

# 2021 Series



**LIFE SCIENCE  
NATION**

Connecting Products, Services & Capital

## INVESTOR PROGRAM



**RESI** REDEFINING  
EARLY STAGE  
INVESTMENTS

**RESI** REDEFINING  
EARLY STAGE  
INVESTMENTS



**RESI** REDEFINING  
EARLY STAGE  
INVESTMENTS  
**LONGEVITY**

**Digital RESI  
June 8-10**

**RESI Partnering Week  
September 13-17**

**RESI Partnering Week  
November 15-19**

Contact Us: [RESI@lifesciencenation.com](mailto:RESI@lifesciencenation.com)

in

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Dear Valued Investor,

Life Science Nation (LSN) has built a sourcing and funding global superstructure featuring elite global technology assets, as well as the investors, pharma, and channel partners who seek them. The international infrastructure consists of over 300 regional tech hubs, accelerators, and incubators whose constituents attend the global Redefining Early Stage Investments (RESI) Partnering Week conferences. LSN invites participating investors to take advantage of the opportunities available to promote their firm and portfolio companies, as well as source assets that are a fit for their theme.

Through its products, services, and data, LSN acts as a match-making service – connecting companies to investors and strategic partners who are a fit for their product and stage of development. The role of LSN and its RESI partnering events and match-making platform is to streamline the fundraising process and eliminate ill-fitting meetings, saving time and capital for its investor community.

From Digital RESI March 2020 to 2021, 3,500+ investors from 700 unique firms joined in LSN's virtual partnering events. Of these unique firms, over 70% have been repeat attendees and over half of those had attended more than five conferences. Investors are enthusiastically leveraging digital partnering to seek quality deal flow for potential investment, strategic partnership, in-licensing, and more.

This new program allows our global investor network an opportunity to vote for, support, and participate in LSN's continued growth. It is our hope you'll find value in the products, services, and events, and that you'll use these to further your investment theme and LSN'S mission – to advance deals that save lives.

- Dennis Ford, CEO, Life Science Nation

## About the Program

LSN's Digital RESI series has built a global brand with a stellar reputation as the leader in the early-stage, cross-border, cross-domain life science marketplace for sourcing, funding and licensing early-stage technology assets that works year after year.

In order to best serve the investor community, as well as their strategic partners and portfolios, RESI is offering a new selection of services designed to enhance the conference experience and increase value to our investor community.

The program will provide additional visibility to investors and their portfolios to help them source assets and make connections effectively at RESI events. The program also provides opportunities for involvement that tailors the event to specific objectives.

## Program Benefits

1

### **RESI's Conference Model, Resources & Community**

- Participate in RESI Partnering Week (16K annual attendance)
- Source elite assets through the partnering platform
- Increase visibility to the early-stage investment ecosystem
- Be featured in the Next Phase Newsletter (50K weekly readership)

2

### **Source, vet, and develop key relationships with your target audience:**

- Elevate firm brand to the early-stage investment community
- Feature your portfolio companies to strategic partners
- Get to know fundraising entrepreneurs whose technology and stage of development are a fit for your investment theme.

3

### **Access post-event attendee list, including:**

- Start-up Companies
- Service Providers
- Investors
- Government Agencies
- Tech Hubs

4

### **Showcase your firm and portfolio:**

- Moderate an expert panel
- Host and deliver a workshop

5

### **Use our one-of-a-kind match-based partnering platform to connect with strategic partners and build relationships**



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# RESI Investor Program

| Program Assets (Per Firm)  | Elite Investor      | Premium Investor    | Valued Investor   | Standard Investor    |
|--|---------------------|---------------------|-------------------|----------------------|
| <u>Up to Three Complimentary Registrations for All 13 Annual RESIs</u>                       | ✓                   | ✓                   | ✓                 | ✓                    |
| <u>Firm Logo Feature on Conference Website</u>   | ✓                   | ✓                   | ✓                 | ✓                    |
| <u>Discount for Portfolio Company Registrations</u>  | \$250               | \$200               | \$150             |                      |
| <u>One Featured Newsletter Interview</u>   | ✓                   | ✓                   |                   |                      |
| <u>Post-Event Attendee List &amp; Contact Information upon Request</u>                       | ✓                   | ✓                   |                   |                      |
| <u>Quarterly Company Recommendations, Customized to Investment Mandate</u>                   | ✓                   |                     |                   |                      |
| <u>Dedicated Webpage &amp; Section Spotlight for Portfolio Companies on RESI Live Agenda</u> | ✓                   |                     |                   |                      |
| <u>Investor-Moderated Panel Featuring Portfolio Companies*</u>                               | \$500               |                     |                   |                      |
| <u>Investor Database and Business Development Database Subscriptions*</u>                    | \$10,000            |                     |                   |                      |
| <i>*Additional Fee</i>   | <b>\$1,500/Year</b> | <b>\$1,000/Year</b> | <b>\$650/Year</b> | <b>Complimentary</b> |

Get Involved at  
Digital RESI



For more information, please contact:  
[research@lifesciencenation.com](mailto:research@lifesciencenation.com)



## RESI Partnering Week

RESI Partnering Week functions as an early-stage fundraising trifecta, providing opportunities for start-ups to connect with investors and strategic partners based on product fit and stage of development. RESI has a longstanding reputation for bringing life science deal-makers together, while its AI and Longevity events host conversations for specific technology and applications, enabling attendees to customize their experience based on their needs. Each conference provides unique opportunities to buyers and sellers, and we hope you'll join us!



**RESI** REDEFINING  
EARLY STAGE  
INVESTMENTS

The Redefining Early Stage Investments (RESI) conference series brings together startups with early-stage investors and strategic channel partners to maximize the capability of these companies, from seed to series B, to find partners who are a fit for their technology and stage of development. RESI is cross-border and cross-domain, connecting start-ups with ten categories of global investors across the silos of drugs, devices, diagnostics, and digital health. RESI caters to both the earliest stage startups, those seeking grants, seed and angel capital, and the early-stage firms who seek seed, series A, and B funding.

September 13-15, 2021  
November 15-17, 2021



Artificial intelligence (AI) is rapidly reshaping the healthcare landscape and redefining what is possible in life science. RESI AI is a digital partnering conference that connects the investors and strategic partners and matches them to companies developing and commercializing AI technology in drugs, devices, diagnostics, and digital health to revolutionize healthcare. RESI AI features investors and entrepreneurs sharing their experiences in early-stage funding and what makes a successful partnership. This two-day digital conference provides the opportunity to meet and learn from experts, build relationships, and advance healthcare through the power of AI.

September 16-17, 2021  
November 18-19, 2021



The aging boomer population contributed \$8.3 trillion in economic activity to the 2018 US economy, and that number is projected to triple by 2050. The need for advancements in drugs, devices, diagnostics, and digital health for the treatment of age-related conditions is crucial. Co-organized with Mary Furlong & Associates, RESI Longevity is a new partnering conference focused on conditions related to aging, market challenges, and solutions via early-stage companies and their promising tech and products. RESI Longevity brings fundraising startups together with investors in age-tech innovation to make deals in order that today's seniors live longer, healthier lives.

September 16-17, 2021  
November 18-19, 2021



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# Event Demographics

Over the past **9** years, countless companies have used RESI as part of their fundraising, with **400+** raising a collective **\$500M+** through connections made.

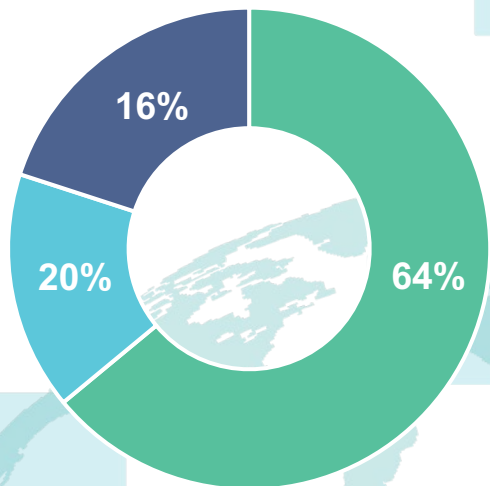
  
**1,200+** Attendees

  
**3,500+** Meetings

  
**5** Continents

  
**24-hr** Partnering  
across **5** Days

## Global Attendees

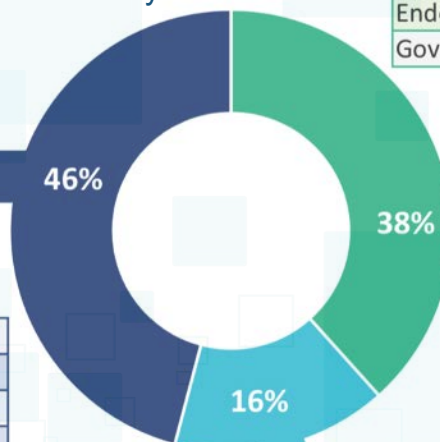


■ North-America ■ Europe ■ Asia



### Startup

|                |     |
|----------------|-----|
| Therapeutics   | 50% |
| Medical Device | 32% |
| Diagnostics    | 13% |
| Digital Health | 5%  |



### Investor



### Service Provider & Others

|                       |     |
|-----------------------|-----|
| Service Provider      | 58% |
| Tech Hub & Incubator  | 14% |
| Non-Profit            | 13% |
| IBanks & R&D Services | 7%  |
| Regional Organization | 5%  |
| Media & Other         | 4%  |

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# Advanced Target Search

The partnering platform matches attendees based on sector, indication, phase of development, etc., eliminating the question, “Is this a good fit for my needs?” Investors and strategic partners can explore the latest innovation in a format that easily connects them with products they are most interested in.

Partnering opens three weeks before the conference, providing time to upload personal schedules and company profiles, as well as review and request meetings with attendees using the filters based on which attendees you are most interested in meeting.

LSN hosts free workshops to review platform function and provide tips for anyone who is new or inexperienced with partnering events. Click the video to view a partnering tutorial.



A screenshot of the Life Science Nation Digital RESI Partnering platform interface. The interface is divided into several sections. On the left, there are filters for 'Groups' (All, Biotech/Medtech/Diagnostics/HIT, Investor, Non-Profit, Other, Service Provider/Consultant, Tech Hub), 'Find available attendees at', 'Main Sector' (Biotech Subsector, Medtech Subsector, Diagnostics Subsector), 'Indications' (Biotech Phase of Development, Medtech/Diagnostic Phase of Development), 'Index' (A-Z), and 'Countries' (All, Australia, Canada, Finland, France, Germany, Iceland). The main content area displays three company profiles: 'Activas Diagnostics, LLC', 'Adipo Therapeutics', and 'Advanced Brain'. Each profile includes a 'Participating as' section (PITCH COMPANY), a 'Dedicated Page' link, a profile picture, and a bio. A blue box highlights the 'Biotech Subsector' filter, and another blue box highlights the 'Biotech Phase of Development' filter. A third blue box highlights the 'Pre-Clinical' phase of development. A list of product types is shown on the right: Antibodies, Biosimilars, Cell Therapy, Drug Delivery, Gene Therapy, Generics, Nucleic Acid, Drugs, Peptides, Proteins, Small Molecules, Stem Cells, and Tissues. The interface also includes 'Book meeting' and 'Bookmark' buttons for each company profile.



## Feature Your Firm

LSN's three weekly newsletters, Next Phase, The Mandate, and Age-Tech Bulletin, arrive in 50,000 inboxes each week, providing hot investor mandates, insightful articles, promotional news, or access to pre-recorded educational content.

Investor interviews can be featured as an informational article, a long-form written interview, or a short-form audio interview.

### Check Out Our Newsletters!

**NEXT PHASE»**

**THE MANDATE**

**AGE-TECH BULLETIN**

### AI in Diagnostics: An Investor Perspective

Manager & Conference Producer, LSN

ly said in business that "riches are in the ch translates to targeting a specific market anding performance. In diagnostics there's no better example of this than ntures. We spoke with the founder and CEO, on his unique approach that sets his art in the often-competitive healthcare arena.

### Wing VC's Sara Choi from Both Sides of the Partnering Conversation



Sara Choi

An interview with **Sara Choi**,  
Partner of Wing VC

By **Rory McCann**, Marketing  
Manager & Conference  
Producer, LSN

Sara Choi is an investor who has seen it all. Her successf the other side of the deal-making conversation as an earl candid conversation, Sara discusses how her early experi perspective working with fundraising CEOs. We discuss digital health and life science, and her best advice for CE stand out while avoiding burnout.

**Rory McCann (RM):** Where are we at right now health and life science?

**Sara Choi (SC):** First of all, we've come a long way, hav been here as a field since 1956 when it was started – abo Dartmouth College. I think back then no one had any idea of just where it d be applied and the power it could have, but now, we're starting to see it really take shape and transform so many different industries. Specifically for digital health and the life sciences, AI has finally reached a point in maturity of the actual technology (hello, GPT-3!) – and also, ease of use – where we – founders, technologists, consumers etc. – can finally take advantage of vast data troves and really use AI to have transformational effects. I keep using that word transformation – it's not just about a specific application, now I'm talking about AI and its power to terraform trillion-dollar industries, which I just don't think could've happened before.

### The Roles of a Lifetime

By Rory McCann, Marketing Manager & Conference Producer, LSN



Eran is very active in the world of early-stage startups and fundraising within life science and is a recent contributor to the [Redefining Early Stage Investments \(RESI\)](#) community. Eran speaks with us about the value he's found at RESI and how his many roles helped him make the most of his experience and add value to others.

▶ 0:00 / 9:00

Digital RESI takes place June 8-10. There's still time to save on early bird rates, [sign up by May 7 to save!](#)

re are, and the broader the diagnostic range the next decade, for certain medical hout computerized assistance will be 't do it."

of AI, Miller is skeptical of every application prognoses based on patient records and its correlation and causation. He instead works ills in the gaps, in addition to human study such as AI-enabled radiology, locating

biomarkers for human cancer detection, and motion predictors to determine drug efficacy in degenerative diseases, such as Parkinson's or Multiple Sclerosis (MS).

Just as Greybird's success has grown in a specific space within healthcare investment, Miller believes that AI is the best solution for well-defined, narrow problems.



**Elite Investors** are provided a dedicated webpage that serves as their virtual exhibition booth. By clicking the firm logo on the event Live Agenda, attendees gain access to their dedicated webpage, which hosts materials which can include, but are not limited to video presentations, company description, team bios, portfolio companies, and downloadable materials.



## GLOBAL INVESTMENTS & PARTNERSHIPS

*A Discussion on International Deal-Making and Advice on How Fundraising Start-ups Should Play on a Worldwide Stage*



## GLOBAL INVESTMENTS & PARTNERSHIPS

*A Discussion on International Deal Making and Advises on how Fundraising start-ups should Play on a Worldwide Stage*

- **Judy Lee** (Moderator), General Manager, Onelin Capital
- **Haolin Sung**, Managing Partner, Chaperone Investment
- **Haruhiko Sugino**, Director of Global Business Development, Otsuka Pharmaceuticals
- **Weiyoung Sun**, Senior Director of Specialty Medicine Search & Evaluation, Daichi Sankyo
- **Yao Li Ho**, Senior Director of Business Development, LYFE Capital



## Onelin Capital Request a Meeting

Onelin Capital, A multi-billion dollar global conglomerate, manages across different asset classes in the U.S, including real estate development, and venture capital investments. With offices in Seattle, San Jose and Guangzhou, Onelin is actively seeking startups in the life sciences space and are interested in business opportunities in the Asian market. Onelin is looking for all life sciences related companies who are seeking partnerships to work with, and tech-enabled startups for investments.

A discussion of early-stage investments on the global stage. Have the strategies for fundraising changed due to Covid-19? What should early-stage companies do to better attract global investors at this time? What recommendations do panelists have for start-ups to weather through the Covid-19 storm from fundraising, global expansion, and partnership perspectives.

This panel will feature 4 speakers and a moderator. Questions include, but not limited to:

- What is the current investment thesis in healthcare during and post Covid-19?
- What are the major differences in the life science industry between US/Europe and Asia from an investment perspective?
- What global investment and partnership trends do you see in your geography and/or sector?
- What suggestions do you have for founders/companies to reach out to international investors, especially at this "special" time we are in?



# Quarterly Company Recommendations

**Elite Investors** receive quarterly company recommendations based on their mandate.

Investors and strategic partners will be able to further specify the following categories based on their current needs:

- Geographical Location
- Sectors and Subsectors of Interest
- Disease/Indication
- Stage of Development

Each recommendation is selected with the investor's mandate in mind and will include specific details about product pipeline, existing strategic partners (if applicable), direct contact information, financing rounds, and clinical trial data.

Recommendations are delivered as personalized reports with the option to connect directly with a dedicated LSN investment researcher.

Biotechgate

BY VENTURE VALUATION

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Last revision: 12 Oct 2020

PRINTED BY: Claire Jeong

GENERAL INFORMATION

Spain

Contact Person

Phone

Website

Chief Scientific Officer

Founded in

2014

Source of foundation

Spin-off from company

Name of foundation source

Corporate description / mission

is focused on delivering new pathogen-specific antibacterials for the treatment utilizing its proprietary discovery platform PasNas to identify novel pathogen-specific antibiotic bacteria.

State of ownership

Private / independent

Headquarters

Yes

Function of Location

Local company

CATEGORIZATION

Sector

Biotechnology - Therapeutics and Diagnostics

Sub sector

Other

Anti-infectives

Primary therapeutic area(s)

Infectious and parasitic diseases / infectiology / parasitology

Business Model

Customer Segments

SUMMARY PRODUCTS / SERVICES / TECHNOLOGIES

Description of products

MDR Gram-negative infection Program

Anti-Acinetobacter baumannii development program

therapeutics

11

Phase

Preclinical

Licensing status

Future out-licensing possible

Main indication

Infectious and parasitic diseases / infectiology / parasitology

Sub indication

Other bacterial diseases

Primary market

Specialty

Origination

Innovative

Administration mode

Other

Molecule type

Other Macromolecule

TECHNOLOGIES

technologies

1

PasNas

technologies

11

is the drug discovery platform engineered and exploited by . It is a multiplex platform capable of effectively unveiling pathogen-specific antibacterial properties of molecules, while promoting the compounds active against MDR strains with new mechanism of action and with maximized chances of success in clinical development.

The successful application of the enabled to discover novel compounds active against the Gram-negative bacteria, one series of which has pathogen-specific activity against *Acinetobacter baumannii* in late lead optimization and to progress pathogen-specific antibacterial lead compounds active against *Escherichia coli* and *Klebsiella pneumoniae* into chemical optimization.

Licensing status

Undisclosed

Technology sub-sector

n/a

FINANCING ROUNDS

rounds

1

Feb 2016

round

11

Type of financing

Equity (private)

Series / round

Series A / 1. Round

Remarks

Series A round

Investment (in millions)

USD

19.76

Phase of most advanced Biotech product

Preclinical

Lead investor

Co-investors

Remarks/Milestones

The company expects the financing will allow it to begin clinical studies of its lead program, which targets multi-drug resistant *Acinetobacter baumannii*.

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## Join the Conversation

Digital RESI features insightful panels available to investors to host conversations around themes (cross-border, cross-domain, etc.) or a panel featuring their portfolio companies.

Panels can be live or pre-recorded and are available for viewing online via the event website. These 50-minute discussions feature four panelists and one moderator, and are made up of active investors, strategic partners, fundraising executives, and key industry leaders, with a diverse range of topics focused on the life science entrepreneurial and investment ecosystem.

**Entrepreneur Workshops & Startup Showcase**

**NVIDIA Inception Drug Discovery AI**  
Pre-Recorded | [View Showcase](#)

**Product Valuation for Deal-Making**  
LIVE! March 18, 10 AM EDT | [View Workshop](#)

**Commercializing AI-Based Health Technologies**  
LIVE! March 19, 10 AM EDT | [View Details](#)

**Company Valuation for Fundraising**  
Pre-Recorded | [View Workshop](#)

**Negotiating Term Sheets: What's Best for the Company and What's Best for You?**  
Pre-Recorded | [View Details](#)

### Recorded Live Panel

**NVIDIA Inception Drug Discovery AI Startup Showcase**

Moderator: Renee Yao, Global Healthcare AI Startups Lead, NVIDIA – [Connect via Partnering Platform](#)

Panelists:

- Tom Miller, PhD, CEO, Entos, Inc. – [Connect via Partnering Platform](#)
- Alex Zhavoronkov, PhD, Founder & CEO, Insilico Medicine – [Connect via Partnering Platform](#)
- Tyler Wagner, PhD, Senior Director, Biomedical Research, nference – [Connect via Partnering Platform](#)

Pharma companies' overall venture investments have grown steadily over the last 5 years — but AI has emerged as a standout area of investment, with pharma incumbent-backed healthcare AI funding growing more than 10x since 2018. In this talk, you will hear about NVIDIA Inception program benefits for healthcare AI startups and hear about a few cutting-edge drug discovery AI startups' latest breakthroughs.

**Accelerating Molecular Discovery through GPU-Enabled Physics-Based Machine Learning**  
Tom Miller, PhD, CEO, Entos, Inc.

**GPU-Enabled Generative Biology and Generative Chemistry for End-to-End Drug Discovery**  
Alex Zhavoronkov, PhD, Founder & CEO, Insilico Medicine

**nference: Making Biomedical Knowledge Computable**  
Tyler Wagner, PhD, Senior Director, Biomedical Research, nference

Live Agenda

Panel Page

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## Advance Deal Flow

Elite Investors can take advantage of LSN's premier database subscriptions designed to optimize deal flow and source data, assets, funding, and partnerships.

Present and future-looking investor data is collected and curated by LSN's Investor research team through ongoing dialogues with 10,000 life science investors from around the world, identifying their investment mandates.

The LSN business development database is the premier life science company database, covering over 100,000 companies around the world, with a particular focus on the bottom third of the market that is missed by traditional data providers.

### Business Development Database

1. Find potential pipeline candidates
2. Source hard-to-find, under-the-radar assets
3. Conduct fast, competitive landscape analysis during due diligence

### Investor Database

1. Find strategic fund initiatives and potential limited partnerships (LPs)
2. Find strategic partners for syndication, regional footprint, and distribution
3. Access similarly themed investors' portfolios