

2022 Series



**LIFE SCIENCE
NATION**

Connecting Products, Services & Capital

SPONSORSHIP BROCHURE



RESI REDEFINING
EARLY STAGE
INVESTMENTS

DIGITAL RESI JPM, JANUARY 11-13

DIGITAL RESI, MARCH 22-24

DIGITAL RESI, JUNE 7-9

RESI BOSTON, SEPTEMBER 21-23

DIGITAL RESI, NOVEMBER 15-17

Why Sponsor?

Sponsorship can help your company gain unprecedented visibility into the early-stage life science community, and leverage Life Science Nation (LSN)'s close-knit network of key decision-makers to make promising connections with future clients and strategic partners. Each sponsorship offering is designed to:

- Help organizations increase global exposure through high visibility branding and messaging
- Target and source assets and strategic partnerships
- Advertise products and services through programming
- Network with industry leaders

Sponsorship Benefits

1

Increase global brand and reach:

- Participate in RESI Partnering Week (16K annual attendance)
- Be featured in the Next Phase Newsletter (48K weekly readership)

2

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

- Tech Hubs – Feature your constituents
- Investors – Add quality companies to your portfolio
- Service Providers – Increase your deal pipeline and access to investor portfolios

3

Access post-event attendee list, including:

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

4

Showcase your product and services:

- 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

2021 ATTENDEE PROFILES



600-800
Participating Attendees per conference

1,500+
Virtual Partnering Meetings per conference



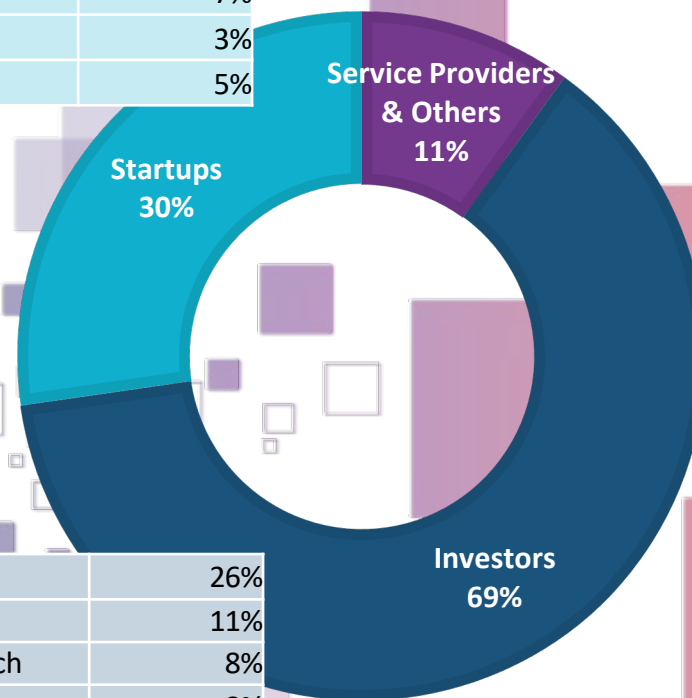
40+
Countries Represented



3 Days
of 24-hr. Partnering per conference

Therapeutics	15%
Medical Device	7%
Diagnostics	3%
Digital Health	5%

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



Venture Capital	26%
Angel & Family Office	11%
Big Pharma & Medtech	8%
Corporate VC	8%
Private Equity	3%
Endowments/Foundations	2%
Government Organizations	1%

Standard Partnering

Partnering Overview Partnering is one of the most valuable facets of LSN conferences. The partnering platform is designed to match attendees based on sector, indication, phase of development, etc. (see below to see criteria), eliminating the question, “Is this a good fit for my needs?” Fundraising companies match with a diverse pool of investors who fit both development stage and product set. Investors and strategic partners can explore the latest innovation in a format that easily connects them with products they are most interested in. Sponsors, exhibitors, and providers also can review attendee profiles to find the best fit for their services

How Does it Work? Partnering opens two weeks before the conference, providing time to upload personal schedules and company profiles, as well as review and request meetings 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 below to view a partnering tutorial.

The screenshot shows the LSN partnering platform interface. At the top, there is a navigation bar with links for Home, Search, Sessions, Messages, Schedule, and Account. Below this is a search bar with the text "Start searching..." and a "Search" button. The main content area displays search results for "1984 Ventures" and "3E Bioventures". On the left side, there is a sidebar with filters for Groups, Investors, and Other. The "Investor Type" filter is set to "Venture Capital". The "Main Sector" filter is set to "Healthcare Partner". The "Indications" filter is set to "Biotech Phase of Development". The "Medtech/Diagnostic Phase of Development" filter is set to "Medtech/Diagnostic Phase of Development". The "Capital Structure Preference" filter is set to "Equity". The "Investment Stage Preference" filter is set to "Growth". The "Therapeutic Product Development Phase" filter is set to "Phase I". The "Medtech/Diagnostic Development Phase" filter is set to "On the Market". The "Orphan Interest?" filter is set to "No". The "Capital Structure Preference" filter is set to "Equity". The "Investment Stage" filter is set to "Growth". The "Year Founded" filter is set to "2017".

LIFE SCIENCE NATION
Connecting Products, Services & Capital

Digital RESI Partnering Tutorial

Greg Mannix
Chief Conference Officer, VP of Global Business Development
g.mannix@lifesciencenation.com

Premier Partnering

The **Standard partnering profile** provides filterable information about each investor's sector(s), indications(s) and phase(s) of development they seek. Attendees reviewing a standard profile can judge if they are a fit for their product offerings. Standard profiles contain:

- Allocation Information
- Investor Type
- Main Sector
- Indications
- Phase of Development
- Orphan Interest
- Capital Structure Preference
- Investment Stage
- Attending Investors
- "Book Meetings" Option

A **Premier partnering profile** provides exclusive access to full investor mandates, imported from LSN's database with 5,000+ profiles, including personal contact information for each investor. This information is gathered by LSN's investor research team, based on annual conversations and updates provided through one-on-one updates. Attendees can upgrade their standard profile to premier for an additional \$500.

Premier Partnering Only Content

- Access to Investor Mandates
- Direct Contact Email
- Sectors and Sub-Sectors of Interest
- Company & Management Team Requirements

6 Dimensions Capital

Allocation Information

6 Dimensions Capital is a healthcare-focused venture capital firm formed in 2017 through the merger of Frontline BioVentures and WuXi Healthcare Ventures. Frontline BioVentures manages 2 funds, a RMB denominated fund and a parallel USD fund. WuXi Healthcare Ventures manages its \$250 million Fund II, with WuXi PharmaTech being the anchor. The firm generally seeks to make equity investments into emerging life science companies in seed and venture stages; however, the fund also considers commercial-stage companies, depending on the opportunity. The investment size of the USD fund ranges from \$5 - \$25 million. For the RMB fund, typical investment size is RMB 30- RMB150 million. The firm currently focuses on China-based companies or overseas businesses with a China angle.

Sectors and Subsectors of Interest

6 Dimensions Capital is looking for new investment opportunities across a wide spectrum of life science sectors, including Therapeutics, Diagnostics, Biotech R&D Services, Medical Technology and Healthcare IT. The firm is agnostic to disease indications but is most interested in areas with large market potential, including Diabetes, Cardiovascular, Musculoskeletal System and Connective Tissue. Diseases of the Eye and Oncology. Rare diseases are generally less of interest. The firm is open to invest in both small molecules and biologics, and it looks for all classes of devices. The funds are most interested in companies in preclinical and early-clinical stage, but they are open to companies in late-clinical and growth stage, on a case-by-case basis.

Company and Management Team Requirements

6 Dimensions Capital will only invest in private companies. The firm is looking to be an active investor, sometimes taking a board seat post-investment.

Investor Type

Venture Capital

Main Sector

- Biotech Therapeutics
- Biotechnology Other
- Biotechnology R&D Services
- Diagnostic
- Healthcare IT
- Medical Technology
- Supplier & Engineering

Indications

- Blood Diseases/Immune Disorders
- Cardiovascular
- Cond. Orig. in the Prenatal Period
- Congen. Deform. & Chrom. Defects
- Digestive System
- Diseases of the Ear
- Diseases of the Eye
- Diseases of the Nervous System
- Endocrine/Nutri/Metabolic Dis.
- Ext. Causes of Morbidity & Mortality
- Genitourinary System
- Infectious and Parasitic Diseases
- Mental and Behavioral Disorders
- Musculoskeletal Syst. & Connect. Tiss.
- Neoplasms/Cancer/Oncology
- Other
- Pain and Inflammation
- Physical Injury/Poisoning
- Pregnancy/Childbirth & Puerperium
- Respiratory
- Skin and Subcutaneous Tissue

Therapeutic Product Development Phase

- NDA
- Phase I
- Phase II
- Phase III
- Pre-Clinical

Medtech/Diagnostic Development Phase

- Clinical
- In Development
- On the Market

Orphan Interest?

No

Capital Structure Preference

- Equity

Investment Stage

- Growth
- Seed
- Venture

Year Founded

2017

Direct Contact Email

Executive Director
Contact Email

Click To Request a Meeting
<https://digital-esi-sept-meeting-mqo.com/search?id=314001>

Who Sponsors?

Service providers selling their services to funded CEOs, establishing relationships with global strategic partners and expanding market presence

Global investors, channel partners, strategic partners and big pharma sourcing technology assets for their pipeline, channels and new silos

Regional tech hubs, accelerators and incubators, government entities, non-profit groups and foundations introducing and showcasing their constituents to the global marketplace

Investors expanding their portfolio through technology assets, finding investment partners for joint deal syndication, and finding service providers to help develop their portfolio



Past RESI Sponsors



Sponsorship Levels & Bundles

	Co-Organizer*	Title*	Gold*	Silver	Bronze	Workshop	Exhibition
<u>Dedicated Webpage</u>	✓	✓	✓	✓	✓	✓	✓
<u>Logo Feature (Website)</u>	✓	✓	✓	✓	✓	✓	✓
<u>Logo Feature (Track)</u>	✓	✓					
<u>Logo Feature (Banner)</u>	✓	✓					
<u>Free Registration</u>	6	6	5	4	3		
<u>Discounted Registration</u>	25%	25%	20%	15%	10%		
<u>Newsletter Article</u>	✓	✓	✓	✓			
<u>Newsletter Banner Ad</u>	3	3	2	1	1		
<u>Workshop or Panel</u>	✓	✓	✓	✓		✓	
<u>Post-Event Attendee List</u>	✓	✓	✓	✓			
<u>Post-Event Attendee Contact Information</u>	✓	✓	✓				
<u>Regional Partner</u>	✓						
Price	\$150K	\$25K	\$15K	\$10K	\$5K	\$2.5K	\$1.5K

Sponsors may bundle event deals for maximum savings and increased exposure across the early-stage arena within life science and healthcare. Organizations may sponsor two events at equal levels and receive the same level to a third event at a 15% discount. Additionally, they may sponsor three events at the same level, and receive the same level to a fourth event at a 25% discount.

Sponsorship Bundles

Bundle	Offer
Sponsor 2 Events	Get the 3 rd 15% Off
Sponsor 3 Events	Get the 4 th 25% Off

Dedicated Webpage

Sponsors (except Workshop level) are provided a dedicated webpage that serves as their virtual exhibition booth. By clicking the sponsor's 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, and downloadable materials.

RESI RECEIVING EARLY STAGE INVESTMENTS
JUNE 8-10, 2021

Panels Workshops Attendees Partnering Pitch Challenge Sponsors

Sponsor

Medmarc In
Insuring the Life Since 1979

- > Products Liability
- > Clinical Trials Liability
- > Manufacturers

Learn More >>

MEDMARC, Treated Fairly
A Pro-Assurance Company

Pitch Deck

Lynn Carney

MEDMARC, Treated Fairly
A Pro-Assurance Company

2021

Digital RESI

We Insure Medical INNOVATION

Title Sponsors

McDermott Will & Emery

Gold Sponsor **Silver Sponsor**

MEDMARC, Treated Fairly **Burns Levinson**

Featured Tech Hub

LYONBIOPOLE **Life Sciences Queensland** **KUNSLER**

Media Partners

FREE MIND **Big4**

ISRAEL EXPORT INSTITUTE **Life Sciences Queensland** **BIO**

Murrieta Genomics **NLC THE HEALTHECH VENTURE BUILDER** **BIOINDUSTRY PARK**

MICH BIO **VENTURE VALUATION** **BIOTECH GATE** **LYONBIOPOLE**

Medmarc 40th Testimonial Video

HEATHER THOMPSON
Divisional Marketing Manager
Medmarc Insurance Group

Dedicated Page Example

CLAIMS CASE STUDY

Light Therapy Device

Medmarc Defense Team Prevails in a Case Against a Light Therapy Device Manufacturer

EXECUTIVE SUMMARY
The plaintiff, in this case, suffered permanent scarring from burns left by an intense pulsed light (IPL) device manufactured by Medmarc's insured, IPL Therapy Manufacturer (the Insured). The plaintiff asserted multiple negligence claims, as well as failure to provide informed consent. The plaintiff demanded a jury trial and \$12 million in damages. Medmarc settled favorably to avoid a jury trial and IPL Therapy Manufacturer paid the amount of its deductible.

THE ALLEGATION
The plaintiff filed a state law complaint asserting the following claims:
• Negligence supervision, for IPL Therapy's failure to properly supervise its employees, who failed to protect the plaintiff from harm.
• Negligence retention, for IPL Therapy's retention of the device to the medical spa.
• Negligence supervision, for the defendant's failure to warn the medical spa staff of risks associated with the device use, as well as failure to ensure device operator received proper training.
• Lack of informed consent.

THE MANUFACTURER & THE PRODUCT
IPL Therapy Manufacturer manufactures devices for medical and cosmetic applications. The device at issue provides IPL therapy, a technology that treats wrinkles, sun damage, and acne. IPL Therapy Manufacturer also manufactures complete hardware for hair, hand, and body applications.

THE INCIDENT
The plaintiff was the subject in a training event hosted by IPL Therapy Manufacturer at a medical spa. The plaintiff received IPL therapy during the training.

The toll-free number 800.356.6886
4795 Meadow Wood Lane, Suite 335 West
Chesham, WI 53019-2219

CLAIMS CASE STUDY

Negligence Claim Based on Design Defect

Seasoned Experts, Swift Action Led to a Defense Verdict for Medmarc Insured

EXECUTIVE SUMMARY:
The owner of a residential soccer center rack suffered severe injuries as a result of a collision when her soccer ball off the center and onto a heavy highway while attempting to retrieve the soccer. The plaintiff demanded \$25 million in damages in a negligence action. The jury found the soccer manufacturer not liable for its claims.

THE ALLEGATION
Smith alleged multiple negligence claims based on design defect against Medmarc's insured, SoccerChak, Inc., as well as against the center manufacturer and center. Although Smith used the center for almost two years without issue, she alleged the center was poorly designed because it lacked warning systems to alert users when a soccer ball was falling toward or hitting the center.

DAMAGES
Smith's medical bills totaled nearly \$500,000. Her lawsuit demanded \$25 million in damages.

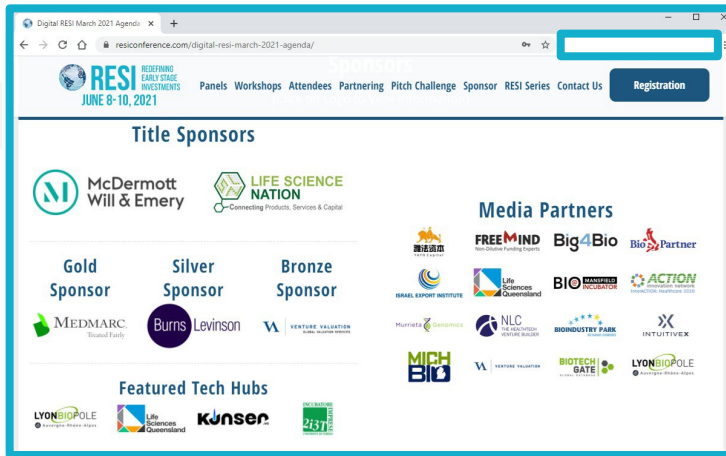
THE LEGAL PROCEEDINGS
At trial, Medmarc's joint attorney representing SoccerChak, Inc. sought to shift the following case to summary judgment:
• SoccerChak, Inc. distributed, but did not manufacture, the center. Medmarc's attorney successfully argued that SoccerChak, Inc. had no role in the center's design or manufacture.

The toll-free number 800.356.6886
4795 Meadow Wood Lane, Suite 335 West
Chesham, WI 53019-2219

Logo Features

Website

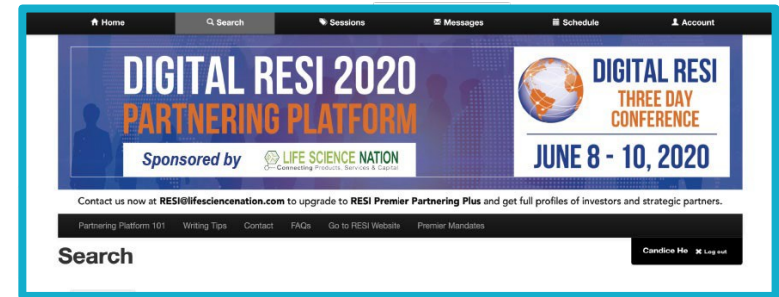
LSN event websites are the centralized locations for potential and registered attendees to access news and content related to the conference, making them the most prominent display for sponsoring company logos.



Track

Sponsors can customize track themes, or simply have a prominent logo feature. Examples differ based on whether track includes partnering, panel, workshop, or Innovator's Pitch Challenge.

Partnering: The sponsor's logo will be featured in the partnering system, which all attendees access. Additionally, all sponsor attendees will have premier partnering access for free while being featured as the partnering sponsor.

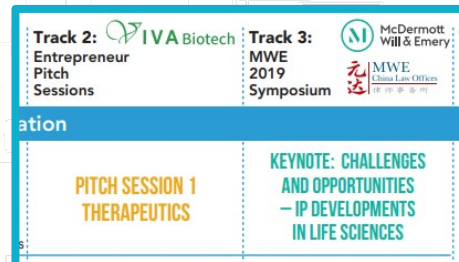


Banner

Event banners are used for promotion in a myriad of ways, including social media, email signatures, weekly newsletters, registration form, panel application, partnering platform, etc.



Panel or Workshop: The sponsor can plan topics for panel discussions or educational workshop, source speakers, and provide additional materials.



Innovator's Pitch Challenge:

The sponsor can set specific requirements and winner prizes, including services, products, cash, etc. Sponsors will also have access to review and select applications.



Newsletter Article & Banner Ad

LSN's three newsletters, Next Phase, The Mandate, and Age-Tech Bulletin, arrive in 50K inboxes providing hot investor mandates, insightful articles, promotional news, or access to pre-recorded educational content. Sponsor banners run for three weeks which may include: company/event name, one tagline, and embedded link to the sponsor's website.

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

LIFE SCIENCE NATION
Connecting Products, Services & Capital

NEXT PHASE

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

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

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

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
We insure medical Innovation
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

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 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 pre-clinical stage innovative drug development, covering the full spectrum of the customers' needs for early stage drug discovery, including target protein expression and structure research, hit screening, lead optimization and drug candidate determination. VIVA Biotech also provides drug discovery and incubation services to biotechnology start-up companies with high potential under its EFS model. As of June 30, 2019, VIVA Biotech had provided drug discovery services to 388 biotechnology and pharmaceutical customers worldwide, worked on over 1,000 independent drug targets, delivered over 11,000 independent protein structures, and incubated a total of 37 early stage R&D projects.

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



Greg Mannix

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 of all, I consider M2D2 a perfect example of a Tech Hub. Could you give me some context as to what M2D2 is?

Mary Ann Picard: M2D2 is an incubator program for medical device and biotech early stage startup companies. M2D2 is a joint project with UMass Lowell and UMass Medical School. No affiliation with UMass is required and no equity taken. Resident companies have access to a whole host of university

Article with content provided by sponsor, usually with the goal to educate or provide insight while promoting products and/or services

Sponsor interview conducted and written by LSN's editorial team

Banner Ad in Newsletter

Previous Issues

NEXT PHASE

THE MANDATE

AGE-TECH BULLETIN

Panels & Workshops

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. Sponsors may join a panel as a moderator with a 10-minute dedicated presentation for promotion.

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 – and available to help sponsors reach their goals.

Workshops

Workshops are sponsored 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. Sponsors may host a dedicated workshop to promote brand, service, or product.

Recorded Live Panel

Investor & Strategic Channel Partner Panels

The virtual panels at RESI take place March 15-17. Each panel will last for an hour and will be conducted through Zoom Webinar. Each panel features representing active investing firms or strategic partners, corporations, etc. within life sciences and healthcare, including therapeutics, medical device, and digital health.

Attendees will have an opportunity to ask questions via the Q&A feature in Zoom. The RESI team is available to facilitate connections between participating investors after the session.

For more information on each panel, please click on the titles below.

EARLY STAGE THERAPEUTICS Bringing the Newest Therapies to the Clinic March 15, 10:00AM – 11:00AM Watch Playback	MEDICAL DEVICE INVESTORS Investing in Novel Engineering March 15, 02:00PM – 03:00PM Watch Playback	DIGITAL THERAPEUTICS Novel Therapeutic Solutions Using Digital Technology March 15, 04:00PM – 05:00PM Watch Playback	DIAGNOSTIC INVESTORS New Generation Treatments March 16, 02:00PM – 03:00PM Watch Playback
COMBINATION DEVICES Integrated Devices That Cross Sector Boundaries March 16, 02:00PM – 03:00PM Watch Playback	CELL & GENE THERAPY The Next Generation of Therapeutic Technologies March 16, 04:00PM – 05:00PM Watch Playback	TOOLS AND R&D SERVICES Investing in the newest tools to advance research March 17, 10:00AM – 11:00AM Watch Playback	DIGITAL INVESTORS Leveraging Software to Lower Costs and Improve the Quality of Care March 17, 02:00PM – 03:00PM Watch Playback

Live Agenda

CELL & GENE THERAPY
The Next Generation of Therapeutic Technologies

Panelists:

- Fabio D'Agostino, Venture Partner, Claris Ventures (Moderator)
- Fabio is a well-rounded life science consultant with over 9 years of industry. In 2013, he joined the Parenteral Drug Association (PDA), Novartis, Lonza, Johnson & Johnson, Adaptimmune, and others. He focused on cell and gene based medicinal products. His areas of expert development and optimization, business development at a company Sorin Group (now LiveNova) after a BSC and a 20% of Turn Biologics. Later, he moved to Newcastle (UK) to take on a Newcastle University. One of his main projects was the Multi-Transplantation.

Panel Topics:

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

Panelists will discuss how these technologies are shifting the focus from blockbuster drugs to smaller, more defined patient populations, the manufacturing of these new products.

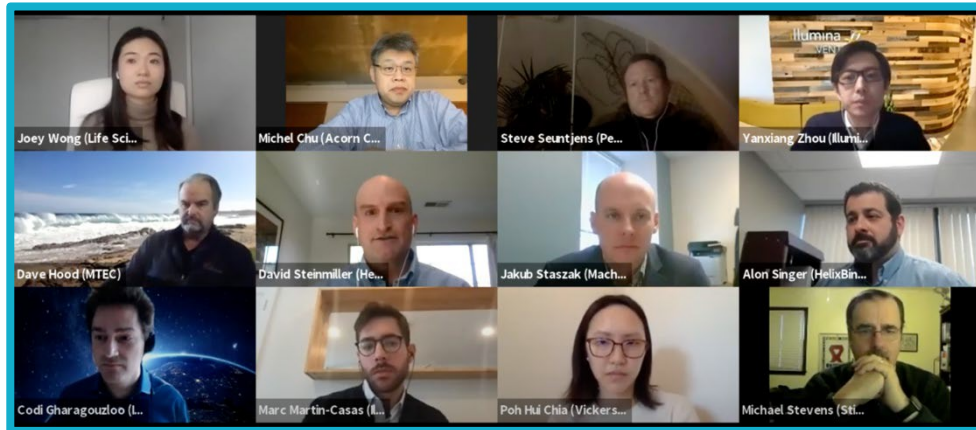
Panel Page

Digital RESI March 2021 Investor Panel Cell and Gene Therapy

RESI REDEFINING EARLY STAGE INVESTMENTS

Innovator's Pitch Challenge

Gold and Title Sponsors, as well as **Co-Organizers** can sponsor pitch sessions during the Innovator's Pitch Challenge. Investors sourcing quality deal flow or looking to boost portfolio visibility and service providers raising brand recognition among potential early-stage clients can also take advantage of the Innovator's Pitch Challenge as an excellent occasion to achieve these goals.



Live Q&A Session

Each session hosts five pitching companies who field questions from a live panel of investors. The price of sponsorship is \$5,000 USD per session. The following support options are available:

1

LSN calls for applications, scores the applications using a proprietary expert system, and selects the top five companies to participate in the pitch session. A panel of focused investors will be selected for the live session.

2

Sponsors select five companies to be showcased, and LSN recruits the panel of expert investors.

Dedicated Page Example