

**2022 Series**



**LIFE SCIENCE  
NATION**

Connecting Products, Services & Capital

# INVESTOR PROGRAM



**RESI** REDEFINING  
EARLY STAGE  
INVESTMENTS

**DIGITAL RESI JPM, JANUARY 11-13**

**DIGITAL RESI, MARCH 22-24**

**DIGITAL RESI, JUNE 7-9**

**RESI BOSTON, SEPTEMBER 20-22**

**RESI GLOBAL, NOVEMBER 15-17**

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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 Redefining Early Stage Investment (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**

# Program Assets (Per Firm)

	Elite 	Premium 	Valued 	Standard 
Up to Three Complimentary Registrations for All Annual RESI Conferences	✓	✓	✓	✓
Firm Logo Feature on Conference Website	✓	✓	✓	✓
Discount for Portfolio Company Registrations	\$250	\$200	\$150	
One Featured Newsletter Interview	✓	✓		
Post-Event Attendee list & Contact Information upon Request	✓	✓		
Quarterly Company Recommendations, Customized to Investment Mandate	✓			
Dedicated Webpage & Section Spotlight for Portfolio Companies on RESI Live Agenda	✓			
Investor-Moderated Panel Featuring Portfolio Companies*	\$500			
Investor Database and Business Development Database Subscriptions*	\$10,000			

*\*Additional Fee* **\$1,500/Year**

**\$1,000/Year**

**\$650/Year**

**Complimentary**

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

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# Virtual Conference Demographics

Over the past decade, **300+** companies have raised **\$400M+** through **35+** RESI conferences.



**600-800**  
Participating  
Attendees per  
Conference



**1,500+** Virtual  
Partnering Meetings  
per Conference



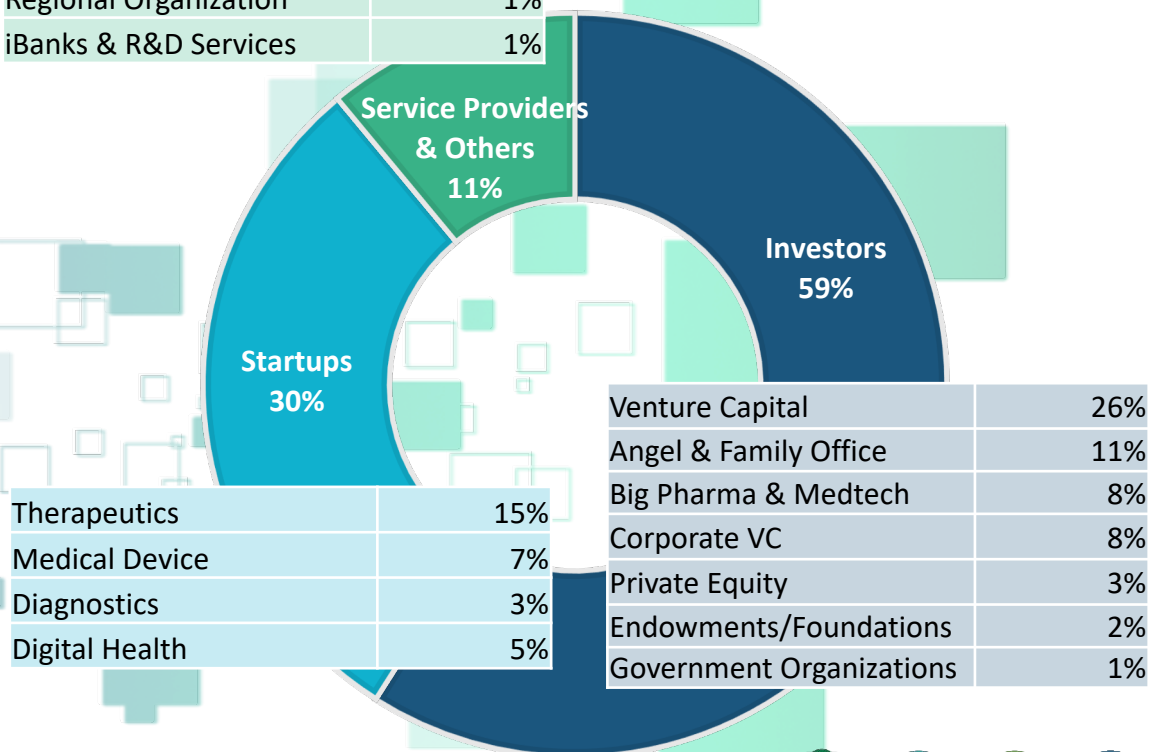
Participants from  
**40+** Countries in 2021



**3** Days of **24 hr.**  
Partnering

Service Provider	8%
Tech Hub	1%
Non-Profit	1%
Regional Organization	1%
iBanks & R&D Services	1%

## 2021 ATTENDEE PROFILES



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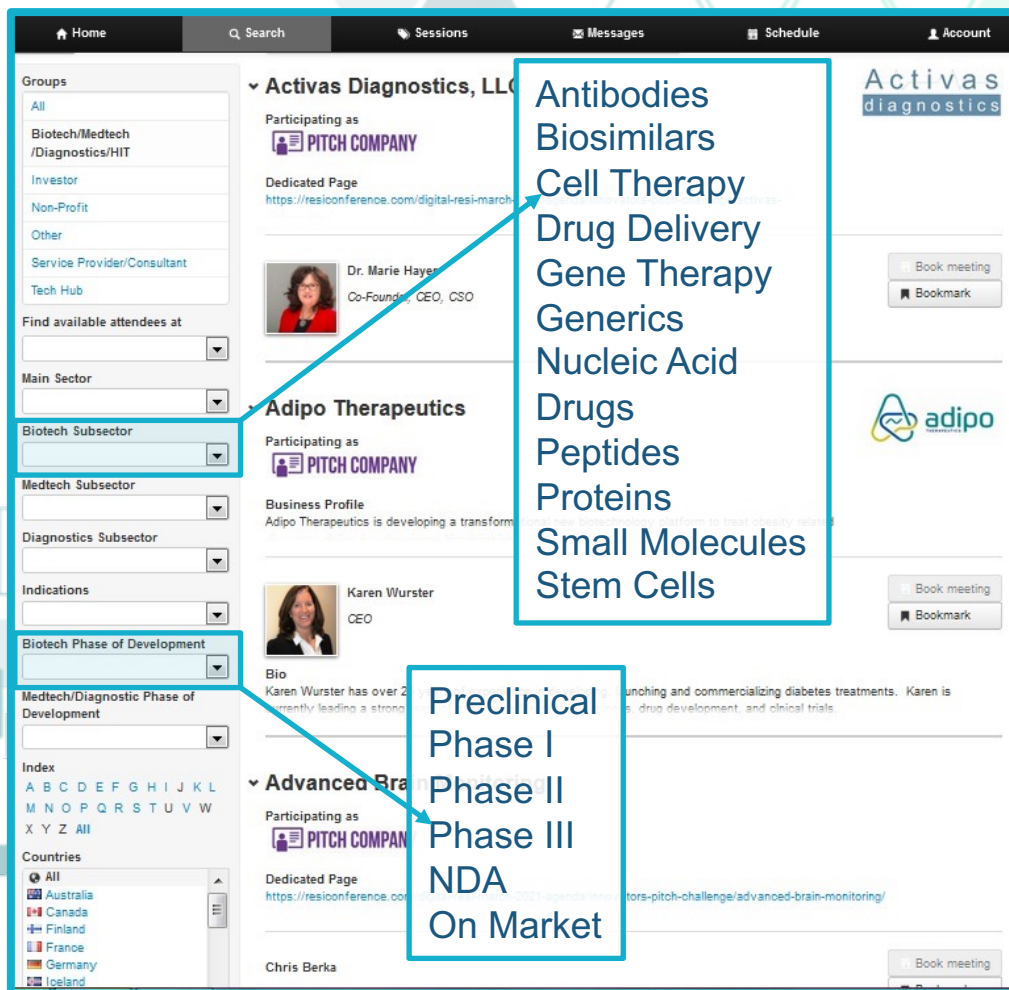


# Advanced Target Search

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.



# Newsletter Article: Feature Your Firm

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

## Sponsor articles appear in one of two formats

### VIVA Biotech, Shanghai, China based CRO will be the Innovation Challenge Gold Sponsor for RESI

By Candice He, Global Investment Strategist, LSN



After supporting the RESI Conference Series with delegates and speakers for many years, VIVA Biotech has become a Gold Sponsor of RESI Shanghai and RESI San Francisco. At RESI, you will be able to meet with VIVA's delegation of elite portfolio companies, and with top expert speakers representing VIVA at RESI's panels and pitch sessions. You will also have the opportunity to meet with VIVA during RESI's cocktail party, where VIVA will present the awards for the RESI Innovation Challenge! Finally, RESI Shanghai attendees will also have the opportunity to take a tour of VIVA Biotech's incubator. We hope you will join us and our sponsors and partners at RESI Shanghai.

#### About VIVA Biotech



VIVA Biotech's mission is to become a cradle for innovative biotechnology companies around the world. VIVA Biotech has developed a scalable business model combining the conventional cash-for-service (CFS) model and its unique equity-for-service (EFS) model. Under the CFS model, the Group provides structure-based drug discovery services to its biotechnology and pharmaceutical customers worldwide for their preclinical stage innovative drug development, covering the entire process, including target identification, target validation, lead optimization, preclinical development, and clinical development.

### Interview with M2D2: How Global Tech Hubs Showcase Startups to Investors at RESI



An interview with Mary Ann Picard, COO of the M2D2 Incubator

By Greg Mannix, VP of International Business Development, LSN



One of the clear trends in Life Science funding is that investors are taking a keen interest in earlier and earlier-stage companies. Some investors will put money in at a very early stage, while others will come in a bit later, but what is very clear is that they all want to identify the most significant new technology breakthroughs in the life sciences and put those companies on their radar as soon as possible.

A majority of these hot, early-stage technologies are being developed in tech hubs all around the world. The Redefining Early-Stage Investments (RESI) conference series is an excellent opportunity for these Tech Hubs to gain visibility among investors who will want to track the technologies being incubated and accelerated in their facilities. This is why at LSN we have made a purposeful effort to create a nexus between these two key players in the life science ecosystem.

I recently spoke to Mary Ann Picard, COO at Massachusetts Medical Device Development (M2D2) Center about how RESI plays a part in the success of her program and its constituent companies.

Greg Mannix: First Tech Hub. Could you

Mary Ann Picard: The biotech early stage state Lowell and UMass Medical equity taken. Resident

Interview conducted and written by LSN's editorial team

Article with content provided by investor, typically to highlight firm or portfolio

Life Science Nation Newsletter | February 27, 2020 | Issue 357

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

The LSN Story | Investor Platform | Company Platform | RESI Conference | Fundraising Consulting

**HOT Life Science Investor Mandates (Feb. 20 - Feb. 26)**

**Europe Venture Capital**  
Raises New Fund for Early Stage Drugs and Platforms

**Asia Life Science Fund**  
Looking Globally for New Investments

**Global Insurance Giant**  
Medmarc Insurance

**NIH Is Supporting Entrepreneurs To Address The Looming Public Health Crisis**  
- Life Science Nation Chief, Office of Small on Aging, National Ins

**Medmarc Insurance**  
Insuring the Life Sciences Industry Since 1979  
Products Liability | Clinical Trials Liability | Manufacturers E&O  
LEARN MORE »

**RESI** REDEFINING EARLY STAGE INVESTMENTS  
Created & Produced by **LIFE SCIENCE NATION**  
Connecting Products, Services & Capital

**Todd Haim**  
- By Dennis Science

Banner Ad in Newsletter

Previous Issues

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**THE MANDATE**

**AGE-TECH BULLETIN**

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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.

## Onelin Capital [Request a Meeting](#)



### GLOBAL INVESTMENTS & PARTNERSHIPS

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



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?



# Join the Conversation

**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, made up of active investors, strategic partners, and key industry leaders, with a diverse range of topics focused on the early-stage life science ecosystem.

## Panels

In order to provide maximum value, LSN goes beyond partnering with expert panels and industry workshops – each designed with the early-stage player in mind.

## Workshops

**Workshops** are webinars designed to educate leaders of fundraising companies on elements of the early-stage landscape often overlooked, which can include patents, recruitment, intellectual property, insurance, financial management, and so much more. Workshops may be hosted to promote brand, service, or product.

## Recorded Live Panel

## Panel Page

## Live Agenda

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# 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.

[Redacted]		Anti-Acinetobacter baumannii development program		Biotechnology 111	
Phase: Preclinical		Licensing status: Future out-licensing possible		Main indication: Infectious and parasitic diseases / infectious / parasitology	
				Sub indication: Other bacterial diseases	
				Primary market: Specialty	
				Origination: Innovative	
				Administration mode: Other	
				Molecule type: Other Macromolecule	
GENERAL INFORMATION		Founded in: 2014			
Spain		Source of foundation: Spin-off from company			
Contact Person: [Redacted]		Name of foundation source: [Redacted]			
Phone: [Redacted]					
Website: [Redacted]					
Chief Scientific Officer: [Redacted]					
Corporate description / mission		TECHNOLOGIES		Technologies 1	
[Redacted] is focused on delivering new patho...		[Redacted] is the drug discovery platform engineered and exploited by [Redacted]. 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.		Technologies 111	
utilizing its proprietary discovery platform [Redacted] to identify novel pathogen-specific antibiotics designed to selectively kill multi-drug resistant bacteria.		The successful application of the [Redacted] has enabled [Redacted] 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.			
State of ownership: Private / independent		Licensing status: Undisclosed		Technology sub-sector: n/a	
Headquarters: Yes					
Function of Location: Local company					
CATEGORIZATION		FINANCING ROUNDS		Rounds 1	
Sector: Biotechnology - Therapies and Diagnostics		Feb 2018		Rounds 111	
Sub sector: Other		Type of financing: Equity (private)			
Anti-infectives		Series / round: Series A / 1. Round			
Primary therapeutic area(s): Infectious and parasitic diseases / infectious parasitology		Remarks: Series A round		Investment (in millions) USD 19.76	
		Phase of most advanced Biotech product: Preclinical			
		Lead investor: [Redacted]			
		Co-investors: [Redacted]			
		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.			
SUMMARY PRODUCTS / SERVICES / TECHNOLOGIES					
Description of products: MDR Gram-negative infection Program					
[Redacted]					

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