit Suisse First Boston where his clients included public and private healthcare companies.

• **Renee Masi**, Managing Director, *BioStar Ventures*




Renee Masi has more than 25 years of experience in the venture capital industry where she focused most recently on life science investing. Ms. Masi currently serves on the boards of Autonomix, CardiacMD, and SynergEyes. Prior to joining BioStar Ventures, Ms. Masi was a Partner with Windward Ventures, a firm focused on southern California early-stage companies, where she was responsible for the firm's life science investing strategy. Ms. Masi was an advisor to Ventures Medical, a seed stage fund affiliated with the Texas Medical Center. In 1990, Ms. Masi opened the Boston office for Technology Funding, a \$250 million venture capital fund based in San Mateo, California. She began her career as an investment banker in the healthcare finance group of Merrill Lynch. In addition to holding a BA from Stanford University and an MBA from The Wharton School of Business, Ms. Masi is also a member of the Board of Councilors for the USC Graduate School of Social Work.

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



William Dai is the founding partner at ShangBay Capital, a Silicon Valley based VC firm focusing on medtech, biotech and other healthcare investments. ShangBay Capital has built a very strong portfolio of companies founded by Stanford, Berkeley, Duke, Harvard, MIT, UNC – Chapel Hill faculties and graduates as well as top industry corporate alumni. Prior to that, William Dai has more than 20 years of experience in corporate finance, mergers and acquisitions, and capital markets in both China and the U.S. He has held senior executive roles at major U.S. multinational companies. In those roles, William was responsible for overall execution and was held accountable to the highest ethical standards in his business dealings. He is well-respected among financial and investment circles, and is a recognized leader in the industry. In addition, due to his hands-on experience leading multiple large international medical device companies, he has a very in-depth knowledge of the medical device industry and its market dynamics. William Dai holds a master's degree in business administration with an emphasis on finance from Michigan State University.

- **Michael Quigley**, VP of Investor Research, *Life Science Nation* 



Michael Quigley is the VP of Market Research for LSN in Boston, Massachusetts. He has been with the company for 4 years, researching life science investors from around the globe. In addition to managing a team of research analysts in the US and abroad, Michael uses his global reach and understanding of the early stage investor arena to make LSN's Redefining Early Stage Investment Conference series one of the most compelling life science conferences today. He is a key contributor in designing content and selecting dynamic relevant topics and recruiting world renowned investors. Michael and his team also assist in preparing global investor target lists for LSN and Boston Innovation Capital clients. Michael also participates in the planning and execution of global investor road shows. Michael and his team also create content for LSN's Next Phase weekly Newsletter, he and his team write about their latest observations from the life science private investment ecosystem. Michael earned his bachelor's degree in Economics and Finance at Bentley University.

- **Bryan Grulke**, Partner, *Volcano Capital*



Bryan Grulke is a Partner at Volcano Capital, an early stage health care venture capital firm based in New York City. Prior to joining Volcano Capital, he worked in strategy consulting both as a Senior Manager in the Corporate Strategy group at Philips International and as an Associate Consultant at Bain & Company. Mr. Grulke graduated from Harvard Business School and Duke University, summa cum laude with a BS degree in Economics.

- **Ron Paliwoda**, President, *The Paliwoda Group*



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

- **Sean Kearney**, Managing Director, *Three Leaf Ventures*



Sean co-founded and leads the efforts of Three Leaf Ventures, the health focused venture platform of the Broe Group, a Denver based family investment firm. Routing through a variety of roles in financial markets he identified a passion for the venture investment world. He found the opportunity for perpetual learning and growth while working closely with entrepreneurs of equal drive and passion to offer great reward. Prior to Three Leaf Ventures, Sean established a diverse financial background trading in derivatives markets, and investment management in public equity and real estate markets. He studied Finance as an undergraduate at Miami University in Oxford, Ohio, later attending the Fisher College of Business at The Ohio State University to earn an MBA. Sean lives in Ann Arbor, Michigan with his wife and Border Collie rescue. While away from the office he is likely on the trail as an avid marathon runner, hiker and skier.



• **Kristi Ebong**, Director of Emerging Technology, *Cedars-Sinai Accelerator Powered by Techstars* 

Kristi leads emerging technology at Cedars-Sinai Health System and heads up recruitment and external relations for the Cedars-Sinai Accelerator Powered by Techstars. Her career began at Epic Systems and then in management consulting, with policy work at the Office of the National Coordinator for Health IT in DC, and most recently in digital health innovation at Stanford Health Care and content for Healthspottr. Kristi serves on the advisory board for Synqq and the Badger Entrepreneurship Forum. She received her MPH & MBA from The Johns Hopkins University and BA from the Univ. of Wisconsin in Political Science and Global Security.



• **Christiana DelloRusso**, Partner, *Providence Ventures*

Christiana is a partner at Providence Ventures, the strategic venture capital arm of Providence St. Joseph Health. At Providence Ventures, Christiana focuses on Chronic Disease, Genomics & Precision Medicine, and Behavioral Health & Wellness. She serves on the Board of Directors of precision medicine company N-of-One, and is a Board Observer of digital health company Omada Health. Prior to joining Providence, Christiana was Vice President, Commercialization at Life Science Washington (formerly the WBBA), and Managing Director of WINGS, the Washington Medical Technology Angel Investor Network. Prior to joining WBBA and WINGS, Christiana consulted for multiple emerging biotechnology and med tech companies in Cambridge, MA and supported the Executive Director of the Boston-based, non-profit organization Women Entrepreneurs in Science and Technology (WEST). She also started, ran and sold a women's health and fitness business between 2007-2010. Christiana holds a PhD in Physiology from the University of Michigan and completed postdoctoral work at the University of Washington, Harvard Medical School & Children's Hospital Boston.



• **Michael Thomas**, Director, *Inova Personalized Healthcare Accelerator*

A veteran med-tech CEO, Michael Thomas is Director of the Inova Personalized Healthcare Accelerator. Prior to Inova, Michael was CEO of Appian Partners, an Annapolis, MD-based life sciences consulting practice. His med-tech experience spanned several early stage, growth stage, and turn-around ventures as CEO of Appian Partners, ReGear Life Sciences, NuSomnea, Tanzen Medical, Appian Medical, iSonea, and Sleep Solutions. Mr. Thomas was founder and CEO of Appian Medical, a digital health firm that developed an algorithm to diagnose Obstructive Sleep Apnea. Mr. Thomas spent 2.5 years as CEO of iSonea Ltd (ASX:ISN), a publicly traded global, asthma digital healthcare company. He raised \$25MM for iSonea and increased the company's market capitalization from \$4MM to \$250MM. He is a member of the Board of Directors for Circadiance, a specialty CPAP mask manufacturer. Earlier in his career, Thomas was CEO of Sleep Solutions, a VC--backed medical device manufacturer. He raised over \$50 million in VC funding. Prior to joining Sleep Solutions, Thomas was EVP of Sales and Marketing for National Sleep Technologies (NST), where he led acquisitions of more than 80 sleep labs, making NST the largest sleep testing company in the US. NST was later sold to GE Medical. Earlier in his career, Thomas was Vice President of Sales at Patient InfoSystems (NASDAQ: PATI) and instrumental in taking that company public while delivering an 80 X return to shareholders. He began his career in sales and marketing at Merck and Glaxo. Thomas graduated from Cornell University with a degree in Microbiology.



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

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

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TRACK 2

• **Tom Miller**, Founder & Managing Partner, *GreyBird Ventures* 



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

• **Adam Lessler**, Vice President, *Canepa Healthcare*



Adam Lessler, MD is a vice president at Canepa Healthcare, where he serves as a board observer at bioTheranostics and Magnolia Medical Technologies. Prior to joining Canepa Healthcare, Adam was an engagement manager at McKinsey & Company, where he focused on serving healthcare clients on growth and M&A/partnership strategy. Previously, Adam completed his internship at the Hospital of the University of Pennsylvania and worked as an Investment Banking analyst at Goldman Sachs and as a research assistant in Harvard Medical School's Department of Health Care Policy. Adam has a B.A. in economics from Amherst College, an M.B.A. from the Wharton School of the University of Pennsylvania, and an M.D. from the Perelman School of Medicine at the University of Pennsylvania.

• **Alex de Winter**, Director, *GE Ventures*



Alex de Winter invests in life science instrumentation and clinical diagnostics startups, leading GE Ventures' investments in Labcyte, Syapse, RainDance, and Veracyte. Alex joined GE Ventures from Mohr Davidow Ventures, where he served as a board observer for CardioDx, Corventis, Crescendo Bioscience, DVS Sciences, and Personalis. He started his career as a research scientist with 454 Life Sciences and Pacific Biosciences. Alex has an MBA from UC Berkeley, a Ph.D. in chemistry from Stanford, and graduated from Amherst College.

• **Diana Saraceni**, Co-Founder & Managing Partner, *Panakes Partners*



Diana Saraceni is an investor with long experience in Venture Capital. She is currently Co-Founder & General Partner at Panakes Partners (www.panakes.it), an Italian Venture Capital firm dedicated to early stage investments in healthcare in Europe and Israel. Diana can rely on over 15 years of Venture Capital experience. She has also co-founded and managed 360 Capital Partners (www.360capitalpartners.com), one of the leading Venture Capital firm in Europe. She has led investments in a significant number of companies all over Europe, not only in the medical device sector, and generated several exits as IPO and M&A transactions. Ms Saraceni has a strong knowledge of the Venture Capital community in Italy and Europe. Ms. Saraceni holds an Msc in Engineering and an MBA from Luiss University.

• **Wouter Meuleman**, Director of Investments, *Illumina Ventures*



Wouter is Director of Investments at San Francisco-based Illumina Ventures, which manages a \$200M+ life sciences VC fund investing primarily in tools, diagnostics and therapeutics companies with a strong emphasis on genomics. Prior to Illumina Ventures, he was at Illumina, Inc. and worked in a variety of leadership roles throughout the organization, including R&D, Product Development, and Corporate Development. A physical chemist by training, he began his career in life sciences as first hire for Oxford University spin-out Oxamer, a company founded in 2003 by Lasker award winner Prof. Sir Edwin Southern, where he led the development a benchtop DNA microarray fabrication platform. Following the company's incorporation into Oxford Gene Technology in 2005, he continued working alongside Prof. Southern leading R&D programs in areas such as single cell gene expression analysis and novel applications for DNA microarrays. He obtained his undergraduate and Master's degree in Chemistry from the University of Ghent, Belgium; a PhD in Chemical Engineering from the University of Newcastle, U.K.; and an MBA from the University of Cambridge, U.K.



Track 3

Presenters

<p>8:00 - 8:50 AM</p>	 <p>DEAL & PRODUCT VALUATIONS</p>	<ul style="list-style-type: none"> • Patrik Frei, Founder & CEO, <i>Venture Valuation AG, Switzerland</i>
<p>9:00 - 9:50 AM</p>	 <p>FUNDRAISING BOOT CAMP</p>	<ul style="list-style-type: none"> • Dennis Ford, Founder & CEO, Creator of RESI Conference Series, <i>Life Science Nation</i>
<p>10:00 - 10:50 AM</p>	 <p>NEGOTIATING TERM SHEETS</p>	<ul style="list-style-type: none"> • Brian Bunn, Partner, <i>McDermott Will & Emery, Boston</i> • Jonathan Ursprung, Associate, <i>McDermott Will & Emery, Boston</i>
<p>11:00 - 11:50 AM</p>	 <p>RESEARCHING GLOBAL INVESTORS</p>	<ul style="list-style-type: none"> • Chris Cummings, Senior Marketing Manager, <i>Life Science Nation</i>

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

Workshop: Deal & Product Valuations



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 400 valuations for investors as well as biotech, Pharma and medtech companies. Venture Valuation also runs Biotechgate, a global Life Sciences database including company/product profiles, deal information and investors. Patrik graduated from the Business University of St. Gallen and completed his Ph.D 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. He is also the Chairman of Ophthalmopharma, a Swiss based biotech ophthalmology company, where he successfully out-licensed a portfolio of 4 products. Furthermore, Patrik is member of the board of Kleinkraftwerk Birseck AG (KKBN:Berne) a publicly quoted cleantech company. Patrik's articles have been published in a number of scientific journals including "Nature Biotechnology", "Drug Discovery Today" and other business publications ("Starting a Business in the Life Sciences: From Idea to Market" and "Building Biotechnology: Starting, Managing, and Understanding Biotechnology Companies").

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

Workshop: Fundraising Boot Camp



Dennis Ford is an entrepreneur and author with expertise in sales, marketing, and business development. He has spent most of his career launching new companies. Over the last decade, he has worked extensively with global alternative investors interested in high-growth early-stage technologies. His expertise encompasses using database subscription services to create business solutions and using the Internet to create an interactive dialog between buyers and sellers. He is a big proponent of using profiling and matching technology to find that all-important business fit in the marketing and selling process. Before LSN, Dennis was the President and CEO of Brighton House Associates (BHA). BHA was launched in order to improve the way hedge fund and private equity fund managers raised capital and marketed their funds to investors. Ford is the author of *The Peddler's Prerogative* and *The Life Science Executive's Fundraising Manifesto*, two well-received sales and marketing books.

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

Workshop: Negotiating Term Sheets: What's Best for the Company and What's Best for You?



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

- **Jonathan Ursprung**, Associate, *McDermott Will & Emery, Boston*

Workshop: Negotiating Term Sheets: What's Best for the Company and What's Best for You?



Jonathan P. Ursprung advises clients on corporate law and finance issues, such as venture capital financings, strategic and private equity investments, debt financings, and mergers and acquisitions, as well as on corporate structure matters, including creation of subsidiary structures to enhance financing, confidentiality and risk reduction opportunities. Previously, Jonathan served as senior legal counsel for Wheelabrator Technologies Inc., where he advised operations, sales, procurement, finance and strategic teams. Jonathan also served as an associate attorney at other leading law firms in Dallas, Texas and Boston, Massachusetts. While in law school, Jonathan served as an executive editor of the University of Pennsylvania Law Review.

- **Chris Cummings**, Senior Marketing Manager, *Life Science Nation*

Workshop: Researching Global Investors

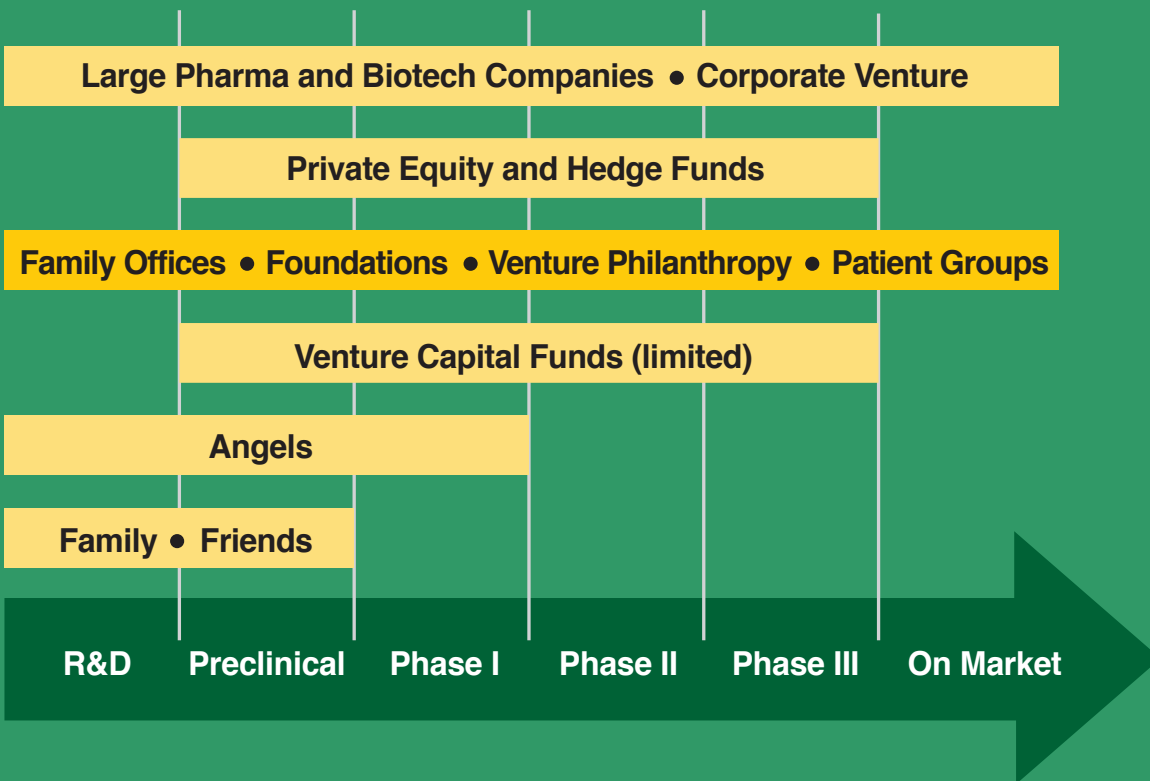


Chris Cummings is a Senior Marketing Manager at Life Science Nation (LSN) in charge of strategic marketing and business analysis. Chris joined LSN 2 years ago as a Business Development Manager and has been working with hundreds of fundraising life science CEOs across the globe, helping clients find and connect with investors that are a fit, as well as organize their outbound campaigns. Chris has also managed multiple RESI Innovation Challenges, as a member of both the review and outreach teams. Prior to LSN, Chris studied Brain and Cognitive Sciences at the University of Rochester and worked for three years as a research fellow at the U.S. Army Research Institute of Environmental Medicine in Natick, MA.

The Life Science Executive's FUNDRAISING MANIFESTO

BEST PRACTICES FOR IDENTIFYING CAPITAL IN THE BIOTECH AND MEDTECH ARENAS

by **Dennis Ford**



Contributors

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

FOR MORE INFORMATION

Please visit the Life Science Nation booth at the exhibit hall | www.FundraisingManifesto.com

Track 4 Presenters, Moderators & Panelists


1:00 - 1:50 PM

**ASIA INVESTORS
LANDSCAPE**

- **Michael Quigley**, VP of Market Research, *Life Science Nation*
- **Christine Wu**, Senior Research Analyst, *Life Science Nation*


2:00 - 2:50 PM

**CHINA
CROSS-BORDER
INVESTORS**

- **Richard Soll**, Senior Vice President, Research Service Division (RSD), *WuXi AppTec* 
- **Dongping Lin**, Founding Partner & Managing Director, *Guoqin Venture Capital*
- **Jennifer Hu**, Partner, *U.S. Healthcare Fund, Qiming Venture Partners*
- **Linda Ji**, Partner, *McDermott Will and Emery*
- **Mohamad Tabrizi**, Senior Vice President, *ShangPharma Innovation*


3:00 - 3:50 PM

**CHINA
STRATEGIC
PARTNERS**

- **Larry Cai**, Head of Business Development, New England, *Qilu Pharmaceuticals* 
- **Joyce Pei**, Head of US East Coast, *Simcere*
- **Tim Maguire**, Director Corporate Development, *Luye Pharma Group*
- **Weimin Tang**, Executive Director, Global BD & Licensing, *Hengrui US Business Operation*
- **Yuan-Hua Ding**, Sr. Director & Head of External Science & Innovation (ES&I), *Asia-Pacific, Pfizer*

4:00 - 4:50 PM

**ASIA-PACIFIC
INVESTORS**

- **Christopher Kim**, Managing Partner, *Novatio Ventures, KSLSF* 
- **Derek Yoon**, Partner, *AJU IB Investment U.S.*
- **Hyuk-Jeen Suh**, Head of Samsung Ventures East Coast, *Samsung Ventures*
- **Sakae Asanuma**, President, *Taiho Ventures*

 Moderator

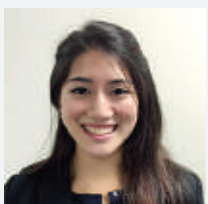
1:00 - 1:50 PM WORKSHOP: ASIA INVESTORS LANDSCAPE - PRESENTERS

- **Michael Quigley**, VP of Market Research, *Life Science Nation*




Michael Quigley is the VP of Market Research for LSN in Boston, Massachusetts. He has been with the company for 4 years, researching life science investors from around the globe. In addition to managing a team of research analysts in the US and abroad, Michael uses his global reach and understanding of the early stage investor arena to make LSN's Redefining Early Stage Investment Conference series one of the most compelling life science conferences today. He is a key contributor in designing content and selecting dynamic relevant topics and recruiting world renown investors. Michael and his team also assist in preparing global investor target lists for LSN and Boston Innovation Capital clients. Michael also participates in the planning and execution of global investor road shows. Michael and his team also create content for LSN's Next Phase weekly newsletter, he and his team write about their latest observations from the life science private investment ecosystem. Michael earned his bachelor's degree in Economics and Finance at Bentley University.

- **Christine Wu**, Senior Research Analyst, *Life Science Nation*



Christine Wu is a seasoned R&D specialist with an extensive background in neuroscience and psychology. Christine served as a Research Assistant in the Stress Neurobiology Division at the Children's Hospital of Philadelphia, analyzing the biological and behavioral effects of stress, depression, and anxiety in behavioral models including sleep-deprivation. She continued her research experience in oncology at SENS Research Foundation in Mountain View, CA, where she optimized the assay for the Alternative Lengthening of Telomeres (ALT) cancer pathway and performed high-throughput high-content data analysis to distinguish drug effectiveness. As part of the Precision Medicine Group at Pfizer, Christine performed a gene chip study for IBD and Crohn's Disease patients. Currently, Christine is a Senior Research Analyst at Life Science Nation (LSN) where she collaborates with investors with a life science focus on therapeutics, medical devices, diagnostics, and healthcare IT. Christine received her B.A. in Biological Basis of Behavior and Creative Writing from the University of Pennsylvania and Healthcare Services & Management from The Wharton School.

• **Richard Soll**, Senior Vice President, Research Service Division (RSD), WuXi AppTec 



Dr. Richard Soll is Senior Vice President, Research Service Division (RSD), at WuXi AppTec and leads the WuXi offices in Cambridge, Massachusetts and in Israel to bring WuXi's comprehensive platform of integrated R&D services closer to innovative companies and entrepreneurs in the world's two leading biotech hubs. Dr. Soll's contributions to drug discovery and development led to the discovery of the HCV breakthrough therapy elbasvir, the JAK2 inhibitor fedratinib, and more than 10 other clinical stage drugs. Dr. Soll has co-authored more than 100 patents and papers. Dr. Soll serves on the board of the Accelerator has been an SAB member to biotech companies and advisor to entrepreneurs. Prior to WuXi, Dr. Soll was CSO and VP of R&D at TargeGen where he led multiple clinical stage R&D programs. Dr. Soll founded the chemistry department at 3-Dimensional Pharmaceuticals as VP of Chemistry. Dr. Soll began his industry career at Wyeth Pharmaceuticals, and was trained as a synthetic chemist at Dartmouth and Harvard.

• **Dongping Lin**, Founding Partner & Managing Director, Guoqin Venture Capital



Dr. Lin received his Ph.D. and Master degrees from the University of Michigan and Bachelor degree from Beijing Normal University. He has more than 30 years of experience in managing medical device companies and in designing medical technologies and devices. He has extensive experience in corporation management, product development, intellectual properties, and regulatory affairs. Before co-founding a VC firm, Dr. Lin serviced as managing director of Honlynx NV LLC, Chief Scientist, Deputy General Manager, Vice President, and Chief Engineer of Mindray Bio-Medical Electronics, Co., Ltd.; and Chief Intellectual Property Officer, Chief Software Architecture, and Chief Technical Officer of Cardiac Science, a public company traded on NASDAQ. He helped many startups to become public companies and to be acquired. He led the development of many innovative and award winning medical devices; and led and completed a major national scientific project and a local government's innovation project – "Phoenix Project". He published over 20 articles in the biomedical field; and obtained over ten patents. He made contribution to many national and international standards.

• **Jennifer Hu**, Partner, U.S. Healthcare Fund, Qiming Venture Partners



Dr. Jing-Shan "Jennifer" Hu is Partner of the US Healthcare Fund of Qiming Venture Partners. Before Qiming, she was VP and Head of (External) Innovation Center China at Bayer Healthcare, responsible for building and managing partnerships for Global Drug Discovery with organizations in Greater China. Prior to that, she was Director of Licensing & External Research at Merck&Co covering Greater China for Worldwide Licensing & External Research. She worked previously at Roche Palo Alto as Head of Functional Biology, at Affymetrix as Program Manager of Pharmacogenomics, and at Human Genome Sciences as Scientist of Protein Therapeutics. Dr. Hu obtained her post-doctoral training at Harvard Medical School, PhD from Univ. of Texas Graduate School of Biomedical Sciences at MD Anderson Cancer Center, and BS degree in Biochemistry from Peking Univ. She is a board member of BayHelix and Chinese-American BioPharma Society (CABS).

• **Linda Ji**, Partner, McDermott Will and Emery



Linda Ji has extensive experience representing domestic and international clients in connection with a wide range of business matters, with a particular focus on cross-border corporate and commercial transactions between China and the United States. Linda represents clients ranging from start-ups to Fortune 500 companies in myriad industries, including life sciences, health care, technology, real estate, consumer products, manufacturing and private equity. Linda has represented both Chinese and US companies in a variety of transactions in the United States, including equity investments, venture capital and debt financings, mergers and acquisitions, securities offerings, joint ventures, technology licensing, strategic collaborations, as well as corporate governance, equity compensation and stock plan options, and other operational matters. Linda also counsels US and European companies on doing business in China, advising on such matters as corporate structuring, acquisition, compliance, IP enforcement and profits repatriation.

• **Mohamad Tabrizi**, Senior Vice President, ShangPharma Innovation



Mohamad M. Tabrizi is Senior Vice President at ShangPharma Innovation. He has over 25 years of experience in the life sciences industry as an investor, entrepreneur, business development professional, investment banker and scientist. Previously Mr. Tabrizi spent 10 years leading business development efforts at Nektar Therapeutics. He was head of west coast healthcare investment banking for Needham and Sr. banker with RBC Capital markets and Merrill Lynch. As a scientist Mr. Tabrizi worked at Howard Hughes Medical Institute and Stanford University School of Medicine. Mr. Tabrizi received a BA and MBA from Cornell University and a Masters of Science from Stanford University.

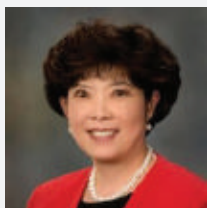
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• **Larry Cai**, Head of Business Development, New England, *Qilu Pharmaceuticals* 

Mr. Cai is Head of Business Development, New England at Qilu Pharmaceuticals, which is located in Jinan, China. Qilu is one of the top 10 Chinese pharmaceutical companies in term of revenue, and leader in R&D expenditure and pipeline. Mr. Cai is responsible for inbound licensing and partnership collaborations within local biotech and pharmaceutical communities, as well as venture creation and acquisition. With nearly 20 years in life science industry, and the last decade in business development, he has helped numerous companies both in US and China, with their R&D endeavors as well as on the BD front. Mr. Cai is the president-elect of SAPA-NE (Sino-American Pharmaceutical Professionals Association – New England), a non-profit organization striving to bridge the Pacific Ocean in life science.



• **Joyce Pei**, Head of US East Coast, *Simcere*

Dr. Joyce Pei is Head of US East Coast at Simcere of America. She has over 34 years of experience in the bio-pharma industry, of which, 25+ years in oncology / immunology. Joyce has a deep understanding of the Chinese market with a unique broad spectrum of experience. She has held positions with increasing responsibility in research, clinical development, medical affairs, regulatory affairs, global commercialization, global business development, and strategic partnership and alliance. Prior to Simcere, Joyce worked for Boehringer-Ingelheim, Hoffmann-La Roche, Merck & Company and Bristol Myers Squibb. At Roche, Joyce led 15+ product in-licensing deals and acquisitions. Notably, Joyce was the winner, representing, Roche for the 2009 SCRI's "Licensing Deal of the Year" award for her leadership in the PIGF deal. In addition, she led the evaluation and licensing effort of Zelboraf® which was subsequently launched as Roche's first personalized healthcare medicine. Joyce spent 25+ years in leadership positions in development and marketing at BI, Merck, Roche and BMS, leading teams and responsible for developing and implementing medical / business plans for products as well as for the longer term, in the oncology therapeutic area. Dr. Pei received her doctorate of pharmacy from University of Maryland and her M.B.A. from Rutgers School of Management. She did her clinical residency at the Johns Hopkins Cancer Center and the Dana Farber Cancer Institute.



• **Tim Maguire**, Director Corporate Development, *Luye Pharma Group*

Prior to joining Luye Boston R&D, Dr. Maguire was the company founder, member of the Board of Directors, and Chief Executive Officer of VasculoLogic LLC, and a managing partner of Vicara Capital. Dr. Maguire has also worked in the medical device and pharmaceutical industries for over 10 years in various roles of increased leadership and responsibility. These included positions within strategy, global manufacturing, business development, clinical R&D, and commercial teams. He has extensive experience in global product launches and life-cycle management including Liptruzet, Victrelis, VenousPro, and Ibris.



• **Weimin Tang**, Executive Director, Global BD & Licensing, *Hengrui US Business Operation*

Dr. Weimin Tang is the Head of Hengrui US Business Operation. He was trained as Biologist with focus on Cancer Biology and Ion Channels. Through more than 10 years of Pharmaceutical research and Business operation, he accumulated extensive experience in pharmaceutical and biotech management and bring multiple molecules to clinical trials. Previously, Dr. Tang served as Vice President of global business development and drug discovery at Crown Bioscience and Principal Scientist of Johnson and Johnson Research. Dr. Tang received Bachelor's Degree from Zhejiang University, Master Degree from Chinese Academy of Sciences and PhD from Rutgers University.



• **Yuan-Hua Ding**, Sr. Director & Head of External Science & Innovation (ES&I), Asia-Pacific, *Pfizer*

Dr. Yuan-Hua Ding is an Executive Director and Head of Pfizer External Science & Innovation (ES&I) – Asia/Pacific, Pfizer Worldwide Research & Development (WRD). He is also a member of the ES&I leadership team. In this capacity, he partners with colleagues in ES&I, Pfizer Business Development Group and Pfizer Asia Country Offices to evaluate technologies and assets from Asia Pacific academic, biotech & pharma laboratories, seek opportunities to incubate early biotech companies, build and manage a research network of academic institutes, biotech & pharma companies, and venture capital groups as well as regional bioparks. He liaises with therapeutic area and technology research unit leaderships in accessing the sciences, technologies and products needed to support Pfizer R&D mission. Prior to his current job, Dr. Ding served a variety of roles in the Pfizer R&D division, including Head of Asia External Science and Technology, Head of Structural Biology at the RTC Research Technology Center (RTC) in Cambridge, MA, Associate Research Fellow and Senior Research Scientist. As the Head of the RTC Structural Biology, he oversaw a group of scientists responsible for protein production, characterization, crystallization, crystallography and structure-based drug design. His group supported structural based drug design portfolio of 10+ programs, through collaborative efforts with RTC, Pfizer global structural biology groups and therapeutic area project teams, covering oncology, diabetes, inflammation and CNS. He also served as project leaders for several drug discovery programs.



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

Dr. Kim is managing partner of Novatio Ventures and founding managing partner of the Korea-Seoul Life Science Fund (KSLSF). Novatio Ventures is an early stage investor of the life science companies originating from North America. KSLSF is a cross-border venture capital fund investing in companies in Korea and the US and holds 20 companies in its current portfolio. He co-founded KSLSF while at Oxford Bioscience Partners where he served as partner. Dr. Kim was previously Associate Director and Head of Operations for the global BioMarker Development group at the Novartis Institutes for Biomedical Research. He held an additional role in corporate development and strategy while at Novartis. His other past positions were at such companies as IBM and Alkermes. Dr. Kim received an MBA from Carnegie Mellon University, PhD in Biomedical Sciences from the University of Texas Health Science Center and the MD Anderson Cancer Center and a BA in Economics and BS in Biology from UC Irvine.



• **Derek Yoon**, Partner, *AJU IB Investment U.S.*

Mr. Yoon is Partner at Aju IB Investment, one of leading venture capital firms in Korea. Based in Boston, Massachusetts, Mr. Yoon oversees Aju IB's international investments with focus on U.S. based life science companies and early stage start-ups with novel science. Mr. Yoon also leads multiple cross-border strategic partnerships by leveraging his strong relationship with top-tier pharmaceutical companies in Korea. Currently, he is involved in multiple overseas venture capital fundraising projects by interacting with Korean governmental institutional funds as well as various private investors in Asia. Additionally, Mr. Yoon is a board member of Clearside Biomedical and Trefoil Therapeutics, and a board observer at several other private biotechnology companies. Prior to joining Aju IB Investment, he spent more than fifteen years in alternative (VC/PE) investments and healthcare corporate banking where he took numerous responsibilities in portfolio management, deal structuring, and fundraising. His previous experience includes seven years of venture investment management at Kibo Capital, the oldest venture fund in Korea; three years of portfolio management with RBS Citizens Healthcare Banking Group; and two years with venture accelerator program at Berwind Private Equity, a multi-generational family office located in Harvard, Massachusetts. Mr. Yoon earned his M.B.A. from Babson College, M.S.F. from Boston College and B.S. in Chemical Engineering from Yonsei University in Seoul, Korea.



• **Hyuk-Jeen Suh**, Head of Samsung Ventures East Coast, *Samsung Ventures*

Hyuk-Jeen Suh is the Head of the Samsung Ventures East Coast office bringing over 20 years of industry experience in consumer electronics, biotech, and semiconductor. Before joining Samsung Ventures, Hyuk-Jeen worked at J.P. Morgan investment banking in the Technology, Media, and Telecom group. Prior to J.P. Morgan, he was the global senior business development and marketing manager at MEMSIC, a semiconductor startup with clients in the automobile and consumer electronics industry. He led the global marketing strategy which contributed to the successful IPO of MEMSIC in 2007. Prior to joining MEMSIC, Hyuk-Jeen was a senior research engineer at Sequenom, a biotech startup. He conducted research on DNA biochips and led joint venture projects with Hitachi and Samsung to design high-throughput bio instruments. He began his career at Intel Corporation as a process engineer, leading yield improvement projects which contributed to one of the highest yield rates in Intel history for the Pentium microprocessor. He advises startup companies and is a mentor at various startup accelerators. He is a guest speaker at universities including Harvard University, Yale University, and MIT. Hyuk-Jeen earned his Ph.D. in electrical engineering, focusing on Microelectromechanical Systems (MEMS) from University of Illinois at Urbana-Champaign. He earned his MBA from Yale School of Management. He holds a B.S. in mechanical engineering, B.A. in economics and M.E. in electrical engineering, all from Cornell University.

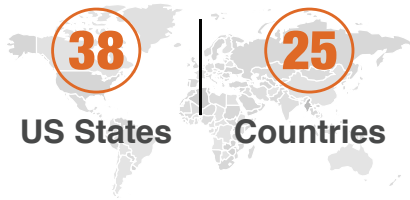


• **Sakae Asanuma**, President, *Taiho Ventures*

Sakae Asanuma joined Taiho as the founder of Taiho Ventures in 2016. Prior to joining Taiho, he was President and CEO at Astellas Venture Management and US Head of Astellas Innovation Management. At Astellas, he closed more than 10 research collaboration deals with academia and biotech ventures, including establishing six new build-to-buy or spin-out companies. Prior to working at Astellas, he was General Manager at Yasuda Enterprise, a Japanese VC firm with \$800M under management. He has invested in more than 35 companies, achieving 11 IPOs and 8 M&As to date as a Bay Area-based biotech venture capitalist since 2000.



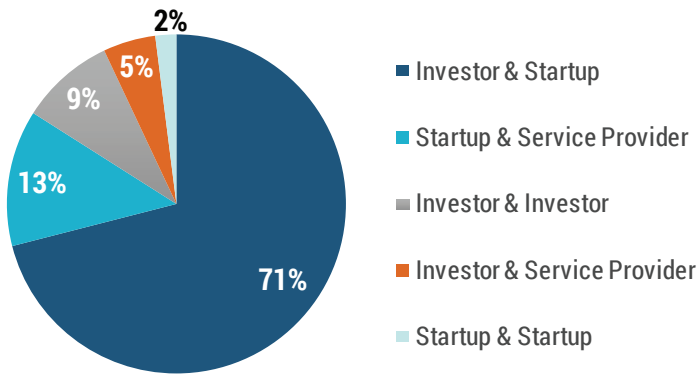
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Investor Type	Percentage
Large Pharma/Medtech	23%
Venture Capital	20%
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Government Organization	9%
Endowments/Foundations	3%
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Life Science Nation (LSN) accelerates fundraising using its matching platform to create highly compatible relationships between early stage scientists/ entrepreneurs and emerging technology investors. LSN researches and curates market intelligence on two industry sectors: The first is emerging biotech and medtech companies, which by their ephemeral nature are challenging to find and track. Second, LSN tracks ten categories of early stage life science investors and identifies who is filling the void left by venture capital. LSN owns and operates the Redefining Early Stage Investments (RESI) conference series, which brings together global early stage biotech and medtech companies with early stage investors.



WuXi AppTec is a leading global pharmaceutical, biopharmaceutical, and medical device open-access capability and technology platform company with global operations. As an innovation-driven and customer-focused company, WuXi AppTec provides a broad and integrated portfolio of services to help our worldwide customers and partners shorten the discovery and development time and lower the cost of drug and medical device R&D through cost-effective and efficient solutions. With its industry-leading capabilities such as small molecule R&D and manufacturing, cell therapy and gene therapy R&D and manufacturing, and medical device testing, WuXi platform is enabling nearly 3,000 innovative collaborators from more than 30 countries to bring innovative healthcare products to patients, and to fulfill WuXi's dream that "every drug can be made and every disease can be treated." Please visit <http://www.wuxiapptec.com>



McDermott Will & Emery is a premier international law firm with a diversified business practice. Established in 1934 as a tax practice in Chicago, Illinois, we have offices in Boston, Brussels, Chicago, Dallas, Düsseldorf, Frankfurt, Houston, London, Los Angeles, Miami, Milan, Munich, New York, Orange County, Paris, Rome, Seoul, Silicon Valley and Washington, D.C. McDermott has 80 years of serving a broad range of client interests. Our Life Sciences Industry Group is composed of 135 professionals, 60 with advanced science degrees and many others with government and industry experience, working across 19 offices around the world. With insights drawn from the only health practice ranked Tier 1 nationally by Chambers USA and our global reach, we deliver integrated business solutions to our clients, bringing the required experience from our leading tax, health, intellectual property, antitrust and regulatory practices to solve our client's challenges.



Merck has a strong history of success in translating cutting-edge research into life-saving medical breakthroughs. Our scientific advances have made a difference in the lives of millions of patients worldwide. Merck had sales of more than \$39 billion in 2016 and we operate in more than 140 countries. We're pursuing some of the most innovative areas in biomedical research emerging today without regard to therapeutic area/modality. With more than 100 business development transactions since 2015, our team has experience working on collaborations from discovery to clinical-stage programs. We believe that by working together we can play a major role in transforming global health care. Together we can invent for life. Learn more at merck.com/licensing.



Camargo has established an unrivaled track record of drug development utilizing the 505(b)(2) pathway and the global equivalent processes. Experts at Camargo have participated in more than 1100 Agency meetings, resulting in over 200 drug approvals. The Company has more than 30 PhDs with expertise in drug development, including comprehensive in-house specializations of pharmacokinetics; toxicology; and Chemistry, Manufacturing, and Controls (CMC), and offices in Durham, NC, and Cincinnati, OH. To learn more about Camargo Pharmaceutical Services, please visit <http://camargopharma.com>.



The Cedars-Sinai Accelerator Powered by Techstars is a collaboration to help today's technology innovators turn their ideas into breakthroughs that can improve the lives of patients around the world. Based in Los Angeles California, adjacent to the Cedars-Sinai Medical Center, the accelerator focuses on early stage digital health and medical device companies commercializing in the provider vertical. Companies accepted into the program receive: 1) an investment of \$120,000, 2) access to Cedars-Sinai's clinical expertise and information infrastructure including hardware, software and digital health technical resources, 3) mentorship from Cedars-Sinai physicians, researchers, healthcare professionals and executives, and well as 4) access to Techstars' network of over 7,000 successful entrepreneurs, investors, mentors, and corporate partners.



Created in 1979 by the healthcare technology industry, Medmarc's purpose is to be the superior provider of liability insurance and related risk management solutions and to support the development, testing and delivery of products that save lives and improve the quality of life. Through our strategic alliances we offer tailored insurance protection specifically designed for the broad spectrum of needs of the medical technology and life sciences industry. From ideas and prototypes to the reality of commercialization and success – We can Meet Your Changing Needs.

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



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