RESI
REDEFINING EARLY STAGE INVESTMENTS

WWW.RESICONFERENCE.COM

BOSTON JUNE 2023

JUNE 5 | BOSTON, MA

JUNE 6-7 | VIRTUAL

PRESENTED BY

LIFE SCIENCE NATION
Connecting Products, Services & Capital

ONSITE GUIDE

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

TITLE SPONSORS

First Republic

McDermott Will & Emery

#RESIBOSTON | RESIConference.com | The Westin Copley Place

BOSTON JUNE 2023

JUNE 5 | BOSTON, MA
JUNE 6-7 | VIRTUAL

WELCOME TO RESI

Welcome to Redefining Early Stage Investments (RESI) Boston June! Life Science Nation (LSN) welcomes the vibrant community of global early-stage capital investors, licensing strategic partners, and life science entrepreneurs.

The schedule at RESI Boston June on Monday, June 5, is packed with enriching opportunities for attendees. Each hour will have investor panels, two Innovator's Pitch Challenge (IPC) tracks, and workshops offered. The IPC will feature early-stage finalists who will pitch directly to a live audience and a panel of relevant investor judges. RESI attendees can 'invest' their RESI Cash in their favorite pitch companies – make sure to stop by and learn more about each company through their poster displays in the Essex Ballroom.

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

LSN invites you to attend one of our presentations about LSN's newest product, the Global Partnering Campaign tool, a must-have for early-stage fundraising companies. Learn more about how this will streamline your outreach to find the right investor fit by combining the LSN Investor Database with a Fundraising Campaign Management tool. This new product will be launched through the Salesforce AppExchange and demonstrated in the Staffordshire room at 8 AM and 12 PM.

LSN would like to thank returning RESI Title Sponsors McDermott, Will & Emery, and First Republic Bank, along with our sponsors Richi Entrepreneurs, California Life Sciences, Radyus Research, Medmarc, Burns & Levinson, and Big4Bio. We look forward to facilitating meaningful connections between these powerful players and the innovators at RESI.

Most importantly, RESI is designed to connect early-stage companies with capital, licensing, and channel partners that are a fit for their product and stage of development; this is done primarily through partnering. RESI partnering is a global platform that helps buyers and sellers connect on many criteria for booking well-fitting meetings. We invite you to explore the possibilities available through RESI partnering and to make the most of your time at RESI. Partnering occurs in-person Monday, June 5, and continues virtually through Wednesday, June 7.

Sincerely,

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

LIFE SCIENCE NATION
Connecting Products, Services & Capital

THE WESTIN COPLEY PLACE

3RD FLOOR

WiFi: RESI_Conference

PW: resi2023

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

12:00 - 1:00 PM: Lunch

5:00 - 7:00 PM: Cocktail Reception

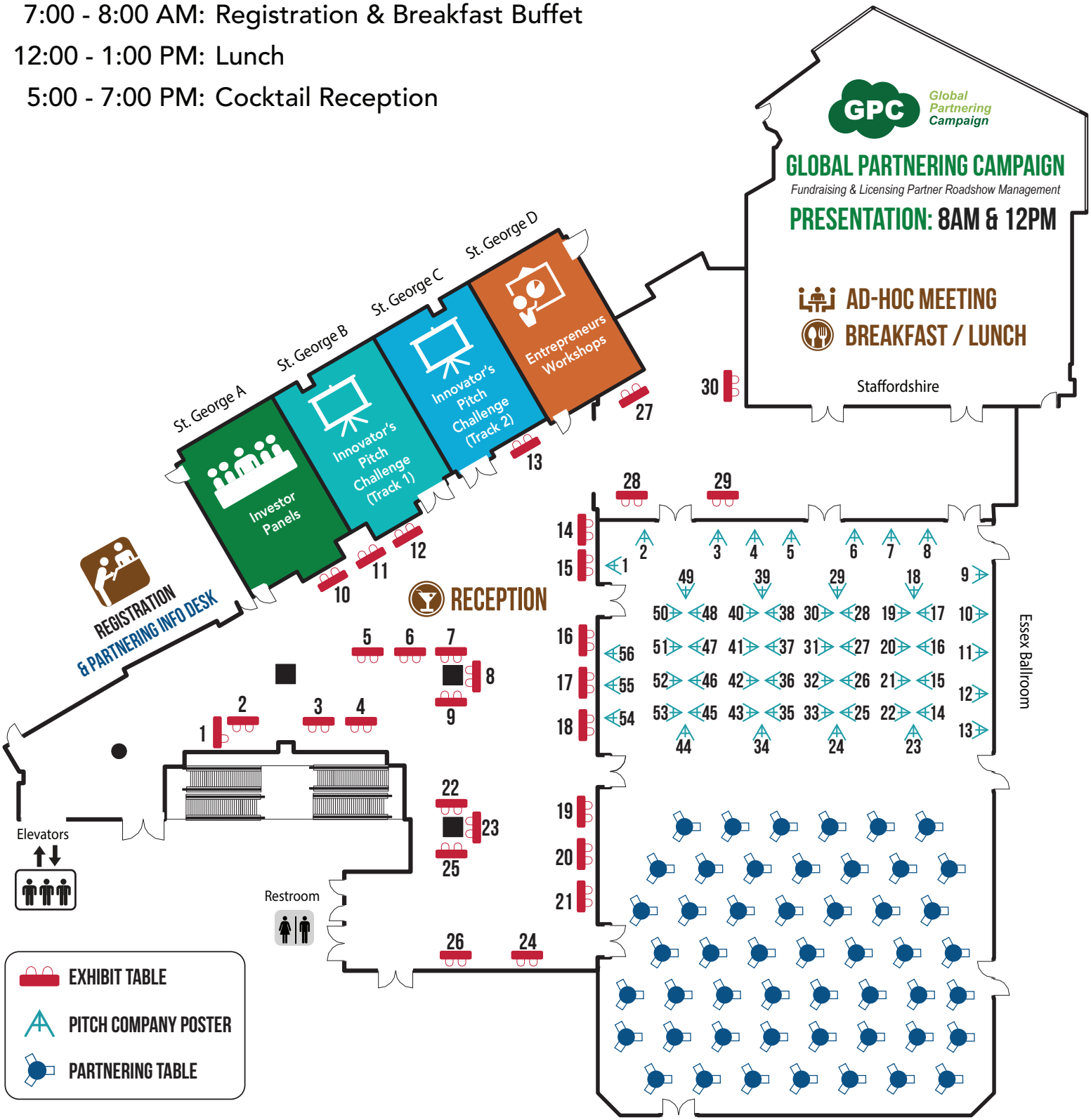


EXHIBIT TABLES

LIFE SCIENCE NATION Connecting Products, Services & Capital	LIFE SCIENCE NATION Connecting Products, Services & Capital	GPC Global Partnering Campaign	LIFE SCIENCE NATION PUBLICATIONS
Table# 1	Table# 2	Table# 3	Table# 4
Big4Bio	LifeSci Startup	brisbane australia	McDermott Will & Emery
Table# 5	Table# 6	Table# 7	Table# 8
ENMORE 易联医疗 HEALTHCARE	MEDMARC Treated Fairly	RADYUS RESEARCH	Burns Levinson
Table# 9	Table# 10	Table# 11	Table# 12
BOLD VIEW CAPITAL	Richi Entrepreneurs by Richi Childhood Cancer Foundation	VENTURE VALUATION GLOBAL VALUATION SERVICES	GRACE
Table# 13	Table# 14	Table# 15	Table# 16
BIA UK BioIndustry Association	CALIFORNIA LIFE SCIENCES	Delve	Veyond Metaverse
Table# 17	Table# 18	Table# 19	Table# 20
Nucleus Network	BioMedSA	Alithia Life Sciences	THE MEDTECH CONFERENCE Powered by AdvaMed
Table# 21	Table# 22	Table# 23	Table# 24
inova	Bullpen music beats cancer	Georgia Tech	ROPACK
Table# 25	Table# 26	Table# 27	Table# 28
BIOTECH EXEC	CIC		
Table# 29	Table# 30		

INNOVATOR'S PITCH CHALLENGE

KORTUC	BILAYER THERAPEUTICS	Celine Therapeutics	AddGraft THERAPEUTICS	tarabios
Easel# 1	Easel# 2	Easel# 3	Easel# 4	Easel# 5
ChromaTan	REMEDIUM	simple life products	LifeAir	INVIZIUS
Easel# 6	Easel# 7	Easel# 8	Easel# 9	Easel# 10
Stasys MEDICAL CORP balancing platelet strength	Macro Biologics	Inmedix INNOVATIVE MEDICAL DISCOVERY	CareWear Wearable Therapeutics™	ALPHYN BIOLOGICS
Easel# 11	Easel# 12	Easel# 13	Easel# 14	Easel# 15
SentioDX FAST. OPEN OPERATING PLATFORM.	ZIOHealth	Humanate Digital	Symphony Therapeutics	AiM MEDICAL ROBOTICS
Easel# 16	Easel# 17	Easel# 18	Easel# 19	Easel# 20
ARES IMMUNOTHERAPY	HELEX	Anvil Diagnostics	DIRECTSYNC SURGICAL	MindLight, LLC
Easel# 21	Easel# 22	Easel# 23	Easel# 24	Easel# 25
FELIQS	YBG YOUTH BIO GLOBAL	New MedTek Devices	XIPIRO	Maxwell BIOSCIENCES
Easel# 26	Easel# 27	Easel# 28	Easel# 29	Easel# 30
adipo THERAPEUTICS	GLOBIN SOLUTIONS	PEDIAMETRIX	WearOptimo	Linshom Every Breath Counts
Easel# 31	Easel# 32	Easel# 33	Easel# 34	Easel# 35
Tradewind	LUMENDO	MNT SmartSolutions	UNTECH	ACORAI
Easel# 36	Easel# 37	Easel# 38	Easel# 39	Easel# 40
DRIVE THERAPEUTICS	Sensius balanced treatment	CANARIA	eevi	CLINIALS
Easel# 41	Easel# 42	Easel# 43	Easel# 44	Easel# 45
SENTRIMED	NEOMICS	THRIVE BIOSCIENCE	DORON Therapeutics Mobility Is a Gift	Fzata Live Biologics
Easel# 46	Easel# 47	Easel# 48	Easel# 49	Easel# 50
NEUROBOTS	DaRee Technology	umtr United Membrane Technology and Research	CorNav Targeted therapy across the heart	Veyond Metaverse
Easel# 51	Easel# 52	Easel# 53	Easel# 54	Easel# 55

humine

Easel# 56

LIFE SCIENCE NATION

Connecting Products, Services & Capital

NEW PRODUCT RELEASE

Global Partnering Campaign

GPC

Fundraising & Licensing Partner Roadshow Management

Location: *Staffordshire*

Time: *8 AM - 8:30 AM & 12 PM - 12:30 PM*

LSN will debut a leading-edge platform called the "Global Partnering Campaign (GPC), Fundraising & Licensing Partner Roadshow Management." The GPC integrates LSN's Investor and Licensing Partner Database and the Salesforce CRM.

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

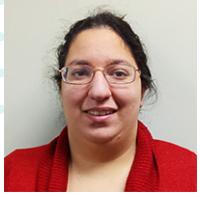
- Tier 1: Partner is matched on a specific mandate.
- Tier 2: Partner is matched on an opportunistic mandate seeking compelling technology assets.
- Tier 3: Partner is matched as a potential fit based on past or recent actions. This is where the numbers game comes into play.

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

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

LSN customized this platform, leveraging years of experience as a broker/dealer helping early-stage life sciences companies attract capital. Fundraising is a numbers game, and as companies transition from the regional to the global arena, difficulty juggling outreach with many different companies and contacts worldwide is inevitable. Managing your fundraising campaign adroitly is essential, and with the GPC platform, LSN makes it simple. The GPC product is a game changer for early-stage startups seeking between $100K and $50M (Seed-Series B).

Please join the GPC presentation on managing your global partnering campaign.



Presenter:

Karen Deyo

Director of Product, Israel BD

Life Science Nation

AGENDA

MONDAY, JUNE 5

7:00 AM – 8:00 AM: Breakfast Buffet (Staffordshire)
8:00 AM – 5:00 PM: Onsite Partnering (Essex Ballroom)

8:00 AM – 8:30 AM: Global Partnering Campaign Presetation (Staffordshire)

	Investor Panels (St. George A)	Innovator's Pitch Challenge		Entrepreneur's Workshops (St. George D)
		Track 1 (St. George B)	Track 2 (St. George C)	
9:00 AM - 9:50 AM	**BIG PHARMA PANEL** *Novel Strategies for Pre-Clinical & Early Clinical Assets*	**INNOVATOR'S PITCH CHALLENGE #1** MEDICAL DEVICES	**INNOVATOR'S PITCH CHALLENGE #8** MEDICAL DEVICES	NIH *The NIH as a Technology Development & Commercialization Partner*
10:00 AM - 10:50 AM	**WOMEN'S HEALTH PANEL** *Investing in New Innovations in FemTech*	**INNOVATOR'S PITCH CHALLENGE #2** THERAPEUTICS	**INNOVATOR'S PITCH CHALLENGE #9** R&D AND LIFE SCIENCE TOOLS	**TALES FROM THE ROAD** *Biotech and MedTech Innovators on their Fundraising Journey*
11:00 AM - 11:50 AM	**CELL & GENE THERAPY PANEL** *The Next Generation of Therapeutic Technologies*	**INNOVATOR'S PITCH CHALLENGE #3** MEDICAL DEVICES	**INNOVATOR'S PITCH CHALLENGE #10** MEDICAL DEVICES	McDermott Will & Emery **NEGOTIATING TERM SHEETS**

12:00 - 1:00 PM: Lunch Break (Staffordshire)

12:00 - 12:30 PM: Global Partnering Campaign Presetation (Staffordshire)

1:00 PM - 1:50 PM	**CORPORATE VC PANEL** *Firms Investing Beyond Financial Return*	**INNOVATOR'S PITCH CHALLENGE #4** THERAPEUTICS	**INNOVATOR'S PITCH CHALLENGE #11** DIGITAL HEALTH	Burns Levinson **IP CONSIDERATIONS FOR START-UPS**
2:00 PM - 2:50 PM	**CNS DISEASES PANEL** *Advancing Novel Drugs & Preventative Therapies in CNS Disorders*	**INNOVATOR'S PITCH CHALLENGE #5** THERAPEUTICS	**INNOVATOR'S PITCH CHALLENGE #12** DIAGNOSTICS	RADYUS RESEARCH **Maximizing Pre-clinical Development Success for VC-Backed Startups Through CRO Partnerships**
3:00 PM - 3:50 PM	**MEDTECH STRATEGICS PANEL** *Seeking External Innovation in Devices & Diagnostics*	**INNOVATOR'S PITCH CHALLENGE #6** CELL & GENE THERAPY	**INNOVATOR'S PITCH CHALLENGE #13** MEDICAL DEVICES	LIFE SCIENCE NATION Connecting Products, Services & Capital **Fundraising Strategy and Messaging 101 for First-time CEOs**
4:00 PM - 4:50 PM	**DIGITAL HEALTH PANEL** *Digital Approaches to Improve the Quality of Care*	**INNOVATOR'S PITCH CHALLENGE #7** THERAPEUTICS	**INNOVATOR'S PITCH CHALLENGE #14** THERAPEUTICS	VENTURE VALUATION GLOBAL VALUATION SERVICES **COMPANY VALUATION FOR FUNDRAISING**

5:00 - 7:00 PM: Cocktail Reception (Essex Ballroom Foyer)

FUELING YOUR MISSION.

Your passionate pursuit of progress drives innovation in life sciences and healthcare. We know where you're coming from, but more importantly we can help you get where you're going. Let us help you navigate the legal and regulatory landscape.

VISIT US AT MWE.COM/LIFESCIENCES

McDermott Will & Emery

SPONSORS & EXHIBITORS

Title Sponsors

First Republic

McDermott Will & Emery

Gold Sponsors

Medmarc Treated Fairly

Burns Levinson

Big4Bio

Radyus Research

Richi Entrepreneurs by Richi Childhood Cancer Foundation

California Life Sciences

Exhibitors

The MedTech Conference Powered by AdvaMed

Alithia Life Sciences

brisbane australia

BIA UK BioIndustry Association

BioMedSA

Bold View Capital

Bullpen

music beats cancer

Delve

Enmore 易贸医疗 Healthcare

Georgia Tech

GPC Global Partnering Campaign

inova

LifeSci Startup

Life Science Nation Publications

Nucleus Network

Ropack

Venture Valuation Global Valuation Services

Veyond Metaverse

GRACE

McDermott Will & Emery

Table #8

For life sciences leaders seeking to clear their path to success, McDermott Will & Emery is an industry-leading law ¬firm offering mission-¬first business solutions that are equally informed by market intelligence and proven experience. We harness the power of collaboration to bring the right combination of people, skills and knowledge to bear at the right time. Composed of top lawyers with demonstrated strength across intellectual property, FDA regulatory, transactional and litigation law, we're a purpose-built team of thought leaders united by a passion for our work. This makes us uniquely quali¬fied to help you move business initiatives across the ¬finish line when it matters and anticipate what's next. McDermott Will & Emery partners with leaders around the world to fuel missions, knock down barriers and shape markets. Our team works seamlessly across practices and industries to deliver highly effective solutions that propel success. More than 1,200 lawyers strong with a global footprint, we bring our personal passion and legal prowess to bear in every matter for our clients and the people they serve.

MEDMARC Treated Fairly

Table #10

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

Burns Levinson

Table #12

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

RADYUS RESEARCH

Table #11

Radyus Research is a U.S. based preclinical drug development CRO focused on small molecule, peptide, and antibody development. We work with biotech companies, academic startups and venture capital firms developing preclinical assets in oncology, immunology, metabolic and CNS diseases. Radyus offers fully integrated services ranging from drug discovery, candidate selection, lead optimization to IND enabling studies. Our industry experience makes us a one-stop solution for any drug development need. We are industry experts from big pharma and venture capital, so we know what investors and pharma partners are looking for. We can help you make better decisions faster, innovate with reduced risk and accelerate time to clinic without compromise.

Big4Bio

Table #5

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

CALIFORNIA LIFE SCIENCES

Table #18

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

Richi Entrepreneurs by Richi Childhood Cancer Foundation

Table #14

The Richi Entrepreneurs Boston Immersion Program is a Richi Foundation initiative whose mission is to boost companies worldwide with high-impact projects in the BioTech, MedTech, and Digital Health sectors. During the program, companies connect and initiate meaningful relationships with Boston´s key innovation players - investors, market players, advisors, industry experts, and private & public institutions. The Richi Entrepreneurs 2023 program edition dates are from November 27th to December 8th. The application deadline is September 15th, 2023.

THE MEDTECH CONFERENCE Powered by AdvaMed

Table #24

The medtech industry's premier event returns to California from October 9-11 for three days of timely content, networking and business development opportunities. As the leading gathering of the community's best and brightest, The MedTech Conference brings the entire ecosystem together – executives, innovators, investors, legal experts, policymakers and more – in the spirit of collaboration. Registration for the conference is now open! Register by August 11th to take advantage of early bird pricing, and visit themedtechconference.com for the latest news and updates.

Alithia Life Sciences

Table #23

Alithia Life Sciences is an Australian owned full service boutique clinical CRO launched to support and assist companies undertaking their project in the Australian region and beyond. We have over 28 years of operational expertise and industry experience in various therapeutic areas including, first in human studies, devices, endocrinology, oncology, neurology, gastroenterology, rare and pediatric diseases and vaccines. We can support your project from Phase I through to Phase III.

What We Do:

- Overall management of projects and clinical strategy on behalf of local and international Sponsors from concept to start up and through to close out.
- Biotech executive management and director support provision (local directorship).
- Clinical research consulting including feasibility, selection and support of vendors, sites and CROs to undertake your project.
- Access to an extensive network of project enabling vendors including CROs, laboratories and R&D tax experts as well as KOLs.

brisbane australia
Table #7

Brisbane Economic Development Agency (formerly Brisbane Marketing) plays a vital role in growing Brisbane's economy, driving demand for Brisbane, and creating growth and trade opportunities for local Brisbane businesses. We are focused on growing Brisbane's economy as it rebuilds and thrives, working with city leaders, partners and local businesses to deliver strategic initiatives that have immediate and sustainable economic impact, to create employment opportunities and raise living standards for the people of Brisbane. Our key focus areas are: Business Support & Growth and Tourism, Marketing & Events, which includes:

- Delivering recommendations from the Lord Mayor's Economic Recovery Taskforce
- Securing business, manufacturing and investment in Brisbane
- Supporting industry growth and trade in priority sectors
- Securing conferences, conventions and business events for Brisbane
- Attracting major events to Brisbane and its surrounding region

Serving as the regional tourism organisation for Brisbane, Logan, Ipswich, Scenic Rim, Lockyer Valley, Moreton Bay, Redlands and Somerset.

BIA
UK BioIndustry Association
Table #17

The BioIndustry Association (BIA) is the voice of the innovative life sciences and biotech industry, enabling and connecting the UK ecosystem so that businesses can start, grow and deliver world-changing innovation.
We are an award-winning trade association representing more than 500 member companies including:
• Start-ups, biotechnology and innovative life science companies
• Pharmaceutical and technological companies
• Universities, research centres, tech transfer offices, incubators and accelerators
• A wide range of life science service providers: investors, lawyers, IP consultants and IR agencies
Explore opportunities to influence, connect and save with the BIA www.bioindustry.org

BioMedSA
Table #22

BioMedSA is a non-profit that represents the $44B healthcare and bioscience sector of San Antonio, TX. Whether you're looking for access to the largest military health complex in the world, one-of-a-kind research facilities, contract manufacturing, or events to connect startups with investors, we are happy to share why San Antonio is quickly developing into a cluster hub for life science.

BOLD VIEW CAPITAL
Table #13

At Bold View Capital, we help scientific start-up companies get the analytical instrumentation they need through financing and leasing. Although Bold View Capital's services are enjoyed by well-established companies, we specialize in assisting early stage (seed & series) start-up companies with their equipment financing needs. Bold Views Capital's knowledge of science, start-ups and financing has made it a preferred partner for early-stage companies looking to finance scientific instrumentation.

Bullpen
music beats cancer
Table #26

The Bullpen gathers life science investors, CXOs, and senior advisors with a shared goal of helping each other. We host weekly virtual panels and workshops highlighting top industry deal makers. Leaders make an introduction and an ask of their peers. There are no sales pitches, NDAs or hidden agendas. Just good people. https://bullpen.ventures/

Music Beats Cancers is a non-profit organization that brings rock and roll and biotech together to raise non-dilutive funding for startups fighting cancer. https://musicbeatscancer.org/
We are working together to support early-stage life science companies with coaching, exposure and funding. Our goal at RESI Conference is to engage Investors and CXOs in our efforts.
We are hosting two events in Boston that will bring together our target audience.

- Monday, June 5th - Bullpen Howl at the Moon (9 pm - 12 am)
- Tuesday, June 6th - Bullpen Harbor Cruise (7 - 10 pm)

We look forward to connecting with you!

Delve

Table #19

Delve is a multidisciplinary product innovation firm that brings bold ideas to market. We guide clients through the complexities of innovation, delivering better, faster, and more sustainable success. Delve serves ambitious start-ups to Fortune 500 clients in the healthcare, consumer, and commercial industries, delivering innovation through advanced expertise in research, strategy, design, and engineering.

ENMORE 易联医疗 HEALTHCARE

Table #9

Enmore Healthcare is headquartered in Shanghai with branch offices in Yantai and Jinan, Shandong. Since 2009, it has been committed to cultivating life science and biotechnology industries. Enmore Healthcare combined the online and offline mode, in an effort to boost exchanges and cooperation on its service platform. Hundreds of summits have established by Enmore Healthcare, the ENMORE BIO CHINA (EBC) as one of the most well-known convention has over 20K participated audience. At the same time, the online platform has launched over 300 live courses with more than 50k audience participation.

Georgia Tech

Table #27

Georgia Tech has the #1 ranked biomedical engineering graduate school in the U.S., producing innovations in biotech, diagnostics, medical devices, and digital health solutions. Our Institute for Bioengineering and Biosciences brings together a vibrant, multi-disciplined community of scientists and engineers to address life science challenges. A few select Georgia Tech life science spinout companies include GuideRx, Vertera, Clearside, Fraudscope, and Micron Biomedical." Visit our booth at RESI and meet with representatives from Ga Tech's Offices of Technology Licensing and Industry Partnerships and our on-campus incubator, VentureLab.

inova

Table #25

Inova accelerates partnering for the future of medicine. Our cloud-based solutions help life science companies manage their partnering opportunities more efficiently. They find all their partnering information in one place, track their deals and alliances easily, and report on their pipeline and activities in seconds. We also have strategic partnerships that make data from the 20 biggest biopharma events automatically available in Inova, providing our users with always up-to-date company and contact information. Over 160 life science companies, including 60% of the top 50 pharmaceutical companies and many midsize pharma and innovative biotechs, already use Inova. We are headquartered in Lyon, France, and have offices in Denver, New York, and Tokyo.

LifeSci Startup

Table #6

LifeSci Startup is the daily aggregator report recapping the latest developments of U.S.-based life sciences startups, coming in July 2023. Produced by Life Science Nation and BigBio Communications (publisher of Big4Bio), LifeSci Startup will contain the most up-to-date news, information, tools, and more for and about industry startups and their founders. Just as the Big4Bio newsletters give readers easy-to-scan headlines on those regions' key news and events, LifeSci Startup will follow the same useful format and will become an invaluable industry resource covering startups across the United States. Learn more at lifescistartup.com (coming soon!)

Nucleus Network

Table #21

Nucleus Network is the only Phase I clinical trial specialist with clinics in both Australia and the United States. We have three units with 220+ beds and conduct a broad range of early phase clinical trials including FIH, DDI, TQT, Vaccine, Renal/Hepatic Impairment and Biosimilars. The Australian clinical trial landscape allows global drug development companies to advance their early phase clinical programs faster (Rapid Review cycles), easier (No IND), cheaper (43.5% Tax Incentive) and to the same quality standard (ICH/GCP) as studies performed in the USA. Operating in the two global regions where a majority of Phase I studies are performed allows our sponsors to exceed their Phase I value inflection targets rapidly, efficiently and meet international quality standards allowing progression into Phase 2 and beyond.

ROPACK

Table #28

SINCE 1976, WE DELIVER ON OUR REPUTATION FOR QUALITY, FLEXIBILITY AND RELIABILITY. EVERY DAY. Based in Montreal, Quebec, our services include manufacturing, packaging and **clinical trial distribution**. We specialize in **solid oral** dose formats within **pharmaceutical**, nutraceutical and food products. **CANADIAN CLINICAL TRIAL DISTRIBUTION.** REDUCED COSTS. SHORTENED TIMELINES. SIMPLIFIED PROCESS. Contracting an in-country clinical depot brings efficiencies to your clinical trial distribution. As your clinical material partner, we simplify – and accelerate – your clinical trials. From assistance with time-consuming international documentation through destruction following all regulatory protocols, Ropack is your trusted clinical trial partner. We handle paperwork, permissions, components, warehousing, packaging, distribution, collection and destruction as a single project. Ropack meets Canadian and FDA cGMP regulations and offers: • Comprehensive cold-chain management • Consolidated shipments to reduce cost • Shortened go-to-market timelines • Simplified regulatory documentation • Canadian regulatory support and knowledge

www.ropack.com | info@ropack.com | Office : (514) 353 - 7000, 2243 | Toll free : 1 (888) 353 - 7090, 2243

VENTURE VALUATION
GLOBAL VALUATION SERVICES

Table #15

Venture Valuation provides company, product and portfolio valuations of life science organizations worldwide. With over 20 years of experience and over 500 clients including investors and start-ups, we strive to fulfil and surpass our customers' needs with professionalism and excellence.

Veyond Metaverse

Table #20

Headquartered in Silicon Valley, CA, USA, Veyond Metaverse Inc (VM) is the pioneer of 3D immersive real-time communication system embedded with advanced haptic and digital twin technologies. Veyond Metaverse is the only firm in the market providing 3D immersive surgery experience, a pro-tected discovery based upon ground-breaking digi-tal twin with the highest fidelity 3D anatomic file globally in real-time utilizing industry-leading pro-prietary cloud communication platform and ex-tended reality (XR) technology.

GRACE

Table #16

Grace has been a global leader in specialty silica for over 50 years. Our pharmaceutical portfolio includes fine chemicals, chromatographic resins, and multifunctional excipients. Grace's Fine Chemical Manufacturing Services (FCMS) is a leading CDMO in North America, differentiated by extensive expertise and the strong ability to provide integrated solutions for the pharmaceutical, nutraceutical, and other fine chemical industries. FCMS offerings enable us to be your fully integrated domestic partner for the development and manufacture of custom active pharmaceutical ingredients (APIs), registered starting materials (RSMs), and intermediates. Grace can partner with you from the lab all the way to commercial production, and provide compliance leadership throughout the process. Grace's strategically located fine chemical facilities in Michigan, Pennsylvania, and Oregon are designed to meet customers' quality, regulatory and confidentiality expectations.

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

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

LIFE SCIENCE NATION
Connecting Products, Services & Capital

Table #1 & 2

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

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

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

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

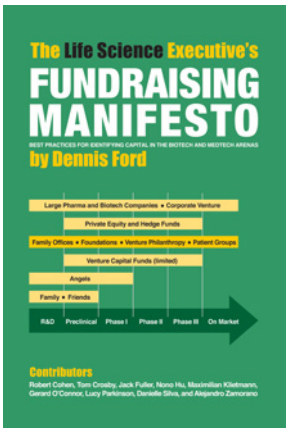
Information on these profiles is automatically updated daily, and user outreach and tasks can be tracked intuitively with CRM components, including the following:

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

GPC Global Partnering Campaign

Table #3

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



LIFE SCIENCE NATION PUBLICATIONS

Table #4

LifeSci Startup

NEXT PHASE

TECH HUB MONTHLY

Medmarc Insurance

Insuring the Life Sciences Industry Since 1979

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

MEDMARC®
Treated Fairly

LEARN MORE
medmarc.com

GLOBAL TECH HUB GATHERING

Tech hubs from around the world are coming to RESI Boston! Tech hubs are a crucial part of the Life Science Nation (LSN) and RESI community as they provide capital, entrepreneurial support, lab space, and economic development for their cohort of aspiring scientist-entrepreneurs, and fundraising executives. Ranging from universities, non-profits, incubators, accelerators, and regional and government organizations, they are all looking to connect with investors, strategic partners, and early-stage life science startups in Boston. Get to know these global communities of innovation!

AZBIO ARIZONA BIOINDUSTRY ASSOCIATION

BIA UK BioIndustry Association

biocat

BUSINESS REGION GÖTEBORG

CALIFORNIA LIFE SCIENCES

MedFIT Fostering Innovation in MedTech

GEORGIA BIO The Life Sciences Partnership

INTUITIVEX

JBA Japan Bioindustry Association

Life Sciences British Columbia

LYONBIOPOLE AUVERGNE-RHÔNE-ALPES THE HEALTH INNOVATION NETWORK

UMASS M2D2 Massachusetts Medical DEVICE DEVELOPMENT CENTER

MONASH University

NEW MEXICO START-UP FACTORY

North Carolina Biotechnology Center

QUÉBEC INTERNATIONAL Economic Development

Richi Entrepreneurs by Richi Childhood Cancer Foundation

TAcc+ TAIWAN ACCELERATOR PLUS

trendlines medical · agtech · labs

UNMC

vabio

YSK PARTNERS

LifeX

ITRI Industrial Technology Research Institute

BioM

Don't see your organization on this list? Contact us at **RESI@lifesciencenation.com** to learn more about special offers for you and your constituents!

MEDIA PARTNERS

BioPartner

divan

FREEMIND Non-Dilutive Funding Experts

GBI

GENE ONLINE

ISRAEL EXPORT INSTITUTE

lsipr LIFE SCIENCES INTELLECTUAL PROPERTY REVIEW

Life Sciences Queensland

Life Sciences Regulation USA

LIFE SCIENCE WASHINGTON

LYONBIOPOLE AUVERGNE-RHÔNE-ALPES THE HEALTH INNOVATION NETWORK

Murrieta Genomics

PITCH-N-SKI

STAR TREE VENTURES

Want to become RESI Media Partner? Contact us at **Marketing@lifesciencenation.com**

PARTNERING FORUM

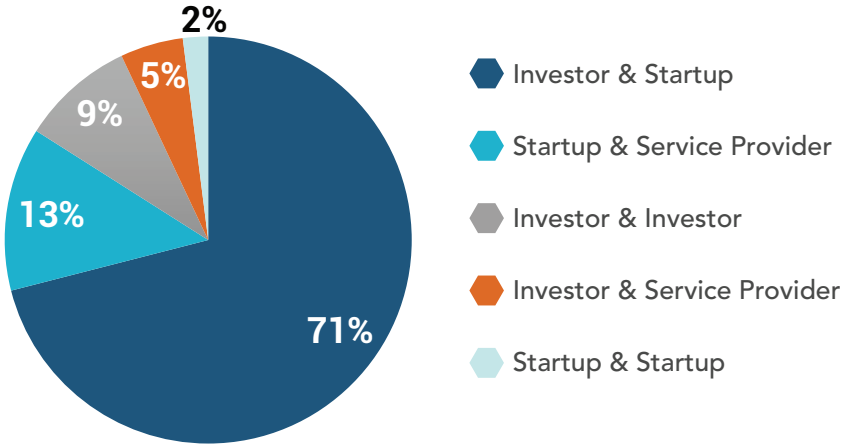
JUNE 5: IN-PERSON PARTNERING MEETING
JUNE 6-7: VITURL PARTNERING MEETING

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

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

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

Who Meets with Whom at RESI Conferences



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

RADYUS RESEARCH

Preclinical • *Drug Development* CRO for small molecules, peptides, and antibodies

We work with ***biotech companies***, ***academic startups*** and ***venture capital firms*** developing preclinical assets ranging from drug discovery, lead candidate selection, lead optimization to IND enabling studies.

Preclinical CRO

Custom R&D Team

Project Management

"You can now work with only one CRO partner to IND approval."

Marta New
CEO

Reach Your *Break•Through*

Whether you have an ad-hoc experiment or multiple preclinical studies in the pipeline, our team has the experience and a proven process to get you to *your next milestone*.

Therapeutic Area Expertise

- Immunology
- Oncology
- Infectious Disease
- Metabolic Diseases
- Neurosciences

Schedule a complementary 20-minute call.

www.RadyusResearch.com
Support@radyusresearch.com

INVESTOR PANEL (ST. GEORGE A)

	Moderator & Panelists
9:00 - 9:50 AM **BIG PHARMA PANEL** *Novel Strategies for Pre-Clinical & Early Clinical Assets*	• **Andy Merken**, Partner, Corporate and Securities Co-Chair, Life Sciences, Burns & Levinson (M) • **Neel Desai**, Senior Director, Business Development & Licensing, Biogen • **Amanda Mason**, Director, Global Head of Inflammation Search & Evaluation, BD, Amgen • **Andrew Wong**, Global Head of Bayer CoLabs, Bayer
10:00 - 10:50 AM **WOMEN'S HEALTH PANEL** *Investing in New Innovations in FemTech*	• **Arianne Kidder**, Partner, Seae Ventures (M) • **Elizabeth Bailey**, Managing Director, RH Capital • **Nat Brinn**, Partner, VC23 • **Marissa Fayer**, U.S. Partner, Goddess Gaia Ventures • **Lu Zhang**, Managing Partner, Fusion Fund
11:00 - 11:50 AM **CELL & GENE THERAPY PANEL** *The Next Generation of Therapeutic Technologies*	• **John Pennett**, Angel Investor, Mid Atlantic Bio Angels (M) • **Caleb Bell**, Venture Partner, Corundum Systems Biology • **Frederic Cedrone**, Vice President, Corporate Innovation, Catalent Strategic Ventures • **Naomi Garland**, Venture Fellow, Health Innovation Capital • **Jim MacKrell**, Associate VP & Head of Boston Venture Science Team, Eli Lilly and Company
1:00 - 1:50 PM **CORPORATE VC PANEL** *Firms Investing Beyond Financial Return*	• **Ronak Savla,** Director, Strategic Ventures, Catalent Strategic Ventures (M) • **Lucio Iannone**, VP of Investments, Leaps by Bayer • **Adam Kundzewicz**, Executive Director, Boehringer Ingelheim Venture Fund • **Jane Rho**, Investor, Venture Fund, DaVita Venture Group • **Ashim Subedee**, Director, Catalyst Office, Division of Research Innovation and Ventures (DRIVe)
2:00 - 2:50 PM **CNS DISEASES PANEL** *Advancing Novel Drugs & Preventative Therapies in CNS Disorders*	• **Wasim Malik**, Co-Founder and Managing Partner, Iaso Ventures (M) • **Jiaping Gu**, Partner, Takeda Ventures, Inc. • **Joan Koerber-Walker**, Co-Founder and Managing Member, AZBio • **Sonia Weiss**, Co-Founder & Managing Partner, WPSS.bio
3:00 - 3:50 PM **MEDTECH STRATEGICS PANEL** *Seeking External Innovation in Devices & Diagnostics*	• **David Uffer**, Vice President, MedTech, General Inception (M) • **Geoff Dacosta**, Director, Business Development and Licensing, Philips Healthcare • **Jotthe Kannappan**, Associate, Intuitive Surgical • **Stephanie Rusinkiewicz**, Sr. Manager of BD & Licensing, Surgical Innovation, Hernia & Wound Management, Medtronic
4:00 - 4:50 AM **DIGITAL HEALTH PANEL** *Digital Approaches to Improve the Quality of Care*	• **Yaniv Sneor**, Founding Member, Mid Atlantic Bio Angelsz • **Andrew Geraghty**, Principal, Morgan Health Ventures (M) • **Tom Gibbs**, Director, Debiopharm Innovation Fund • **Matt Weinberg**, Partner, Max Ventures • **Garrett Vygantas**, Co-Founder & Managing Partner, Riverine Ventures

(M) **Moderator**

9:00 AM - 9:50 AM

BIG PHARMA PANEL

Novel Strategies for Pre-Clinical & Early Clinical Assets

In recent years, big pharma companies have begun looking outwards for innovative new therapeutics to add to their pipelines. This panel brings together speakers from various big pharma companies discussing topics such as:

- How big pharma sources assets
- The evaluation and investment process
- Key factors of interest
- How early-stage big pharma is willing to look

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

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

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

• **Neel Desai**, Senior Director, Business Development & Licensing, Biogen

Neel Desai is a Senior Director in the Business Development group and has been with Biogen for five years. During his time at the company, he has worked on multiple transactions in the neuroimmunology and neurodegeneration spaces.. Prior to joining Biogen, Neel held a variety of roles at Piramal Enterprises, MedImmune / AstraZeneca, and Vertex Pharmaceuticals. He also holds an MBA and a Master's degree in the biosciences.

• **Amanda Mason**, Director, Global Head of Inflammation Search & Evaluation, BD, Amgen

Amanda leads Search & Evaluation for the Inflammation therapeutic area. In this role, she is responsible for opportunity identification, technical due diligence, and supporting deal execution across all asset stages and modalities. Prior to joining Amgen in 2019, Amanda worked at the University of Southern California where she co-founded a new team responsible for early technology evaluation and biotech entrepreneurship. Previously, Amanda worked at Bain as a management consultant focusing on business development and strategy for biopharma clients. She has served as an adviser or consultant to multiple venture capital firms including Clarus Ventures (now part of Blackstone) and WaveMaker 360 Health. Amanda has a PhD in Developmental and Stem Cell Biology from the University of California San Francisco and an AB in Molecular and Cellular Biology from Harvard University, where she graduated summa cum laude. In her free time, she is an avid scuba diver and ceramic artist.

• **Andrew Wong**, Global Head of Bayer CoLabs, Bayer

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

10:00 AM - 10:50 AM

WOMEN'S HEALTH PANEL

Investing in New Innovations in FemTech

Funding in Women's Health has increased over the past few years, with technologies ranging from therapeutics to diagnostics to digital health platforms designed to address problems facing women. This increase in funding has also played a role in increasing the funding in women-led startups, as one report found that more than 70% of startups in Women's Health have at least one female founder. Topics discussed may include:

- What is unique about investing in Women's Health?
- What areas of Women's Health need more focus?
- What do investors look for in technologies relating to Women's Health?

Whether relating to fertility, menopause, pregnancy, childbirth, early motherhood or tests specific to women, there are a wide variety of areas of Women's Health that are seeing an increase in attention, both from founders and investors. Panelists will discuss their interests in this space, and their investment strategy in these technologies.

• **Arianne Kidder**, Partner, Seae Ventures M

Arianne Kidder is a partner at Seae Ventures. She brings 19 years of experience in finance and operations leadership in healthcare and technology, ranging from early-stage venture backed startups to Fortune 500 organizations. Arianne previously served in finance roles at early stage digital health companies. In these roles, she raised a cumulative $70M of capital and managed the sale of a company. In the first chapter of Arianne's career, she spent 11 years at Ernst & Young, serving clients in the Boston, Financial Services practice. The depth of her experience with payors, healthcare, alternative invested assets, governance, risk, and finance is credited to these formative fast paced years. She is a graduate of Questrom School of Business at Boston University. She volunteers her time with Invest in Girls and in her local community at the Boys & Girls Club and her childrens' schools.

• **Elizabeth Bailey**, Managing Director, RH Capital

Elizabeth Bailey has spent almost 20 years in the venture capital industry, with a deep commitment to advancing innovations that promote access, affordability, improved outcomes and equity in healthcare. As Managing Partner of RH Capital, Elizabeth invests in early-stage, groundbreaking women's health startups across the healthcare continuum, from digital and devices to biotech and tech-enabled services. Previously, Elizabeth was a Partner at Commons Capital, one of the first impact investing venture capital funds, where she managed the healthcare portfolio (including Claros Diagnostics, CodeRyte, HistoRx, Medical Metrx Solutions and TelaDoc). Elizabeth also served as the Founding Director for the Consortium for Affordable Medical Technologies (CAMTech) at Mass General Hospital, where she built a global program accelerating medtech innovation for underserved global markets. She earned a Master's in Public Policy from Harvard's Kennedy School of Government and a BA from Brown University. Throughout her career, Elizabeth has been a strong advocate for the power of business and private markets to drive social change.

• **Nat Brinn**, Partner, VC23

Nat Brinn has a successful track record of venture capital and other private investments, acquisitions, corporate development and business management. He is a partner of VC23 and Vital Venture Capital. Nat's venture capital firms and he, as a direct investor, have invested in over 40 early-stage biotechnology and software companies including Gingko Bioworks, Quantalife (acquired by Bio-Rad), Twist Bioscience (now publicly traded with a market cap in excess of $750 million), 10X Genomics (now publicly traded with a market cap in excess of $6 billion), AxioMx (acquired by Abcam), HealthTell (acquired by iCarbonX), CD Diagnostics (acquired by Zimmer), General Automation Lab Technologies, Tangen Biosciences, Talee Bio (acquired by Roivant), and Shoreline Biome. Nat has served as a board director of many of these portfolio companies. His previous experience includes roles at HSA Bank (CEO), Webster Bank (EVP) and other firms in corporate development and private investment positions. He has an MBA in finance and accounting from Duke University, where he was a Fuqua Scholar and graduation speaker. Nat did his undergraduate work in economics and mathematics at University of Delaware in the honors program.

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

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

• **Lu Zhang**, Managing Partner, Fusion Fund

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

11:00 AM - 11:50 AM

CELL & GENE THERAPY PANEL

The Next Generation of Therapeutic Technologies

This 50-minute panel discussion focuses on the advent of gene & cell therapies that are now entering the market, from CRISPR to CAR-T technologies, and the way they are shifting the paradigm of therapeutic investment. Topics may include:

- 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 challenges associated with some of these technologies and how these new challenges are affecting their investment focus.

• **John Pennett**, Angel Investor, Mid Atlantic Bio Angels M

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

• **Caleb Bell**, Venture Partner, Corundum Systems Biology

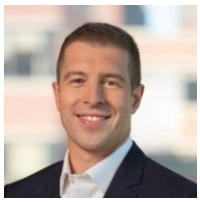
Caleb is an innovator, entrepreneur and investor with decades of experience building and investing in deep tech startups internationally. Caleb is a Venture Investor for Corundum Systems Biology (CSB), a Tokyo based innovation hub that is involved in early stage venture investing, sponsored research and directly undertaking fundamental research with the singular purpose to improve human wellbeing. Prior to his investing role with CSB, Caleb has worked for Arcline Investment Management, G4S Capital, Beyond Next Ventures, Prime Movers Lab and CTIC Capital successfully deploying around $500 million in life sciences transactions. Prior to his career as an investor, Caleb spent two decades managing businesses he founded across diverse industries including hospitality, biotech and financial services.

• **Frederic Cedrone**, Vice President, Corporate Innovation, Catalent Strategic Ventures

Dr. Cedrone brings with him more than 25 years of experience in biologic drug development, including cell and gene therapies, and joins Catalent from Lysogene SA in Paris, France, where he held the role of Vice President, Alliances & Business Development. Prior to Lysogene, Dr. Cedrone worked at Cellectis SA, where he held a number of senior roles, both as a scientist and in business development, as well as partnering in the field of novel therapeutic modalities. He earned his doctorate degree in molecular biology and enzyme engineering from Marseille University, France, in addition to an engineer's degree in biotechnology and a master's degree in molecular genetics from Blaise Pascal University in Clermont-Ferrand, France.

• **Naomi Garland**, Venture Fellow, Health Innovation Capital

Naomi Garland, MD, MPH, is a Venture Fellow at Health Innovation Capital, where she brings a combination of medical expertise and biotech consulting experience. Trained in general surgery, she continues to practice part-time. Dr. Garland transitioned from surgical training to the business world in 2020, when she joined the Boston Consulting Group as a consultant. There she worked in the MedTech, biotech, and pharma practices, and during COVID supported their internal epidemiological work, as well as public sector COVID response efforts. With a strong background in global public health, she has worked internationally, developing academic research projects in Cambodia and India. Dr. Garland has also supported the Clinton Health Access Initiative's work to better understand global health commodity market shaping practices. Dr. Garland earned her BA from Johns Hopkins University, her MPH from UC Berkeley, and her MD from Tufts University. She trained in general surgery at St. Elizabeth's Medical Center and completed her postdoctoral research at Stanford University.



• **Jim MacKrell**, Associate VP & Head of Boston Venture Science Team, Eli Lilly and Company

Jim MacKrell provides leadership and expertise at the intersection of Lilly's industry leading venture capital strategy and R&D. With the goal to identify, propel and deliver innovation, he is driven by the opportunity to translate basic science to potential novel therapies for patients. He is an experienced drug hunting scientist and project leader with proven track record of discovering and developing new molecular entities in the biopharmaceutical industry. A PhD-trained molecular physiologist, he has a deep therapeutic understanding of metabolic and endocrine disease landscape. With proven R&D leadership, he has served as a trusted partner and corporate advisor to advance internal and external innovation, business development, and licensing initiatives.

1:00 PM - 1:50 PM

CORPORATE VC PANEL

Firms Investing Beyond Financial Return

Corporate venture capital firms are an important source of capital for early-stage companies. Many major pharmaceuticals and large corporations have set up a corporate investment arm to identify early-stage companies. Strategically and financially driven in varying degrees, the implications of working with CVCs are huge, as the resources, network, and guidance provided by the CVC and the associated parent company are incredibly valuable to an entrepreneur who is actively growing their business.

This panel will discuss the following topics and more:

- How are CVCs different from traditional VCs?
- How strategically vs. financially are CVCs driven, and how does this affect their decision-making process?
- How closely does the CVC communicate with the parent company?
- What does working with a CVC entail?

Panelists will discuss each of their investment mandates and how they relate to corporate interests, and how they have been sourcing opportunities during COVID. Panelists may also explore current trending areas of interest, and what they see as emerging fields in the near future.

• **Ronak Savla,** Director, Strategic Ventures, Catalent Strategic Ventures M

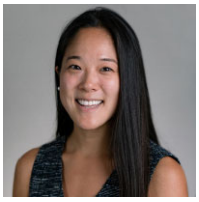
Ronak Savla is Director, Strategic Ventures at Catalent Pharma Solutions. In his role, Ronak is responsible for expanding and nurturing the company's strategic partnerships with life science venture capital firms, biotechnology incubators, consulting firms, and academic technology transfer offices. Ronak is involved with the management the Catalent's limited partnership positions and with the company's direct venture investments. Previously, Ronak led the Medical Affairs and Competitive Intelligence functions at Innate Pharma, a biotechnology company harnessing the innate immune to develop novel therapeutics. Ronak has a PharmD and PhD from Rutgers University and a MBA from Johns Hopkins University – Carey Business School.

• **Lucio Iannone**, VP of Investments, Leaps by Bayer

Lucio Iannone is VP of Venture Investments Health at Leaps by Bayer. He is responsible for leading the investment team in the USA and deal execution. He is also involved in the sourcing, screening, and mentoring of companies with game-changing science. As an investor, Lucio also serves as a board member for Affini-T, Khloris Biosciences, eGenesis, Immunitas Therapeutics, Paratus Bio, Mozart Tx and Souffle Tx. Dr. Iannone has been recognized as top 25 healthcare investors worldwide in 2022 and as the winner of the emerging leader competition in 2023 for corporate venture capital. Before joining Leaps by Bayer, he had different roles in biotechnology companies. He has experience with molecular biology, cell and gene therapy technologies and their application in oncology, cardiovascular and other therapeutic fields. Lucio obtained his Ph.D. in Medicine at the Imperial College of London.

• **Adam Kundzewicz**, Executive Director, Boehringer Ingelheim Venture Fund

Adam is a trained scientist with a PhD in neuroscience from University of Geneva, University of Lausanne and EPFL, Switzerland. He has published several articles in international peer reviewed journals and lectured at international conferences. Adam has started his career with Boehringer Ingelheim Corporate Market Access Team in 2012 as a Senior Global Payer Strategy Manager. In 2015, he moved to head the Pricing and Contracting Team, working across the whole Boehringer Ingelheim prescription medicines portfolio. In 2018 he moved to lead the Strategic Market Access Initiatives as well as Tech Partnerships within the Global Healthcare Affairs and Patient Engagement Team. Prior to joining Boehringer Ingelheim Adam worked as a life sciences strategy consultant for IQVIA, IBM Watson Health Consulting and Simon-Kucher & Partners. He also worked as a research assistant at Jules Gonin Eye Hospital and as a Junior Project Leader at AnalyCen.



• **Jane Rho**, Investor, Venture Fund, DaVita Venture Group

Jane leads DaVita's venture fund, which invests in tech-enabled services, digital health, diagnostics, and non-invasive medical devices companies. Prior to joining the DaVita Venture Group, she worked at and consulted for several early-stage health tech startups. Before that, she was a management consultant at Bain & Company's New York office. During her time at Bain, she did an externship at Massachusetts General Hospital leading strategy, operational redesign, and digital health projects. Jane has an MPH from Harvard and a Bachelor of Business Administration from the Ivey Business School in Western University. Originally from Alberta, Jane loves to snowboard, hike, cook, paint, and read outside of work.

• **Ashim Subedee**, Director, Catalyst Office, Division of Research Innovation and Ventures (DRIVe)

Ashim Subedee is the Director of the Catalyst Office at the Division of Research, Innovation, and Ventures (DRIVe) at BARDA, within DHHS. Ashim leads a team dedicated to fostering technologies through several public private partnerships including BARDA Ventures, BARDA Accelerator Network, and J&J - BARDA Blue Knight partnership. Prior to BARDA, Ashim was at the NIH where he supported entrepreneurship at the NCI Small Business Development Center, NIH Small Business Education and Entrepreneurial Development (SEED) Office, and the Rapid Acceleration of Diagnostics (RADx) program. He funded and supported academics and startups developing innovative technologies and initiated and led several programs including the NIH Proof of Concept Network, NCI SBIR Investor Initiatives, and NCI SBIR mentoring programs. Ashim joined the federal government as a Presidential Management Fellow and completed multiple rotations across the NIH and at the FDA CDER. He received his PhD in Biological and Biomedical Sciences from Harvard.

2:00 PM - 2:50 PM

CNS DISEASES PANEL

Advancing Novel Drugs & Preventative Therapies in CNS Disorders

CNS Diseases can affect anyone, from children suffering from genetic disorders to elderly suffering from neurological diseases such as dementia in all its forms, as well as mental and behavioral disorders, that can appear at any age. Investing in technologies relating to CNS disorders remains high, among the most well-funded indications. Panel topics may include:

- What areas of CNS are saturated and what areas need more attention?
- What are common red flags seen when investing?
- What makes a company stand out in CNS?

As much as treating CNS diseases has been in the forefront for decades, investors are still seeking innovation, whether new and more complex therapeutics that can cross the blood-brain barrier, new treatments and preventions for neurodegenerative diseases, better diagnostic tests and treatments for mental and behavioral health, or devices that can restore function, among others. The more researchers learn, the greater the mystery of the central nervous system; panelists will discuss what are the newest and most exciting innovations in the CNS landscape.

• **Wasim Malik**, Co-Founder and Managing Partner, Iaso Ventures M

Wasim oversees the overall strategy, investments and partnerships at Iaso Ventures. He previously served as Chief Digital Strategist at Roivant Sciences. As part of his work, Wasim has served on the faculty at MGH and MIT. He currently sits on the board at The Epilepsy Foundation, Scaffold Therapeutics, Altimate Health, ClexBio and BioTrak Health, with previous roles at Saphetor and monARC Bionetworks. He serves as a Senior Advisor for Life Sciences at Health Catalyst. He is a startup mentor at Endless Frontier Labs, Creative Destruction Lab, and Dreamit Ventures. He is an angel investor. He has published 100+ research papers, holds 7 patents, and has received numerous international awards. He serves on multiple Steering Committees, grant review panels, and the national scientific research councils of 6 countries. Wasim received his DPhil from Oxford, postdoctoral training from MIT, and finance education from Harvard Business School.

• **Jiaping Gu**, Partner, Takeda Ventures, Inc.

Jiaping Gu joined Takeda Ventures, Inc (TVI) in May 2022, as a Partner. He has more than five years of experience in public and private life science investments. He has served on a board of directors at various biotech startup companies. Prior to joining TVI, Jiaping was Vice President at Hillhouse Capital, where he was a member of the Bio Venture team covering private-stage biotech investments in the US, Europe, and China. Prior to Hillhouse, he has more than 10 years of research experience focusing on neuroinflammation and neurodegeneration as a scientist at Lundbeck. He has a postdoctoral fellow at New York University (NYU) and Emory University. Jiaping has a Ph.D. in Neuroscience from Rutgers University and B.S. in Biological Sciences from Tsinghua University in China.

• **Joan Koerber-Walker**, Co-Founder and Managing Member, AZBio

As President and CEO of AZBio, Joan Koerber-Walker works on behalf of the Arizona Bioscience and Medical Technology Industry. Joan is also a life science investor and has served on the boards of numerous for-profit and non-profit organizations. In the life science industry, Joan is a past-Chair of the State Medical Technology Alliance. She also represents Arizona as a member of the Council of State Bioscience Associations and the Coalition of State Bioscience Institutes. She also serves as Chairman of the Board of the Opportunity Through Entrepreneurship Foundation, AZAdvances, on the Board of Advisors to CellTrust, Inc., and as Chairman of CorePurpose, Inc. Her experience includes serving as the CEO of ASBA, the Board of Trustees of the NSBA in Washington D.C., the Executive Committee of the Industry Advisory Board for the Thomas and Joan Read Center; on the Board of the Arizona Technology Council; as Treasurer and Board Member for Ribomed Biotechnologies, Inc.; and as an executive at Avnet, Inc.

• **Sonia Weiss**, Co-Founder & Managing Partner, WPSS.bio

Sonia Weiss is Managing Partner at WPSS.bio which she co-founded in 2018. Having witnessed the widespread impact of mental illness and trauma and the potential of psychedelics to alleviate the pain, Sonia is passionate about potentiating wellbeing by finding novel and holistic interventions for brain health. She brings 10 years of experience in strategic management, entrepreneurial ventures and the public sector. Prior to WPSS.bio, Sonia forged her business career at Bain and Company. Additionally, she worked at Technoserve and for former Mexican President Felipe Calderon. She holds a BA from Tufts University (cum laude) and an MBA from Harvard Business School.

3:00 PM - 3:50 PM

MEDTECH STRATEGICS PANEL

Seeking External Innovation in Devices & Diagnostics

In the medical technology sector, major corporations are increasingly looking to external startups and inventors for innovative new technologies. In addition to traditional M&A, these major strategic players are exploring innovative strategies to partner with early stage startups, and our speakers will explore topics such as:

- How do major corporations find new device technologies that are a fit for their pipelines?
- What can an early stage startup do to find the right partner?
- How do partnerships work, and what conditions might a major partner have?
- What kind of technical and commercial validation will be required to secure a partnership?

The panelists will explore these topics with reference to the technology areas that they are looking at for their future pipelines.

• **David Uffer**, Vice President, MedTech, General Inception M

David Uffer is a 30+ year seasoned executive in the Medtech industry. He currently serves as the VP Medtech at General Inception where he leads investments and the portfolio in early stage Medtech companies. In his career he has screened over 15,000 companies and continues to engage over 600 annually. Prior to General Inception, David was the Senior Partner and VP of Medtech at Alira Health, a global advisory firm. In previous roles David led BD for a $5B division of Medtronic. He led deals in M&A, distribution, co-development and also executed minority equity investments in early stage companies. Prior to Medtronic, David was Director of Corporate Development at Hologic running strategy and deal flow. David also has managed Boston Scientific's strategy and business development function. He has held management roles at Integra Lifesciences. David initiated his career with Abbott Labs, managing US and APAC market development and global market assessments.

• **Geoff Dacosta**, Director, Business Development and Licensing, Philips Healthcare

Geoff DaCosta currently leads business development activities for Philips' Image Guided Therapy business, where he focuses on identifying portfolio expansions in the coronary, peripheral vascular and related cardiovascular domains. Prior to Philips, he served in multiple business development and strategy roles at both Medtronic and Covidien, concentrating on both surgical and vascular technologies. Previous to that, he worked in the Transaction Advisory Services group of EY, as well as multiple boutique private equity advisory firms. Geoff holds an MBA from the UCLA Anderson School of Management and a BA in Economics from the University of Pennsylvania.

• **Jotthe Kannappan**, Associate, Intuitive Surgical

Jotthe joined Intuitive Ventures in 2021. She contributes to investment efforts and identifies the next big trends and players in minimally invasive care. Jotthe brings her background in microfluidics, neurostimulation, women's health, infectious disease, and molecular diagnostics to Intuitive Ventures. Jotthe has cultivated technical and commercial skills through her experience running phase zero design at ophthalmology startup, Oculeve, and as a product marketer and systems engineer at point-of-care diagnostics startup, Visby Medical. Her firsthand experience within mission-driven, quickly growing, and nimble organizations has informed her love of entrepreneurship and healthcare innovation. Jotthe is a board observer for Optellum Inc. She is a Mayfield fellow and holds a BS in Bioengineering from Stanford University and an MBA from Harvard Business School.

• **Stephanie Rusinkiewicz**, Sr. Manager of BD & Licensing, Surgical Innovation, Hernia & Wound Management, Medtronic

I am passionate about bringing new, innovative medtech products to market that better patients globally. After starting my career on the quality and operations side of the business I know what it takes to bring a new product to market and now use that knowledge to scout for promising inorganic opportunities.

4:00 PM - 4:50 PM

DIGITAL HEALTH PANEL

Digital Approaches to Improve the Quality of Care

This panel focuses on investing in innovative digital health products that bring new efficiencies to the healthcare system, change how care is delivered or managed, and how patients are involved in their own care. Panelists will explore topics related to investing in digital health, including:

- In what kinds of digital health technologies are they interested in investing?
- What metrics and evidence do you look for in a digital health startup?
- How can an early-stage digital health company demonstrate the value of their products?
- What are the main challenges for startups raising capital in this space?

The moderator and panelists will discuss this rapidly evolving field of healthcare investment and will introduce the audience to the key fundraising opportunities and challenges facing digital health entrepreneurs today.

• **Yaniv Sneor**, Founding Member, Mid Atlantic Bio Angels M

Yaniv Sneor is one of the founders of Mid Atlantic Bio Angels, a life science angel investor group. Yaniv is also CEO of Native State Therapeutics, an early stage biotechnology company in the neurodegeneration field, and President of Blue Cactus Consulting. Yaniv has senior merger, acquisition, capitalization, turnaround leadership experience with companies ranging from start-up to growth. He has held positions of CEO, COO, President, and General Manager at several companies. Yaniv has mentored numerous life science and technology start-ups through BiomedX, the Bench-to-Bedside Initiative jointly sponsored by Weill-Cornell Medical Center, and the E-Lab for Life Science Entrepreneurs sponsored in part by the New York City Economic Development Corporation. Until recently, Yaniv was a member of the Board of Trustees of the Institute for Life Science Entrepreneurship, is currently a member of the NJ EDA's Technology Advisory Board, and a past Chairman of the NJ chapter of the LES.

• **Andrew Geraghty**, Principal, Morgan Health Ventures

In his role, Andrew is focused on supporting Morgan Health's mission by identifying high-potential, growth-oriented companies with innovative business models, deploying $250mm of JPMC capital, and developing mutually beneficial relationships with our partners. Prior to joining Morgan Health, Andrew worked in strategy and operations at Haven, the Amazon, Berkshire Hathaway, JPMorgan Chase healthcare joint venture. Previously, Andrew worked in fixed income investment risk and analytics for Eaton Vance Management, in venture capital, and in business development with FinTech startups. Andrew holds a Bachelor of Business Administration (BBA) from the University of Massachusetts Amherst and a Master of Business Administration (MBA) from the MIT Sloan School of Management. Andrew is a CFA® charterholder, CFA Institute.

• **Tom Gibbs**, Director, Debiopharm Innovation Fund

Tom is Senior Investment Director at Debiopharm Innovation Fund, Switzerland where the focus is on investment in digital health companies transforming how drugs are developed and the patient path. Tom is excited to bring his broad experience to the digital health revolution, helping start-ups in Debiopharm's comprehensive portfolio build value, make a medically meaningful impact, and improve drug development. He is currently a Director on the boards of Nucleai, Carevive, BC Platforms, and Immunexpress. Previous board positions include Acteon, Biocartis and GenePOC. He has worked in the commercialization of life science technologies in start-ups and established companies in Europe and the USA (including Molecular Devices Corp, Covalys, Med Discovery, Debiopharm) for longer than he cares to admit. Hands-on experience includes operations, late-stage product development & marketing, business development, and investment.

• **Matt Weinberg**, Partner, Max Ventures

Matthew (Matt) Weinberg is a Partner at Max Ventures, an early-stage venture capital fund based in New York City with a global reach. They are first-check investors who lead or co-lead rounds and primarily focus on digital healthcare, SaaS, and digital commerce. They have also co-founded 7 venture backed companies and seek to partner with talented founders at day zero. Prior to joining Max Ventures, Matt was an Obama White House appointee in the U.S. Small Business Administration and served as Senior Advisor in the Office of Investment and Innovation. He helped drive federal programs that directed over $6 billion in capital to investment funds, early-stage technology companies, and accelerators and incubators across the country. Before joining the Obama Administration, Matt worked for the New York City Economic Development Corporation and managed city-wide programs aimed at developing and supporting the City's technology and entrepreneurial ecosystems. Matt is an op-ed contributor for Forbes, TechCrunch, Huffington Post, and several other publications. He holds a B.A. in History and Political Science from the University of Washington and an MBA from Columbia Business School.

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

Dr. Garrett Vygantas is Co-Founder and Managing Partner at Riverine Ventures, a Life Science and Healthtech focused Venture Capital firm. In addition, he serves as interim Chief Business Officer at Corsair Pharma, a biotech company developing innovative therapeutics to treat Pulmonary Hypertension. He also serves on the Investment Committee at OSFHealthcare's Venture Capital fund. Previously, Garrett co-founded TherOptix, an ocular therapeutics company and Mitre Medical, a structural heart disease medtech. He was a Partner at Jump Capital where he led the firm's healthcare investments. Prior to Jump, Garrett founded NewBridge Pharmaceuticals and served as President & CEO as EIR on the Burrill & Co Venture Capital Group. Earlier in his career, Garrett helped launch Lucentis, a breakthrough therapy for wet age related macular degeneration developed by Genentech, member of the Roche Group. Garrett previously worked with the Health Care Investment Banking group at Cowen and in Business Development at EntreMed. Garrett was a co-instructor at UCSF's Center for BioEntrepreneurship's "Idea to IPO" course and has advised in the formation of numerous biotech start-ups. Garrett completed his Transitional Residency at the University of Pennsylvania and holds MD & MBA degrees from Georgetown University as well as a BS in biochemistry from Boston College. He is a Kauffman Fellow.


Burns Levinson
amazing discoveries
Burns & Levinson provides sophisticated legal advice to life sciences companies at all phases of the business life cycle. We are proud to support the 2022 RESI Conference.
Andrew J. Merken
617.345.3740
amerken@burnslev.com
Co-Chair, Life Sciences Group
Josef B. Volman
617.345.3895
jvolman@burnslev.com
Co-Chair, Life Sciences Group
burnslev.com

INNOVATOR'S PITCH CHALLENGE TRACK 1 (ST. GEORGE B)

Pitch Company	
9:00 - 9:50 AM INNOVATOR'S PITCH CHALLENGE #1 MEDICAL DEVICES	CANARIA, CorNav (Targeted therapy across the heart), Linshom (Every Breath Counts), WearOptimo
10:00 - 10:50 AM INNOVATOR'S PITCH CHALLENGE #2 THERAPEUTICS	Fzata (Live Biologics in a Pill), KORTUC, SENTRIMED, Tradewind
11:00 - 11:50 AM INNOVATOR'S PITCH CHALLENGE #3 MEDICAL DEVICES	DIRECTSYNC SURGICAL, LUMENDO, MindLight, LLC, Sensius (balanced treatment)
1:00 - 1:50 PM INNOVATOR'S PITCH CHALLENGE #4 THERAPEUTICS	BILAYER THERAPEUTICS, GLOBIN SOLUTIONS, HELEX, Symphony Therapeutics
2:00 - 2:50 PM INNOVATOR'S PITCH CHALLENGE #5 THERAPEUTICS	adipo THERAPEUTICS, DORON Therapeutics (Mobility is a Gift), FELIQS, UNTECH
3:00 - 3:50 PM INNOVATOR'S PITCH CHALLENGE #6 CELL & GENE THERAPY	ARES IMMUNOTHERAPY, Celine Therapeutics, NEOMICS, REMEDIUM
4:00 - 4:50 AM INNOVATOR'S PITCH CHALLENGE #7 THERAPEUTICS	AddGraft THERAPEUTICS, DRIVE THERAPEUTICS, XIPIRO, YBG YOUTH BIO GLOBAL

CANARIA

Easel #43

Canaria Technologies has developed a first of its kind Predictive Biometrics Platform for simultaneous Cognitive Fatigue and Heat Stress data collection. The Canaria Predictive Biometrics Platform comes in the form of a Canaria-V Earpiece which takes readings from the earlobe (the same core PPG readings used in the intensive care units of hospitals) and integrates with AI to collect data on Cognitive Fatigue and Heat Stress. The Canaria-V Earpiece measures raw PPG wavelengths, skin temperature, movement, and environmental data. From these primary sensor readings, we derive over 60 core metrics such as blood oxygen saturation, breathing rate, and heart rate variability. It utilises combinations of these metrics to build out our early warning alarms using machine and deep learning AI models. The sensors read the amount of blood in the underlying tissue 100 times a second which illustrates the different phases of heart function. Paired with the accuracy provided with the transmissive approach, this level of detail enables high-level processing of the raw signal to produce well-known measures within the QRS Complex and other meaningful information about a user's wellbeing. Features such as - Heart Rate, Heart Rate Variability, Breathing Rate, Interbeat Interval, Predictability of the PPG, Ratios highlighting, Systolic and Diastolic waves, and power of the Circulatory System.

CorNav

Targeted therapy across the heart

Easel #54

Heart disease is the most common cause of adult mortality and sudden cardiac death from ventricular tachycardia (VT) is the most common diagnosis. When medication's fail, the origin of the VT in the ventricular muscle is ablated with a radio frequency catheter that uses heat to destroy the cells of the VT origin. Entering through the bloodstream to the inner wall of the ventricle the catheter is directed only by fluoroscopy and electrical mapping. This approach fails 30% of the time because the origin of the VT is on the outer epicardial surface of the heart. Epicardial "off label" ablations have well documented navigation, safety, and efficacy concerns. CardioScout is a minimally invasive single use catheter platform for ablation of VT sites on the epicardial surface of the beating heart. Ablation catheters, already familiar to providers, are delivered to the origin of the VT on the epicardium under direct vision with agile navigation. Safety is assured by avoiding critical cardiac structures and being outside the bloodstream. CardioScout will navigate and visualize the surface of the heart with high-quality illuminated video. Ablation and mapping catheters and injection needles are inserted down the working channel. Therapies are visually confirmed and precision is enhanced by real time ultrasound imaging of the heart muscle below. Enhanced precision reduces hospital VT readmissions, Increases efficacy, and lowers VT mortality. Ease of use expands the addressable market.

Linshom

Every Breath Counts

Easel #35

Linshom is first to deliver an operating room (OR) quality respiratory profile to the patient bedside or home for continuous, predictive, respiratory monitoring (CPRM). This wearable, FDA cleared sensor provides 12-70 minutes of advance notice to health care providers of respiratory decline when simple interventions can be taken versus costly rapid response activation, rescue events and ICU transfers. Current OR and intensive care unit (ICU) technology is not transferable to the bedside as it is too large, complex and expensive. Current standard of care (SOC) for respiratory monitoring outside of the OR & ICU is responsive when the patient is already in trouble. SOC for respiratory monitoring is clinical observation and intermittent pulse oximetry (not a respiratory monitor) which misses 90% of adverse event warnings. Seventy five percent of all warnings are respiratory and 60% of patients have at least one abnormal vital sign 4-6 hours before a rescue event. Pulse oximetry is a delayed indicator, has 90% false alarms and is contraindicated for patients receiving supplemental oxygen (the most fragile). The advance notice provided by Linshom avoids the morbidity and mortality of the current late (responsive) action. High specificity solves the false alarm / alarm fatigue problem that is common today with pulse oximetry. The device is small and light allowing it to travel with the patient between departments (i.e. to radiology and back) and deliver CPRM.

WearOptimo

Easel #34

WearOptimo is an Australian Healthtech company at the forefront of wearables and precision medicine. Our unique and patented Microwearable platform under development are designed to access and interpret key health signals continuously, remotely, and in real-time, while being unobtrusive and pain-free to the user. Our sensors use microstructures that reach just a hair's-width into the skin to access biomarkers that current surface wearables can't reach. Our Microwearable and associated AI driven platform are configured for earlier detection of unpredictable and serious health-related incidences, such as heart attacks and critical dehydration. Dehydration has significant health and performance costs, but is difficult to monitor and predict with existing methods. WearOptimo's first product will be a Microwearable Hydration monitoring system, to improve hydration monitoring in markets including mining, construction, military, as well as aged care and sports. We have already established distribution agreements to commercialise our products into key markets. Future products will enable early detection and even predictive analytics of critical health events-including heart attacks (we are advancing to large animal trials) monitoring the efficacy of targeted drug therapies; and markers of immune system response. WearOptimo is also developing a cloud-based, AI-driven platform, that could allow us to gain unique health insights and even predict health outcomes from our unique datasets.

Fzata

Easel #50

Fzata's vision is to reduce health inequities by expanding patient access to therapeutic biologics. Towards this vision we have achieved the "Holy Grail" of oral biologics with the support of over $17M non-dilutive from NIH. We are now raising series A. Fzata has pioneered a first-in-class live Bioengineered Probiotic Yeast Medicines (BioPYMTM) modality. Orally administered capsules containing BioPYM act as "factories" making biologic therapeutic on target in the gut to treat gastrointestinal (GI) disorders like infectious diseases, inflammation, metabolic diseases, and colon cancer. BioPYM competitive advantages include: manufacturing (low cost, no cold-chain, cross-over manufacturing efficiencies), clinical (clinically proven MOA, no side-effects, OK to use with antibiotics, no anti-drug antibody response), and patient QoL (improved outcome, no needles, no clinic infusions). Multiple leads from the BioPYM modality all show safety, superiority to standard of care, and efficacy in respective animal models for gastrointestinal-related infectious diseases, inflammatory diseases, visceral pain, as well as diabetes/obesity. Our lead product, FZ002 for C. diff infection, is projected for first-in-human P1 trial in 2024. Successful readout will prove the safety of our BioPYM platform. FZ006 for inflammatory bowel disease is targeted for P1 clinical trial in 2025.

KORTUC

Easel #1

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

SENTRIMED

Easel #46

Sentrimed is a clinical stage biotechnology company developing novel targeted therapies that harnesses critical cell-to-cell communication processes essential to reviving the body's ability to recognize, contain and eliminate abnormal cells found in cancer and potentially malignant disorders. Sentrimed is a leader in contact normalization, a cellular communication process that enables normal cells to inhibit tumor growth and spread, and trigger targeted tumor cell destruction. Our lead product, MASL, is a novel, orally dosed powerful inhibitor of podoplanin (PDPN) signaling. PDPN is a transmembrane receptor glycoprotein that is overexpressed in many cancers and is critical in tumor progression. PDPN is an early expressed tumor biomarker that is correlated with poor prognosis in many cancers. By efficiently binding to PDPN, MASL inhibits tumor cell growth and invasion, and triggers cancer cell destruction. In a preclinical mouse study for melanoma, MASL provided a 10-fold inhibition of tumor growth at 50 mg/kg without identifiable adverse effects. Sentrimed in collaboration with the NCI studied MASL on their NCI-60 cell line panel and showed an impact on all of the nine different types of cancer included, thus demonstrating the broad anti-cancer potential of MASL. MASL is currently being studied in a university sponsored, NIH funded phase I trial in oral cancer patients, where significant unmet needs exist and therapeutic options are limited.

Tradewind

Easel #36

Tradewind BioScience is translating novel science into a platform of therapeutic candidates with the potential to attack the most aggressive and difficult to treat cancers. The company has origins at the University of California, San Francisco and the University of Michigan, and is an NCI-STTR grant-funded company that has worked through the MBC Biolabs incubation space in San Carlos, CA. Our goals: 1. Our first therapeutic candidate has been validated in distinct in vivo models to attack cancer cells through multiple modes-of-action. For example, our antibody robs cancer cells of signaling vital to proliferation, stemness and the cellular stress response to produce a potent stand-alone activity. Our antibody also inhibits myeloid-derived suppressor cells (MDSCs) and we have cataloged synergistic activity in syngeneic models with checkpoint inhibitors. This is an antibody with the potential to be used in the treatment of multiple different types of cancer, with serous ovarian cancer as a potential strong starting point for the clinic. 2. Use the novel target biology we have uncovered to build a platform series of novel bispecific antibodies. We are building unique bispecifics that target the tumor stroma, enable antitumor immunity or inhibit cytokine/chemokine function in combination with potent MDSC inhibition. These potential therapeutics are a fit for cancer but also for disruption of non-cancer indications where our target plays a role in stromal or immune pathology.

DIRECTSYNC SURGICAL

Easel #24

DirectSync Surgical has been awarded > $2M in NIH-related grants to develop a patient powered, implantable electrical stimulating device for reducing failed spine fusions procedures (approaches 50% failure rate in diabetics and smokers). DSS has demonstrated enhanced early bone growth in multiple randomized comparative "large animal" studies. FDA recently granted us a "Breakthrough Designation" and confirmed a PMA regulatory pathway going forward. Current development efforts are adding diagnostic capabilities to the stimulating device (common form factor used in procedures today). We have employees distributed nationally, with well over 100 years of collective experience in the spinal and medical device industry. The CEO resides in Wayne, PA and a strategic contract manufacturer in nearby Williamsport, PA. The CTO is the chair of Mechanical Engineering at the University of Kansas and CMO is the chair of Neurosurgery at the University of Illinois. The DSS team possess two PhDs, a MS Engineering, an MBA, and an MD. Planned milestones for the next two years are to close the SEED funding round, integrate the diagnostics, complete pre-clinical work, get approval of the IDE study design and gain early first-in-human experiences.

LUMENDO

Easel #37

Lumendo is a US-Swiss dental startup, headquartered in Renens, Switzerland, developing a medical device platform to treat and heal dental root canal infections. A world-class scientific, clinical and management team has been assembled, including chemists, engineers, dentists, marketing- and sales specialists, as well as experts in Intellectual Property, finance, regulatory clearance, and production. Partnerships with several of the world's top 10 dental programs provide access to facilities for pre-clinical and clinical product validation. Root canal treatments are the most difficult and the least successful dental treatments. Legacy technologies do not solve the problem and are highly outdated: For 160 years, bleach has been used for disinfection, and rubber plugs for filling root canals. Out of 16 million procedures in the US alone, 4 million fail every year. The global endodontic device and consumable market was valued at 1.6 billion USD in 2020 and is expected to grow to 2.7 billion USD by 2030. Lumendo has developed three unique medical devices to clean and fill root canals, using state-of-the-art cavitaional debridement technology, a self-sealing filler molecule, and in-situ curing laser technology. We solve the oldest and toughest problem in dentistry and make endodontics accessible and successful for all dentists and patients. Currently, we are submitting the three devices to the FDA and plan to launch them in Q2 2024.

MindLight, LLC

Easel #25

We enable most people with anxiety and depression and substance abuse to achieve wellbeing within a few months by placing, with our patented method, our LED device in the correct position on their forehead for 4-minutes several times a month. A real patient, let's call him George, a senior executive was suffering intolerable loneliness, which we connected to childhood ridicule. After a single LED treatment, he achieved a new experience of his value and his symptoms remitted for 3 days. After a year of weekly LED treatments, augmented by psychotherapy, he was well without medications, functioning at a new high level, and discharged. Dr. Fredric Schiffer, our Founder and CEO has been on the faculty at Harvard Medical School since his residency in psychiatry at McLean Hospital. He developed the theory of Dual-Brain Psychology on which he has published 20 peer-reviewed articles and 6 juried abstracts and a book. From this theory he has developed safe and effective clinical applications for depression, anxiety, PTSD, and addiction. He has been awarded 2 SBIR grants from NIH/NIDA for the treatment of opioid use disorder. The second award is for 2.5M with an FDA "breakthrough designation" and an FDA "no significant risk" determination. Our theory and therapy are revolutionary.

Sensius
balanced treatment

Easel #42

Thermotherapy by Sensius changes the way we treat cancer. By elevating the temperature of the tumour to maximum fever levels, we improve clinical outcome and quality of life at the same time. Thermotherapy is used in combination with radio-, chemo and immunotherapy and adds no toxicity. The cost-benefit ratio is obvious by a new balance in treatment: the clinical outcome improves together with quality of life, while reducing the economic burden of cancer treatment for society. Our patented technology provides high performance in focus and control of the heat, easy adoption through alignment with the radiotherapy workflow and positive economics for clinics. It is endorsed by key opinion leaders. Over 10 clinics are eager to start treatment and clinical confirmation studies. Over 70 patients are treated on clinical prototypes. Sensius will complete market access criteria (CE/UKCA/FDA) in 2025. Sales discussions with over 20 clinics are in progress, sales agents and distributors are engaged. Our launching product is for treatment of head-and-neck cancer, but our roadmap has solutions for many tumour types. Thermotherapy is to be used with radio-, chemo- and immunotherapy and thus is to become the fourth pillar in cancer treatment, addressing a huge market.

BILAYER THERAPEUTICS

Easel #2

Bilayer Tx is developing first-in-class therapies for metabolic and GI diseases such as obesity and constipation based on a proprietary bilayer tablet platform technology from Dr. Robert Langer's lab at MIT. Our active ingredients are bile acids, the body's natural signaling agents that have already been proven in academic human studies to increase native levels of GLP-1 which tell the body to limit food intake and thus lower weight. Our colonic delivery system avoids the side effects that characterize GLP-1 receptor agonists such as Ozempic and Mounjaro. We are looking to raise a Series A of $14M to open INDs and complete Phase 1 PK studies for obesity and chronic idiopathic constipation. Once in Phase 2, there are multiple deep-pocketed potential acquirers looking for programs in these therapeutic areas.

GLOBIN SOLUTIONS

Easel #32

Globin Solutions was founded to leverage novel protein chemistry discoveries to address unmet medical needs in carbon monoxide poisoning and resuscitation. With technology licensed from the University of Pittsburgh and National Institutes of Health, Globin Solutions is working to develop the first-ever carbon monoxide poisoning antidote. Currently in IND enabling studies with lead compound for CO poisoning, recently held a pre-IND meeting with the US FDA CBER group. Globin Solutions has raised a $5,500,000 series A in 2018 and was awarded a Fast-track Phase I/II STTR from the NIH NIEHS in 2020. Globin Solutions has additional small molecule and biologic candidates in medical countermeasures, pulmonary hypertension, and resuscitation. Globin Solutions is currently seeking additional funding to enable first-in-human Phase I/IIA clinical trial and develop and strengthen pipeline in the resuscitation space. https://www.globinsolutions.com

HELEX

Easel #22

Helex is pioneering a novel way of designing genetic medicines for greater precision, safety and reliability. Historically, gene editing or gene modulation based medicines have been designed keeping in mind the sequence of the DNA only. Thus, the designed therapeutic candidates have poor precision and translatability from bench side to clinic. At Helex we take a much more expansive and intricate view including cell specific genome structures (3D) and epigenetic profiles, that has a large impact on editing outcomes. This enables us to contextualise drug design suited to specific disease, cells, tissues, and mimic their true in vivo environment to enable higher degree of control on these medicines in vivo. Helex is building a pipeline of internal therapeutics built on proprietary patient specific genomic and epigenomic data for continuous target identification and de-risked therapeutic development. Early indications include Stargardt's Disease with an aim to make potentially the best in class single dose therapeutic with target cell-specific editing apparatus delivered via non-viral delivery vector enabling transient expression. Helex has established strong proof-of-concept data to support the development of this program. In addition, Helex is working on another indication targeting the kidney, and has also initiated conversations with big pharma on potential collaborative work.

Symphony Therapeutics

Easel #19

Symphony Therapeutics, LLC was founded in 2022, as a spin-off of Bedford, MA-based Integral BioSystems, LLC. Symphony Therapeutics is developing products based on the patented OcuSurf LNP and NanoM delivery systems. Symphony is located within Integral Biosystems' headquarters at Bedford, MA. Symphony Therapeutics' products are focused on specific ophthalmic, otic and dermatologic indications using 505b2 regulatory approaches to rapidly gain approval and commercial access. NanoM Wafer and OcuSurf technologies have been patented in global jurisdictions. Additionally, the technologies have been enabled in multiple indications in ophthalmology and dermatology.

Easel #31

Adipo Therapeutics is a late preclinical biotech company developing a platform for localized Notch-inhibiting nanoparticles, leading with a breakthrough treatment for the dual epidemic of Obesity and Type 2 Diabetes. The Adipo Treatment would be the first to act directly on fat, increasing energy expenditure and improving insulin resistance. Morgan Stanley recently forecast the obesity market to grow to $54billion dollars (https://www.morganstanley.com/ideas/obesity-drugs-investment-opportunity) and Adipo's new treatment is positioned ideally to enter this market https://adipotherapeutics.com. Adipo forecasts the combined indications to be a $4-5 billion per year opportunity. The Adipo has validated the lead product, ADPO-001-NP, completed a first discussion with the FDA, and is preparing for an IND next year. Adipo was founded by Meng Deng, PhD, (mdeng@adipotherapeutics.com) an expert in drug delivery and professor of Bioengineering at Purdue University and is led by Karen Wurster (kwurster@adipotherapeutics.com) , a CEO with over 30 years of experience developing, launching and commercializing blockbuster treatments for type 2 diabetes. Adipo has raised $2.8 million seed to date, and are seeking to raise $25 million in a Series A to fund development through clinical proof of concept in Phase 1 Clinical Trials.

Easel #49

Doron Therapeutics is developing a Phase3-ready advanced biologic for the treatment of Osteoarthritis (OA) - the second most costly health condition treated in US hospitals and the fastest growing cause of disability worldwide. Our solution - MOTYS in an injectable biologic containing multi-modal biofactors that can address the complex disease state of OA with an intra-articular injection. MOTYS has an established safety profile and proof-of-efficacy from clinical studies in over 300 patients. CMC, manufacturing, regulatory and clinical work has this asset ready to move into a pivotal study. The huge unmet need in OA offers a Total Addressable Market of $9 billion, and MOTYS promises better efficacy and longevity of action compared to current market offerings that currently account for over 5 million annual injections per year in the US alone. We are seeking $25M in a Series A fundraising round (the asset was spun out from a corporate divestiture, and so this will be the first fundraising event). We believe these funds will be sufficient to drive the program to an attractive initial exit event within 3 years.

Easel #26

FELIQS is a preclinical stage Japanese start-up company. The Company has a portfolio of two patent-protected drug product ophthalmology candidates: - Age-related macular degeneration (AMD) – FLQ-104, a proprietary lipid peroxidation and ferroptosis inhibitor for earlier intervention to treat AMD. FLQ-104 is currently in discovery stage in Japan and in US. - Retinopathy of prematurity (ROP) – FLQ-101, a lipid peroxidation inhibitor repurposed to prevent ROP. FLQ-101 will be in Phase I/II dosing planned in the US for 2024. Each of these developmental candidates is identified through FELIQS's proprietary screening platform targeting lipid peroxidation/ ferroptosis with proven efficacy from past prospective clinical trials. Each developmental candidate offers an attractive value proposition in terms of safety and convenient route of administration (oral). FELIQS is currently advancing its pipelines to clinical development with well-experiences academic and industrial advisors. FELIQS is initiating a Series A round targeting $10 million to initiate a clinical trial for ROP(FLQ-101), and preclinical research for FLQ-104. For this expansion of the future product portfolio and to prepare for a successful future M&A or IPO, FELIQS is looking for investors and partners to participate in the opportunity of this new and proprietary technology.

Easel #39

Untech Inc is a biotech company that has developed a proprietary breakthrough medication for chronic wounds. This dramatic problem affects more than 120 million patients in the world and there is no definitive solution available. After 15 years of research, Untech has developed a unique all-in-one solution that heals these wounds. The product is expected to enter the global market in 2026. Series A is currently open. Chronic wounds, like diabetic, venous and pressure ulcers are complex injuries that do not heal, often leading to amputations. The FDA considers chronic wounds as an Unmet Medical Need because of the increasing number of patients (diabetes, life expectancy and obesity), the huge disease severity, and the lack of efficacy of the available treatments (60% of patients take more than 1 year to heal). Based on a novel approach, Untech has developed a gel that, applied directly to the wounds, attacks all the causes at the same time, achieving healing, and making it the most promising solution for the patients. It has the potential to accelerate the healing time from years to months, drastically reduce the probability of amputation and allow patients to remain ambulatory. The global wound care market was over USD $18B in 2022 (CAGR: 6.2%). Currently, Untech is starting Clinical Phase I, has the patent granted in the US and finalized in 45 countries the national phases of the IP process (90% of global market).

ARES IMMUNOTHERAPY

Easel #21

Ares is a solid tumor focused, early-stage cell therapy company based on a platform technology T cell subset defined as CD4+CD26hi (Ares) cells. Therapeutic products developed from this platform technology have successfully treated solid tumors without the downfalls seen in other CAR-T products being developed. Currently we are pursuing a mesothelin specific CAR-T which can treat cohorts of patients from over 12 different solid tumors, totaling almost 400,000 patients per year in the US alone. The failure of current CAR-T prospects in the solid tumor space can be summarized as lack of persistence and potency. The pan T cell approach used to create these other CAR-T products often fail to home and migrate successfully to the tumor and even if intratumorally injected, they succumb to suppression and do not survive long enough to ablate the tumor. Conversely, Ares CAR-T cells effectively home to tumors, have multiple mechanisms to both directly and indirectly attack the tumor, have been proven to persist without succumbing to the toxic tumor microenvironment, and can remain in surveillance to prevent tumor recurrence. The company is led by Brian Newsom, a 31-year veteran of cell therapy development and co-founded by Dr. Chrystal Paulos, a 20-year veteran of cell therapy, and the scientific innovator of the technology. Ares is finalizing development and preparing for an IND that will move us into the clinic for a first in human study within 12 months of raising our seed round.

Celine Therapeutics

Easel #3

Celine Therapeutics is pioneering a novel approach to unlocking the full potential of engineered cell therapies (CAR) for Cancer and Immune diseases. Our proprietary end-to-end platform technology integrates AI, synthetic biology, and protein design with high-throughput experimental data to rapidly design and engineer optimized durable CAR cell therapies to efficiently deliver into and target specific tumor cells in the body. We partner with pharma, biotech, and research institutes to rapidly design and develop the most specific, potent, and durable CAR cell therapies with tailored therapeutic functions to reprogram the tumor microenvironment (TME) and maximize clinical success. We have developed a promising unique approach to accelerate development to market, reduce cost, and overcome the current challenges in cell therapy to cure more patients and diseases with less cost.

NEOMICS

Easel #47

Neomics is focused on developing a gene-engineered poly-clonal adoptive cell therapy that can effectively treat solid tumors and provide durable efficacy that leads to a cure. The company aims to create the next generation of cancer immunotherapy by utilizing gene therapy and a synthetic Immune Checkpoint Switching (ICS) gene, which is designed to include multiple functional components. The lentiviral vector is used to transduce the ICS gene into autologous T cells from cancer patients who have relapsed after treatment with immune checkpoint inhibitor (ICI) drugs. These transduced T cells are then manufactured ex vivo into ICS T cells, which are re-infused into patients as cancer immunotherapy. Through multi-component genetic engineering, ICS T cells are able to reinvigorate pre-existing poly-clonal tumor targeting TCRs by effectively addressing major suppressive factors that therapeutic T cells face in the tumor micro-environment. Preclinical pharmacology data has demonstrated that ICS T cells are a more potent and safer immunotherapy option that can improve cancer treatment outcomes beyond the success of ICIs, and address unmet clinical needs left by ICI treatment. Neomics' innovative approach to cancer immunotherapy shows great promise and has the potential to revolutionize cancer treatment.

REMEDIUM

Easel #7

Remedium Bio is a gene therapy company developing treatments for large, unmet clinical needs. Our lead candidate, RMD1101, is a disease-modifying gene therapy for osteoarthritis (OA) based on the only clinically proven disease-modifying mechanism for OA. RMD1101 has demonstrated unprecedented safety and efficacy in preclinical models of OA. In addition, Remedium's platform technology can potentially revolutionize gene delivery, expanding its applicability to large therapeutic areas, such as diabetes. Remedium's team brings over 50 years of experience in rheumatology and gene therapy, having brought to market current leading US/EU treatments including Orthovisc, Monovisc, Cingal, Benepali, Kevzara, and Hyalofast.

AddGraft

Easel #4

AddGraft's tunable cutaneous cell therapy (CCT) platform harnesses genetically modified autologous skin cells, to deliver systemic therapies. The single administration of this therapy, via skin graft, is ideal for the steady state delivery of enzymes, peptides, and monoclonal antibodies into the blood stream, necessary for the treatment of chronic disease. Multiple pre-clinical animal studies (Nature 2019, Cell Press 2017, Molecular Psychiatry 2021) have demonstrated feasibility of this technology in the treatment of PKU, T2D, Acute Obesity, and Addiction. Advantages of CCT skin graft bioengine technology compared to current cell/gene therapies include: (1) simple, robust, and efficient gene augmentation of skin cells enables large transgene size; (2) hypo immune response not requiring immune suppression; (3) enhanced treatment durability; (4) controllable and reversible drug release via topical, oral, or natural signaling; (5) non-proliferating and non-migrating cell type; (6) well tolerated installation procedure; and (7) scalable manufacturing processes for clonal expansion. Next development steps are to initiate IND enabling studies for the treatment of PKU, a ~$700M US market opportunity. AddGraft is looking for a lead investor for the current syndicate to close our seed round of financing.

Drive Therapeutics

Easel #41

Drive Therapeutics, LLC is a North Carolina seed-stage pre-clinical therapeutics company developing long acting, bispecific nucleic acid therapeutics for the treatment of retinal disorders such as wet age-related macular degeneration (wAMD) and diabetic retinopathy/diabetic macular edema (DR/DME). Drive's lead program is a bispecific aptamer therapeutic made up of two well validated components: a pan-specific anti-VEGF-A aptamer and an anti-Interleukin-8 (IL8) aptamer. Drive's lead program will mitigate poor patient response to existing anti-VEGF therapy, improve outcomes and reduce patient burden. By targeting both angiogenesis and a critical immune pathway that drives both inflammation and angiogenesis, Drive's bispecific inhibitor is the key to overcoming the limitations of VEGF monotherapy. In addition to current candidates, Drive's aptamer therapeutic discovery platform will allow for streamlined, efficient development of new therapies to pathologically relevant ophthalmologic targets. The compound has been tested in a porcine laser damage model that showed the effectiveness of each component and a synergistic effect for the bispecific. Drive's founding team is led by Doug Gooding (CEO), Ryan Quick (COO) and Matt Levy (CSO). The team has significant experience in the discovery and development of nucleic acid therapeutics. The Company is looking to raise $5M for pre-clinical development.

XIPIRO

Easel #29

Xipiro has developed a potent molecule, pNaKtide, with game-changing long-term indication expansion potential. pNaKtide acts on a potent Master Control Switch that halts the generation of reactive oxygen species ("ROS"). ROS are the hallmark of multiple diseases and so, pNaKtide can be capitalized across a series of indications. With an initial focus on retinopathy of prematurity, Xipiro intends to utilize the FDA's Orphan Drug Indication Program and apply for a Priority Review Voucher. Xipiro is raising its extended seed round to fully fund the completion of pNaKtide's IND-enabling studies.

YBG
YOUTH BIO GLOBAL

Easel #27

YBG has expertise in the regenerative medicines for the patients with the rare and incurable diseases. Specifically, we are targeting for the wound cares(market size_for the wounds, burns, and scars:$13BN_FDA approval in '23) and ischemic vascular diseases(each market size_critical limb ischemia($5BN in '24_FDA approval in '25), acute myocardiac infarction($11BN in '24), diabetic retinopathy($7BN in '24), and stroke($3BN in '24) ,etc) using xeno-free stem cells derived from human umbilitcal cord blood. We call it as X-EPC(XenoFree Endothelial Progenitor Cells) being cultured with very special custom media(Received several certificates and cooperate with SARTORIUS) and it is the world 1st and the only stem cell showing both angiogenesis and vasculogenesis. The pure,safe and effective stem cell therapy will help treat the patients who are suffering from those vascular diseases. Recently, YOUTH BIO has established LLC in MD supported by Maryland Innovation Center and also another one will be coming soon at CIC in MA sponsored by KHIDI USA. Justin(Seung Ho) Yoo has Ph.D.(Medicine) from Seoul National Univ. and used to work for ST.JUDE MEDICAL and ABBOTT SEATHK for 15years experiencing RA,QA,Clinical, PR, and Market Access, etc. Having the abundant global networks and expertises in biomedical industry, YBG has received the seed investment($2MN) and grants($2.5MN) until now and expects Series-A fund($3MN_'23), Series-B($15MN_'24), Series-C($30MN_'25), and IPO in '26.

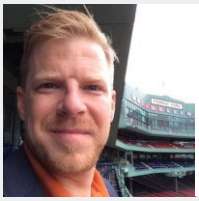
INNOVATOR'S PITCH CHALLENGE
JUDGES

Christopher Aleong
Managing Director, North America
BioEngine Capital

Randy Berholtz
Senior Advisor
Mesa Verde Venture Partners

Karthik Bolisetty
Senior Associate
Gilde Healthcare Partners

Rebecca Brandes
Managing Director
Agilent Technologies



Jeffrey Champagne
Screening Committee
Boston Harbor Angels

Bruce Cohen
Venture Partner
Xeraya Capital

Alex de Winter
Vice President of New Ventures
Danaher Corporation

Justin Feng
Senior Associate
MRL Ventures Fund (MRLV)

Daniel Franke
Principal
M Ventures

Tom Gibbs
Director
Debiopharm Innovation Fund

Michael Huang
Managing Partner
Taiwania Capital

Adam Hunke
Principal
Banner Venture Group

Adam Kundzewicz
Executive Director
Boehringer Ingelheim Venture Fund

Carla Lema Tome
Search & Evaluation Lead
Spark Therapeutics

Jeffrey Moore
President
MP Healthcare Venture Management (MPH)

John Pennett
Angel Investor
Mid Atlantic Bio Angels

Jon Popke
Member
Mid Atlantic Bio Angels

Kou Qin
Investment Principal
Eisai Inc.

Brock Reeve
CEO and Co-Founder
Eos BioInnovation

Jill Sorensen
Chief Operating Officer
Medical Technology Enterprise Consortium (MTEC)

Chelsea Sumner
NALA Healthcare AI Startups Lead
NVIDIA Corporation

Christopher Tan
Director, Search & Evaluation, Neuroscience and Infectious Diseases & Vaccines
Merck & Co., Inc.

Wei Tao
Board Director & Chair, Bio/Genomics
Life Science Angels

Jingjing Wang
Senior Associate
Lightstone Ventures

Tim Xu
Senior Director, BD, Search & Evaluation
Karuna Therapeutics

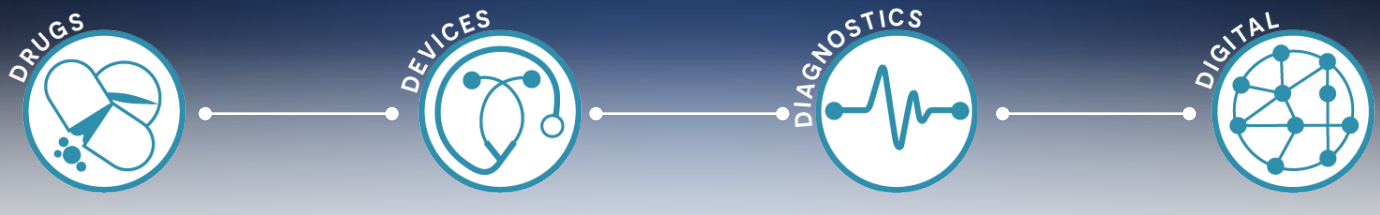
Renee Yao
Global Healthcare AI Startups BD Lead
NVIDIA Corporation

And More...

BIG4BIO

Stay in the Know with BIG4BIO

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



Big4Bio is the premier aggregator of news and developments in the life sciences sector. Our name stands for the cornerstone "Big 4" in biosciences and health: drugs, devices, diagnostics, and digital (also known as the "four D's"), and our free, daily emails give readers easy-to-scan headlines to "Big 4" content gleaned from hundreds of credible news and industry sources. These newsletter reports are specialized into varying types from regional to occupational, providing industry stakeholders a full range of publications and options to get the information they need.

BIG4BIO BOSTON

BIG4BIO PHILADELPHIA

BIG4BIO SAN DIEGO

BIG4BIO SFBAY

BIG4BIO CAPITAL REGION

BIG4BIO LOS ANGELES

BIG4BIO NYC

BIG4BIO SEATTLE

SUBSCRIBE NOW!

WWW.BIG4BIO.COM

BIG4BIO
DRUGS DEVICES DIAGNOSTICS DIGITAL

SAME NAME.
NEW MEANING.
NEW OPPORTUNITIES.

INNOVATOR'S PITCH CHALLENGE TRACK 2 (ST. GEOREG C)

	Pitch Company
9:00 - 9:50 AM INNOVATOR'S PITCH CHALLENGE #8 MEDICAL DEVICES	AiM MEDICAL ROBOTICS, NEUROBOTS, PEDIAMETRIX, tarabios
10:00 - 10:50 AM INNOVATOR'S PITCH CHALLENGE #9 R&D AND LIFE SCIENCE TOOLS	ChromaTan, DaRee Technology, THRIVE BIOSCIENCE, umtr United Membrane Technology and Research
11:00 - 11:50 AM INNOVATOR'S PITCH CHALLENGE #10 MEDICAL DEVICES	ACORAI, MNT SmartSolutions, New MedTek Devices, simple life products
1:00 - 1:50 PM INNOVATOR'S PITCH CHALLENGE #11 DIGITAL HEALTH	CareWear Wearable Therapeutics™, CLINIALS, eevi, Humanate Digital
2:00 - 2:50 PM INNOVATOR'S PITCH CHALLENGE #12 DIAGNOSTICS	Anvil Diagnostics, Inmedix Innovative Medical Discovery, SentioDX Fast. Open Operating Platform., Stasys Medical Corp balancing platelet strength
3:00 - 3:50 PM INNOVATOR'S PITCH CHALLENGE #13 MEDICAL DEVICES	LifeAir, Veyond Metaverse, ZIOHealth, humine
4:00 - 4:50 AM INNOVATOR'S PITCH CHALLENGE #14 THERAPEUTICS	ALPHYN BIOLOGICS, INVIZIUS, Macro Biologics, Maxwell Biosciences

AiM MEDICAL ROBOTICS

Easel #20

AiM Medical Robotics is a Massachusetts-based pre-clinical neurosurgical robotics company that is working to bring high levels of precision, automation, and efficiency, to the complex environment of neurosurgery. We are developing a portable MRI-compatible surgical robot that can account for brain shift and enable real-time monitoring. It can be used for use in an MRI suite or a traditional operating room setting. AiM's technology is based on 15 years and ~$15M of NIH supported research by the company's founders. Our mission is to improve outcomes for patients undergoing neurosurgery for functional brain disorders (Parkinson's Disease, Dystonia, Essential Tremor, OCD, Epilepsy, and emerging applications), as well as brain cancer ablation, while providing cost savings to hospitals by eliminating errors and reducing procedure time by up to 50%. AiM's approach is to streamline the workflow, reduce steps and points of error, and enable intraoperative MR imaging coupled with robotic precision, while facilitating complex neurosurgery procedures to be performed at more non-specialized facilities with minimal buy-in, leveraging large existing base of diagnostic MRI scanners. Our initial product is a fully MRI-compatible actuated stereotactic frame that will address the large and growing neuromodulation market by enabling rapid, precise, asleep placement of deep brain stimulation electrodes.

NEUROBOTS

Easel #51

Neurobots is a neuroengineering startup that works to solve the problems about the neurological rehabilitation. Our main solution, Exobots, works for rehabilitation of stroke patients. Stroke is a disease that affects 16 million people arround the world each year. Fortunately 75% survives, but 70% of survives never return to work and this number is getting worst with the aging process of the population. Exobots is a brain controlled exoskeleton to neurological rehabilitation. Basically we have a robotic glove that is controlled by the brain. How that works? We ask for the patient to imagine his hand moving, this is called motor imagery. This practice brings a brain activation in the motor cortex, area previously responsible for the actual movement. We capture this brain signals throught an EEG and when we identify the motor imagery pattern the exoskeleton moves the patient's hand. Associating a brain activation with the movement in real time promotes the neuroplasticity, ability of the own brain to make new connections and replace those damaged. Now a days we have 270 clients (rehabilitation clinics in Brazil and we had demand from 11 countries. Our company is in Breakeven since 2022 and we are ready to start our international expansion.

PEDIAMETRIX

Easel #33

We are a group of scientists turned entrepreneurs from Johns Hopkins, Oxford, and NIH with deep passion and expertise in pediatric innovation as well as computer vision and AI. We started the company based on a personal experience as parents with cranial deformity for our older son and the anxiety of going through multiple specialists due to lack of a tool at the point of care. Because of that, we have introduced SoftSpot, the first and only FDA-cleared mobile app for infant cranial evaluation which has been used for over 1000 scans so far. We will use our patented technologies to create a platform for a variety of pediatric screening and diagnostic solutions for bodily deformity conditions including skull, spine, ear, and dental deformity screening for early referral to specialists, touching lives of 40m children only in the US.

tarabios

Easel #5

We are a biomedical company focused on developing blood coagulation monitoring/diagnostics systems in the aim of improving the efficiency of healthcare professionals and patient's quality of life. With our portable PT/INR coagulometer, CoaRight, you can monitor your blood coagulation results anytime,anywhere and protect your health with lab-equivalent results. CoaRight is using patented fiber optic-based sensor technology & unique opto-mechanical measurement principle. After CoaRight, we will close the loop of coagulation tests with aPTT, ACT and NOACs monitoring. Our innovative technology offers potential for optimization, versatility, and application in various research fields, including the detection and monitoring of viral infections and inflammatory diseases from bodily fluids, as well as viscosity measurement of industrial, environmental, and agricultural fluids. Koc Holding (the largest conglomerate of Turkey) & Inventram (CVC arm of Koc Holding) have invested in Tarabios. We have a very capable top management team: I'm here as CEO with my 15+ years Healthcare Industry Experience, worked in top management roles both in Pfizer & Reckitt Benckiser. Our founder and CSO Prof. Dr. Hakan Urey is a serial entrepreneur,has 50+ patents, 5 spin-offs We entered into serial manufacturing phase for CE marking and at Series A funding phase. We would like to scale up our business together with VCs/CVCs/Strategic Investors, we are also open to corporate partnerships.

ChromaTan

Easel #6

The purification of therapeutic proteins is vital to biotechnology. Innovation in this industry has lagged, leading to manufacturing bottlenecks. There is growing interest in continuous bioprocessing within the biopharmaceutical industry, which is driven by the potential reduction in operational, capital and consumable expenses compared to batch processing. ChromaTan has developed a Continuous Countercurrent Tangential Chromatography (CCTC) platform - a new column-free and single-use process that provides dramatic cost savings compared to conventional column chromatography. ChromaTans proprietary CCTC technology, derived from the real moving bed technique, enables highly productive continuous downstream processing, leading to significant process cost reduction, while provide the same or better high level of purification afforded by conventional column designs, but with continuous elution output without peaks and gradients, leading to improved impurity profiles. Across multiple verticals – from gene therapy, to MAbs and to plasma purification, the CCTC platform has demonstrated productivity increases of up to 50-fold compared to conventional batch chromatography, and up to 95% reduction in resin usage and consumption. ChromaTan's vision is to bring about transformational next generation biomanufacturing solutions through rapid, cost-efficient, single-use integrated continuous column-free chromatography targeting bioprocessing and multi-product biomanufacturing facilities.

DaRee Technology

Easel #52

DaRee Technology was founded as venture in Inha University, Incheon, Korea in 2020. Professor Joo Hyung Kim at Mechanical Engineering, Inha University has run IDTC insitute of Inha University years to develop 3D Printers and Exoskeleton from the year of 2013. Based on the IDTC platform such as its space, equipment, and manpower, DaRee Technology was founded. DaRee has developed wearable robots (exoskeleton) for healthcare on the basis of 3D printer platform that DaRee and IDTC have patents. To develop it, proximately USD 6 million was supported by the Korean government agencies. In 2022, after DaRee received Pre A investment from Actner Lab, Korean Accelerator, DaRee became no. 1 winner of TIPS competition (Korean government competition for engineering startups) and received proximately USD 500,000.

THRIVE BIOSCIENCE

Easel #48

Thrive Bioscience, founded in 2014 and based in the Boston area sells a family of instruments and software that provide previously unavailable data, imaging, analytics, and automation for live cell biology. Thrive is providing automated, extensive, and comparable images and data sets on live cells that are needed for artificial intelligence, machine learning, data mining, improved processes, and breakthrough insights. Thrive is also developing and delivering software modules for key drug discovery workflows that use machine learning to improve experimental assays and research insights. Thrive has raised $34M to-date and is in the last few weeks of closing an oversubscribed $9.25m Series B Convertible Note. Thrive is seeking $5M of financing for an acquisition of a small profitable company and expects to conduct a $15M Series B this year. Thrive has sold and received orders for 75 of its automated live cell imaging instruments, with a price range from $120k to $275k. Thrive has limited competition and has filed 86 patent applications of which 28 have issued. Even though live cells and tissues in culture are key to biomedical research, the collection and analysis of data on live cells has been inefficient, insufficient and non-comparable. Thrive instruments solve these problems for applications that include drug discovery/development, cancer research, in vitro toxicology, infectious disease research, growing stem cells, and regenerative medicine.

umtr
United Membrane Technology and Research

Easel #53

UMTR is founded in 2019 to be the first bio-membrane company in Korea. In accordance with COVID-19 outbreak, we have taken a step forward to become a foundation of the domestic bio industry through stable domestic bio-medicine purification and diagnostic devices production We got fund rasing 150,000 USD for seed and 6 million USD from government for R&D project for 3 years and now on raising for series A for sizing up the manufacturing machine and marketing released products to raise the revenues. UMTR has started to manufacture and sell Nitrocellulose Membrane since this year which is the key material of rapid vitro diagnostic devices (kits) with the brand name of Drop And Flow in Korea. Also, UMTR holds a patent for a method to manufacture eco-friendly reusable cellulose for bio-filtration. For microfiltraion, Venrich is bottle top filter fabricated with PES membrane produced with eco-friendly methods which has high stability and performance. surPES, a key material for the PES membrane, suppresses protein adhesion to the membrane surface by maximizing hydrophilicity, and available to expect high efficiency from R&D or production. We also pursue quality management by producing all products using roll to roll equipment in a clean room environment approved for manufacturing medical devices. UMTR is providing customized development services according to the customer needs with our own R&D capability, and we will be the best solution partner in the bio-industry.

MEDICAL DEVICES

ACORAI

Easel #40

Acorai is developing a device for heart failure management through non-invasive intracardiac pressure monitoring (ICPM), to help reduce hospitalizations and readmissions. Our product, The Acorai Heart Monitor, can monitor intracardiac pressures non-invasively through a machine learning analysis of pressure dynamics in acoustics, vibratory and waveform data. Our technology show compelling precision, has a low-risk clinical and regulatory pathway, a low dependence on reimbursement and a fast track to commercialization.

MNT SmartSolutions

Easel #38

MNT SmartSolutions is a biotech company that is engineering sustainable, modern "smart" materials, with unique electronic and magnetic properties to advance science and medicine. These remotely-controlled magnetic, abrasive particles may prevent cavities and treat periodontal disease by targeting and mechanically clearing bacterial biofilms and food debris from the previously unreachable areas between teeth, orthodontic wires, crowns, bridges, and below the gum line. Consumers have been using abrasive particles to clean the teeth for decades. Active, abrasive particles are the go-to of the future!

New MedTek Devices

Easel #28

The RrhoidCath® solution is an ambulatory pain management device developed to address the significant pain associated with hemorrhoidectomy, an operation carried out in hundreds of thousands of patients in the USA per annum alone and used to treat the most severe cases of hemorrhoids. Hemorrhoidectomy, categorized as one of the most painful procedures to experience, has several medical journals placing the post-operative pain scale on a par with major abdominal and orthopedic procedures. Current post-operative treatment methods are heavily reliant on the use of opioids, with patients typically prescribed oral opioids for up to 4 weeks post operation. Oral opioids are largely ineffective in the treatment of severe anal pain, so that pain scores remain high, particularly in the first two postoperative weeks, and, in addition, the risk of addiction is considerable, with the British Journal of Anaesthesia reporting 4.7% of people prescribed opioids recording symptoms of opioid misuse or abuse. The device is designed to be inserted during the surgical procedure and is subsequently worn for up to 2 weeks post operation, eliminating the heavy reliance clinicians and patients place on opioids for pain management following the procedure. The wearable pump is then responsible for pumping slow-release local anesthetic to the affected region with an additional bolus dose available to the patient during each 24 hour interval to provide pain relief during bowel movements.

simple life products

Easel #8

Simple Life Product INC. Offers The MEDi-Derm applicator. The safest most convenient way of applying semi solid Medicated cream, and topical too hard to reach areas of the body.

CareWear Wearable Therapeutics™

Easel #14

•CareWear provides reimbursed, wearable, Bluetooth devices using pulsed red & blue light therapy to medical practitioners addressing soft tissue recovery and pain management. •Well-established and recognized Pulsed Blue & Red-light technology. Shown to be more effective than continuous light in four key biological applications. •Proven efficacy. Clinical data demonstrate >40% improvement in recovery time compared to controls. Approved by FDA, CE, Australia TGA, and Health Canada. •Existing reimbursement. CPT Codes for 30-day billing of the device and supplies and for clinician labor. •RTM process collects and curates patient outcome data that is used with A.I. to optimize treatment for providers and cost efficiencies for payers. •Strong IP portfolio with more than 65 patents obtained. Made in the USA with a stable supply chain. •Ready-to-scale: strong reputation in post-acute and sports markets with more than 4,000 units sold to date including over 100+ professional/college sports teams •Large target market. Gaining traction in rehabilitation centers with +2M patients yearly treated and the hospital systems treating +100M chronic pain patients. •Sales of +$530K in 2022 and projected to reach sales of $2M and $13M in 2023 and 2024, respectively. •Veteran CEO, Chris Castel, Ph.D. Expert in Reimbursement and Regulatory affairs. Sold last start-up for $155M to Hanger Corp. A leading member of NASL, the leading association of rehabilitation service providers.

CLINIALS

Easel #45

Clinials is an AI driven participant recruitment platform, solving the problem where 80% of clinical trials fail to meet enrolment deadlines. Clinical trials are costly necessities for research and development (R&D) of novel devices and treatments, yet with more than half failing to finish they become even costlier for pharmaceutical companies. Without R&D we wouldn't have products like birth control or cancer treatments, this is why fixing the problem of clinical trials being unable to recruit participants is so important. Clinials' platform works with AI, converting complex trial protocol into plain language anyone can understand. We're also speaking to participants when they're ready to sign up for a trial, unlike the old methods which call databases of uninterested patients out of the blue. Clinials started when my husband enrolled in a clinical trial and was not only drowned in paperwork but had a difficult time understanding the trial despite working in health. Our constructive methods are working for vaccine, diabetes, chronic pain and a host of other therapeutic trials which had previously failed in recruitment.

eevi

Easel #44

Eevi is a Brisbane based "Remote Care Monitoring" platform, employing sensors, analytics and applications to manage aged related morbidities in the home. Starting in simple medical alarms, our clients led us to use multi-modal sensors in aged care as they struggled to find the right system to meet unmet needs and pain points. "Eevi Care" platform now manages reactive and proactive care for over 10,000 lives across Australia. Eevi is revenue and margin generating and seeking Series B funding and strategic partnerships for distribution in the US and UK.

Easel #18

Humanate Digital LLC is a digital health company based in College Station, Texas. The company was founded by Texas A&M University Aggies and faculty with expertise in healthcare operations, informatics and ergonomics. The company has developed a Clinical Concierge Avatar (Cassandra) using the technology of Artificial Intelligence (AI). The healthcare problem we are solving is as follows: (clinical work optimization) Improve the patient experience while reducing operational costs, staff burn out, and work staff shortages. Humanate Digital LLCc has developed an emphathtic Avatar by the name of Cassandra or C3 who will be marketed as a Clincal Care Conceirge. She now has the ability to perform the same function as a Medical Receptionish in checking a patient into an outpatient or inpatient clinical appointment. She has the ability to verify patients identification, verify insurance, inform patient of HIPAA patient onsent forms, as well collect any co-payment, as well as pryer owed payments. She uses IMB Watson's natural language and facial recognition to interface with the patient in 12 languages. She can also interface, through Application Intefaces (APIs) with healthcare system's medical records system, HIPAA compliance program and accounts receivable system. We have been able to demo our Cassandra Kiosk at two healthcare systems and have received greater patient satisfaction scores thatn interfacing with a clinical staff member. We project $1.2 billion in sales 36 months.

Anvil Diagnostics

Easel #23

Differentiating thousands of microbes tends to require DNA sequencing, but this only practical if run in batches in centralized settings. Anvil Diagnostics enables "digital PCR" systems to achieve comprehensive coverage in any lab. While sequencing reads every letter of microbial genes, we directly sense "keywords" that exponentially assign barcodes to microbes. We are first addressing sepsis diagnostics. Sepsis is the #1 killer and expense in US hospitals, and 1000's of microbes could be causing an underlying infection. Because patient survival can drop rapidly without effective therapy while diagnostics takes days, doctors must use broad-spectrum drugs. These contain most infections, and most diagnostics companies compete to serve the 1/8 of patients given the wrong initial drug for their infection. Instead, we seek to serve nearly all patients suspected of sepsis with a <4h test to help switch some patients to effective therapy and de-escalates most sepsis patients off antimicrobials when they are no longer needed. Our test could track the clearance of pathogens from the system or help rule out infection for 1/3 of patients. We project $2000 in hospital savings per patient and >$100M in revenue in the US alone. Since spinning out of Rice University in late 2022, we have built software to design keyword sensors that cover all bacteria and fungi for any application. We are ready to validate this initial assay in the lab and position for new partnership opportunities.

Inmedix
Innovative Medical Discovery

Easel #13

Inmedix exclusively controls the world's best diagnostic of stress biology, trusted by professional athletic franchises to win Super Bowls and World Cups. Now, working through the FDA, they will offer a reimbursed, point-of service, 5-min, high-fidelity ECG diagnostic with next-generation heart rate variability (HRV). Athletes use it for precision training; Inmedix unlocked its value in medicine as stress adversely impacts nearly every disease. Inmedix launches in autoimmune disease where its published clinical research is a source of pride and helped to define immuno-autonomics. Inmedix predicted outcome in rheumatoid arthritis (RA) with 90% sensitivity and 95% specificity in a 52-week, prospective, double-blind trial and tripled the treatment remission rate in RA from 25% to 79%. As a business, Inmedix is favored by 2 recurrent revenue streams (annual $6,000 lease and split, per test reimbursement for both clinician and Inmedix) on a SaaS platform that also enables centralized data for pharma customers for label expansion and drug discovery to block how fight-or-flight stress adversely impacts healthcare. Medicine mitigates dopamine, serotonin, and norepinephrine. Inmedix will drive the benefits of next mitigating epinephrine (adrenaline/stress biology) as a prominent driver of disease onset, disease severity and treatment response.

SentioDX
FAST. OPEN OPERATING PLATFORM.

Easel #16

Problem: the rapidly growing POC test market seeks faster diagnostic results, with no laboratory. Most POC tests are the easy to use, lateral flow format, but not easy to develop or manufacture. Specialized instruments can cost $20K to several $100K, along with humidity-controlled rooms. Production equipment is more expensive. Few companies are equipped to develop/produce rapid diagnostic tests. Given this bottleneck, global rapid test shortages abound when pandemics strike. Solution. "MiCRIA", a patent-pending, 2-minute -- start to finish -- diagnostic test. Almost 10 times faster than lateral flow. MiCRIA tests are based on particles (not membranes), with a generic disposable. We use bulk processes to develop and scale a test with no specialized, expensive instrumentation. Scale up can be done quickly to make, e.g., 1M tests/day. Worldwide, we enable this capability in any basic laboratory that wants to develop/produce their own commercial tests using our MiCRIA system and reagents.

Stasys
MEDICAL CORP
balancing platelet strength

Easel #11

Stasys Medical Corporation has designed a novel assay of primary hemostasis or platelet strength. Our point of care instrument and disposable cartridge leverages microfluidic technology combined with machine vision/machine learning to give a global assessment of platelet function and reports data in less than 3 minutes. Our assay has been clinically proven in trauma patients (published in Nature 2019) and holds significant promise to revolutionize individual patient care in cardiovascular disease.

INNOVATOR'S PITCH CHALLENGE #13
MEDICAL DEVICES

LifeAir

Easel #9

Everybody knows lots of people get sick in the hospital from viruses that spread through the air. We are the only ones offering a solution that stops it right at the source. We capture 99% of what a patient exhales all without interfering with patient comfort or caregiver access. And it creates a clean microenvironment for vulnerable patients. It's an untapped need with a $37B TAM, $9B SAM, and a $2B SOM. Doctors asked us for it, we built it, and they love it. "It's a game changer," one of them said.

Veyond Metaverse

Easel #55

Headquartered in Silicon Valley, CA, USA, Veyond Metaverse Inc (VM) is the pioneer of 3D immersive real-time communication system embedded with advanced haptic and digital twin technologies. Veyond Metaverse is the only firm in the market providing 3D immersive surgery experience, a pro-tected discovery based upon ground-breaking digi-tal twin with the highest fidelity 3D anatomic file globally in real-time utilizing industry-leading pro-prietary cloud communication platform and ex-tended reality (XR) technology.

ZIOHealth

Easel #17

ZiO Health has developed proprietary biosensor technology that powers an AI-driven hand-held point-of-care device for therapeutic drug monitoring (TDM) & precision dosing to improve patient drug treatment outcomes. Monitoring certain medications' therapeutic levels is important, especially when they have a narrow therapeutic target range or significant pharmacokinetic variability which often leads to severe toxicity or ineffective drug treatment. The ZiO Health therapeutic drug monitoring device facilitates a proactive approach to dosing life saving medications by providing immediate data on the drug concentration in blood. Within this $45bn market our GTM is the $3.4bn UK/USA Vancomycin dosing market in which we significantly improve patient outcomes and save hospital providers $13,000/patient (9m patients) in the US and ~£3000/patient in the UK (260,000 patients). ZiO Health have already developed other medication tests such as chemotherapy medications, overdose related medications (ie opioids) or medications for compliance. Additionally, during drug development, 2/3rds of drugs fail during phase 2 of clinical trials as they use a 'one size fits all' approach, leading to toxicities. The TDM device can be used within this $50bn decentralized clinical trials market to facilitate personalized dosing. We add value by developing a stronger evidence package than traditional trials.

humine

Easel #56

Humine provides a collaborative and equitable experience to participants in health research with functional ownership of health data. The company enables participants to access studies more easily and sponsors to accelerate start-ups and outreach efforts through a one-stop study hub. Humine is located in Toronto, Ontario, Canada.

Vote for Your Favorite Technology

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

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

ALPHYN BIOLOGICS

Easel #15

Alphyn Biologics is a clinical-stage dermatology company developing first-in-class Multi-Target Therapeutics for severe and prevalent skin diseases based on its AB-101 platform. Its lead drug product candidate, AB-101a, is being developed as a topical treatment for atopic dermatitis (AD), the most common form of eczema. Our goal is to make AB-101a the first therapeutic that attacks the immune component, and uniquely, the bacterial component of AD, with a safety profile that can establish it as the first long-term, continuous use drug for AD suferers. A Phase 2a trial is underway in children age 2 through adults, with the first cohort meeting all primary endpoints and the second cohort near completion. Alphyn anticipates starting a Phase 2b/Phase 3 clinical trial later this year. Alphyn's AB-101 platform has multiple bioactive compounds and, therefore, multiple mechanisms of action to support a robust pipeline of therapeutics with potential safety, efficacy, and regulatory marketing authorization advantages.

INVIZIUS

Easel #10

Invizius is developing a portfolio of first-in-class therapies to address a wide range of complement-driven autoimmune and fibrotic diseases. Invizius' proprietary biotechnology was born out of over ten years of research into how pathogenic microbes evade the human complement system. The novel mechanism of action enhances the activity of the body's own complement regulators to effectively downregulate autoimmune responses while maintaining antimicrobial protection. The approach of regulating, rather than inhibiting, complement should confer higher patient safety compared to first generation complement therapies. The lead product, H-Guard, addresses serious complement-driven complications of haemodialysis, and enables additional indications in other extra-corporeal treatments (ECMO, cardiopulmonary bypass). A second development targets fibrotic complications of peritoneal dialysis. The company intends to expand drug development to treat a wide range of complement-driven, fibrotic diseases.

Macro Biologics

Easel #12

Macro Biologics' innovative technology platform creates synthetic biological polymers (macro biologics) for breakthrough therapeutics, next-generation medical devices, and advanced biomaterials safe for the environment. Our first class of synthetic macro biologics, Amicidins, combine a beneficial physical mode-of-action (barrier or surfactant) and broad microbicidal mode-of-action, including against antibiotic resistant bacteria. Their composition (amino acids), size, and self-assembly into multimers, yield a high level of performance and safety when applied to exposed tissues. Our first focus is prevention and treatment of life-threating infections in surgery & trauma – INDs are in preparation for Amicidin-α Surgical and Amicidin-β Solution; human clinical trials are expected to follow. Going forward, we anticipate Amicidins will go into a wide variety of products ranging from human therapeutics and devices to veterinary medicine / pet care to consumer health and cosmetics.

Maxwell BIOSCIENCES

Easel #30

Maxwell Biosciences is a biomimetic anti-infectives drug discovery platform company that is pioneering First-in-Class "One drug for MANY bugs" innovations to address humanity's most serious, unmet infectious disease threats. As a pre-clinical stage company, Maxwell is backed by over $50M in government grants, angel investment and VC funding. With scientific validation in over 250 peer-reviewed published studies, Maxwell's novel and patented compounds have been shown by multiple independent labs around the world (e.g. in the USA, Australia and Japan) to safely & rapidly inactivate a broad-spectrum of infectious pathogens, including viruses, bacteria, fungi, and biofilm formations. Maxwell is creating a library of drug candidates that will provide solutions for both human & animal livestock applications with an annual market potential in antibiotics, antivirals and antifungals of $121 Billion in humans and $44 Billion in livestock - while tackling the growing global threats of antibiotic pollution and drug-resistant diseases. The team includes highly successful industry veterans from the drug development / pharma industry who have experience commercializing hundreds of drug candidates, including multibillion dollar blockbusters like Adderall XR, Carbatrol and Claritin. Phase 1 trials are anticipated to start in early 2024 and Maxwell has recently received very encouraging feedback in a written response from the FDA to our Pre-IND submission.

CALIFORNIA
LIFE SCIENCES

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

TOGETHER, WE ARE CALIFORNIA LIFE SCIENCES.

To learn more about our innovation and entrepreneurship initiatives, visit

califesciences.org

ENTREPRENEUR WORKSHOPS (ST. GEORGE D)

	Speakers
9:00 - 9:50 AM **THE NIH AS A TECHNOLOGY DEVELOPMENT AND COMMERCIALIZATION PARTNER**	• **Michael Salgaller, PhD**, Supervisory Specialist, Technology Transfer Center, National Cancer Institute, National Institutes of Health • **Tara L. Kirby, Ph.D.**, Director, Office of Technology Transfer, National Institutes of Health • **Vladimir Popov, Ph.D.**, Chief Innovation Officer, Center for Innovation and Strategic Partnerships, Frederick National Laboratory for Cancer Research
10:00 - 10:50 AM **TALES FROM THE ROAD** *Biotech and MedTech Innovators on their Fundraising Journey*	• **Greg Mannix,** VP of International Business Development, Life Science Nation (M) • **Ross Bundy,** Co-founder and CEO, CRISPR QC • **Brian DellaValle,** CEO, GLX Analytix • **Robert Rioux,** CEO, theraGI • **Martha Shadan,** Board Member, MedExecWomen
11:00 - 11:50 AM **NEGOTIATING TERM SHEETS**	• **Mark Mihanovic**, Partner, McDermott Will & Emery • **Richard Smith**, Counsel, McDermott Will & Emery • **Nancy Briefs**, President & CEO, AltrixBio, Inc. • **Isaac Stoner, MBA,** CEO, Octagon Therapeutics • **Wasim Malik**, Managing Partner, Iaso Ventures
1:00 - 1:50 PM **IP CONSIDERATIONS FOR START-UPS**	• **Shawn P. Foley**, Partner, Burns & Levinson
2:00 - 2:50 PM **Maximizing Pre-clinical Development Success for VC-Backed Startups Through CRO Partnerships**	• **Marta New, PhD, MBA**, CEO, Radyus Research • **Omar Khalil, PhD**, General Partner, Sante Ventures • **Livija Deban**, CSO, Prokarium Ltd • **John Foglesong, MBA**, CEO, Grannus Therapeutics • **Paul Tebbey, PhD, MBA**, Board Member & Advisor, Radyus Research
3:00 - 3:50 PM **Fundraising Strategy and Messaging 101 for First-time CEOs**	• **Claire (Chae-Kyeong) Jeong**, VP, Investor Research & Asia BD, Life Science Nation • **Candice He**, VP, Business Development & Global Investment Strategist, Life Science Nation
4:00 - 4:50 PM **COMPANY VALUATION FOR FUNDRAISING**	• **Patrik Frei**, Founder & CEO, Venture Valuation AG, Switzerland • **Gergely Ivanyi, PharmD**, Senior Consultant, Venture Valuation

(M) Moderator

9:00 AM - 9:50 AM

THE NIH AS A TECHNOLOGY DEVELOPMENT AND COMMERCIALIZATION PARTNER: ENHANCING PIPELINES AND BOTTOM LINES

The National Institutes of Health (NIH) is a resource that companies should consider to bolster their pipeline or solve a development problem. Join us for a live webinar with representatives from various groups within the NIH for an opportunity to learn how your organization can partner with the NIH to get products to market.

Participants will learn:

- The NIH is more than basic research. Economic development is part of the mission.
- That companies, entrepreneurs, and other buy-side stakeholders – not just academia – can partner with the NIH.
- Why industry partnerships are mutually beneficial for companies and the NIH.
- How companies have worked with the NIH (success stories and partnership examples).
- Next steps – points of contact, partnering mechanisms, licensing.

• **Michael Salgaller, PhD**, Supervisory Specialist, Technology Transfer Center, National Cancer Institute, National Institutes of Health

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

• **Tara L. Kirby, Ph.D.**, Director, Office of Technology Transfer, National Institutes of Health

Tara Kirby has been the Director of the Office of Technology Transfer (OTT) since 2020. Previously, she supervised the CDC Team at the NIAID Technology Transfer and Intellectual Property Office from 2015 to 2020. Dr. Kirby also worked at OTT from 2006 to 2015, starting as a postdoctoral fellow and ultimately assuming the role of CDC unit chief. Her research experience includes postdoctoral research at the National Institute of Diabetes and Digestive and Kidney Diseases investigating Y. pestis membrane protein structure, as well as pre-doctoral and postdoctoral research at the University of Minnesota focused on structure/function relationships of cardiac membrane proteins. Dr. Kirby received a B.S. degree in Chemistry from the California Institute of Technology and a Ph.D. degree in Biochemistry, Molecular Biology, and Biophysics from the University of Minnesota.

• **Vladimir Popov, Ph.D.**, Chief Innovation Officer, Center for Innovation and Strategic Partnerships, Frederick National Laboratory for Cancer Research

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

10:00 AM - 10:50 AM

TALES FROM THE ROAD

Biotech and MedTech Innovators on their Fundraising Journey

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

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

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

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

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

• **Ross Bundy,** Co-founder and CEO, CRISPR QC

Ross Bundy is the co-founder and CEO of CRISPR QC, as well as being the founding CEO and co-founder of Cardea Bio which was recently acquired. Ross focused primarily on deep tech startups, taking cutting edge science and finding a business model, product strategy, and getting the company to first sales. Prior to becoming an entrepreneur, Ross worked in DoD manufacturing and commercial finance, giving him a broad range of skills that he applies in building new companies with novel technologies.

• **Brian DellaValle**, CEO, GLX Analytix

Brian DellaValle is a Canadian neuroscientist and founder and CEO of the award-winning, venture-backed, precision medicine startup GLX Analytix. Originally from Canada, Brian moved to Copenhagen for PhD together with Novo Nordisk. After a series of discoveries on the shedding patterns of the vascular forest on our blood vessel wall, the glycocalyx, patents were filed, a company formed and the first investment landed. GLX has completed two rounds of financing from US and EU investors, and has received a number of grants and awards, including the Future of Healthcare Startup Award from Roche in 2019. Brian will share his insights from his journey as a solo founder in a foreign country to where GLX is today. About GLX Analytix: GLX Analytix combines proprietary, vascular biomarkers with machine learning. GLX aims to diagnose and monitor chronic diseases earlier, upstream of irreversible damage to the body.

• **Robert Rioux**, CEO, theraGI

For more than 25 years he has developed and commercialized Surgical products and Capital Equipment in the Orthopedic, Gynecology, Oncology, Blood Processing, Surgical, and Wound Care fields, and has 134 issued US patents. In the past three years, he has driven development to get 2 x 510ks, 2 CE Marks, and 2 breakthrough designations. One is commercialized, one just started a clinical trial, and the third is forecasted to have FHU in September.

• **Martha Shadan**, Board Member, MedExecWomen

Martha Shadan joined Miach Orthopaedics as the president and chief executive officer in January 2019. During 2018, Shadan served as global vice president of marketing at Smith & Nephew plc, a role she assumed after the company acquired Rotation Medical, where she was president and CEO. Shadan led Rotation Medical through FDA approval and commercialization of the Rotation Medical Bioinductive Implant for rotator cuff tears (now known as REGENETEN), as well as the company's acquisition by Smith & Nephew in December 2017. Martha Shadan has more than three decades of experience in the life science industry as a business leader in a variety of both large and start-up organizations. Prior to joining Rotation Medical, Martha was the president of the Trauma Division at Zimmer where she managed the P&L for the global business. Martha served at Covidien as vice president/general manager of Vascular Therapies and vice president/general manager BioSurgery and Sports Surgery. Other companies that have benefited from Martha's experience and leadership include Bristol Myers Squibb Co. and Merck Millipore. Martha is the chairwoman of the Board of Directors for a medical device start-up, IlluminOss. She is actively involved with the Advanced Medical Technology Association (AdvaMed), serving on the Board of Directors since 2017; being a member of the Accel Board of Directors since 2015 and currently serving as its chairwoman. Accel is the division within AdvaMed dedicated to addressing the unique needs and challenges of smaller medical technology manufacturers. Martha chairs the Diversity and Inclusion Committee for AdvaMed and is a founding member of the Leadership Circle for the Women's Executive Network (WEN). She is also a board advisor for several other companies. Martha holds a master of business administration from Northeastern University, master of science in biology from Michigan State University, and bachelor of science in biology from the University of New Hampshire.

11:00 AM - 11:50 AM

NEGOTIATING TERM SHEETS

What's Best for the Company and What's Best for You?

McDermott Will & Emery

This interactive workshop, organized and led by McDermott Will & Emery, will provide wisdom to early-stage CEOs and management on the latest trends in term sheets, with a focus on founder and management equity opportunities. The workshop will cover common issues of concern to entrepreneurs (valuation/dilution, liquidation preference, board makeup, protective provisions, anti-dilution). Experts from the legal, investment and entrepreneurial community will discuss the interplay of financing milestones in the term sheet discussion.

• **Mark Mihanovic**, Partner, McDermott Will & Emery

Mark J. Mihanovic, head of the Firm's California Corporate group and head of the Emerging Companies/Venture Capital group, focuses his practice primarily in the areas of corporate finance and mergers and acquisitions. He represents companies in a broad range of industries, with a particular emphasis on technology, life science and health care companies. Mark serves as corporate liaison partner in the Firm's strategic alliance with MWE China Law Offices based in Shanghai. Mark serves as lead counsel on behalf of issuers and underwriters in public offerings and private placements (including private investments in public equities (PIPEs)) of equity and debt securities. He handles stock and asset acquisitions, divestitures, mergers, proxy fights and joint ventures and has had primary oversight responsibility for the regional and worldwide acquisition programs of multiple clients. Mark represents early-stage companies in connection with formation and organizational issues and venture capital and other financings and has also represented investors in complex venture capital transactions involving equity and debt. Mark has substantial experience advising corporate boards of directors and management regarding fiduciary duties (including in connection with potential change in control transactions and consideration of "poison pill" stockholders rights plans) and corporate governance issues. He assists publicly traded companies with their Securities and Exchange Commission filings and other securities compliance matters. He also advises investment banks on securities compliance issues and in acting as financial adviser and delivering fairness opinions in the context of acquisitions and restructurings.

• **Richard Smith**, Counsel, McDermott Will & Emery

Richard B. Smith focuses his practice on representation of life sciences companies and related transactions. He has served as counsel to public, private and emerging life sciences companies, advising those companies on strategic business transactions such as licensing, joint ventures, and collaborations involving research, development, marketing, supply, clinical development and co-promotion of pharmaceutical, diagnostic and medical device products. Richard also advises companies on other corporate issues common to life sciences companies, including corporate formation of new ventures, venture capital, private equity, venture philanthropy and other forms of financing, mergers and acquisitions, as well as university and institutional licensing and intellectual property strategies.

• **Nancy Briefs**, President & CEO, AltrixBio, Inc.

Strategic business leader with extensive experience creating value, driving strategy and launching product commercialization in diverse life science companies. Deep general management and fundraising expertise having raised over $500 M in equity including IPO. Innovative, collaborative and entrepreneurial, strong communicator and tenacious. Energized by turning innovation into commercial reality, working with creative scientists, and communicating value to partners and investors.

• **Isaac Stoner, MBA**, CEO, Octagon Therapeutics

Isaac Stoner is the founder and CEO of Octagon Therapeutics, a drug discovery company focused on autoimmune disease. He has spent his career as an operator and investor in the biotech space, having been an early team member at Genome Corp, Ion Torrent, and Firefly BioWorks. Mr Stoner spent time as an investor at Action Potential Venture Capital (GSK) and PureTech Health, and is currently an advisor to KdT Ventures. He earned a degree in Biomedical Engineering at Brown University and received an MBA from MIT.

• **Wasim Malik**, Managing Partner, Iaso Ventures

Wasim oversees the overall strategy, investments and partnerships at Iaso Ventures. He previously served as Chief Digital Strategist at Roivant Sciences. As part of his work, Wasim has served on the faculty at MGH and MIT. He currently sits on the board at The Epilepsy Foundation, Scaffold Therapeutics, Altimate Health, ClexBio and BioTrak Health, with previous roles at Saphetor and monARC Bionetworks. He serves as a Senior Advisor for Life Sciences at Health Catalyst. He is a startup mentor at Endless Frontier Labs, Creative Destruction Lab, and Dreamit Ventures. He is an angel investor. He has published 100+ research papers, holds 7 patents, and has received numerous international awards. He serves on multiple Steering Committees, grant review panels, and the national scientific research councils of 6 countries. Wasim received his DPhil from Oxford, postdoctoral training from MIT, and finance education from Harvard Business School.

1:00 PM - 1:50 PM

IP CONSIDERATIONS FOR START-UPS

Burns Levinson

Intellectual Property is an absolutely key issue for life science startups to understand in order to make the right decisions along the journey toward commercialization. This session, led by Burns & Levinson Partner Shawn Foley, will address the main aspects of a good IP strategy that will help guide life science entrepreneurs be better prepared as they move their technologies forward.

- **Shawn P. Foley**, Partner, Burns & Levinson

Since joining Burns & Levinson in 2016, Shawn Foley has been immersed in pharmaceuticals and life sciences, with two areas of focus. First, he and his team conduct due diligence and freedom to operate studies for pharma companies, guiding them through a fast-growing maze of patents. Relevant technologies include small molecules and a variety of biologics such as therapeutic nucleic acids (mRNAs, RNA replicons, circular RNAs, and siRNAs); lipid-based delivery systems (LNPs and liposomes); CAR-T cells; macrophages; and bacterial and viral vaccines, including vaccines for COVID-19. Second, he and his team devise and implement global strategies for preparing and prosecuting patent applications in diverse technology areas, notably small molecule inhibitors; bifunctional degraders (PROTACs); viral vaccines; CAR-T and related adoptive cell transfer-based therapies; therapeutic antibodies and antibody-drug conjugates; cardiovascular drugs; personal care compositions; and fuel-based compositions, as well as diagnostic assays (e.g., detection of COVID-19, cell-free nucleic acid, and T cell activation).

In addition to established pharma companies, Shawn currently represents entrepreneurs, startups, and not-for-profit research institutions and universities. He has successfully guided clients through patent appeals, post-grant matters such as reissue and interferences, and European oppositions.

Shawn began his career as an examiner with the U.S. Patent and Trademark Office, where he reviewed patent applications during the emergence of the biotechnology field and learned the inner workings of the patent-granting system. Following a two-year stint with a leading Southeastern IP firm, Shawn moved in-house with a worldwide pharma company. As co-IP counsel at one of the company's research institutes, Shawn advised on-site scientists and management regarding genetically engineered plants and seeds, and worked with IP colleagues in other locations throughout the company regarding its pharma research and development. He then moved back to private practice, where he was instrumental in developing a life sciences practice at a prominent New Jersey–based IP firm.

Shawn offers refined legal and advocacy skills, technical versatility, consummate practicality, honesty, evolved patience, perseverance, and the ability to listen. He prides himself on having developed a communication style that is simple and direct. He is equally comfortable making formal presentations to boards of directors and dealing with in-house counsel, scientists, and business development professionals.

2:00 PM - 2:50 PM

RADYUS RESEARCH

MAXIMIZING PRE-CLINICAL DEVELOPMENT SUCCESS FOR VC-BACKED STARTUPS THROUGH CRO PARTNERSHIPS

Preclinical development is often complex and non-linear. You need to coordinate several CROs, CDMOs and an army of consultants while project managing it all. Join our workshop as we discuss best practices in finding and engaging with the right CRO partners to increase your chance of getting to IND faster, with greater success. Choosing the right CRO partner not only saves you time, money and whole lotta nerves, but gets the attention of investors. Investors appreciate well thought out, fully integrated product development plans that clearly identify value inflection milestones, contingencies, and mitigation strategies. The right CRO partner will make you look good in the eyes of investors—make sure to take advantage of that!

• **Marta New, PhD, MBA**, CEO, Radyus Research

Dr. New is a founder and CEO of Radyus Research. She is an experienced drug developer with background in early-stage venture capital, large pharma R&D and university technology transfer. Dr. New received her PhD in immunology and microbiology from the University of Illinois at Chicago and postdoctoral fellowship at Northwestern University. She also earned an MBA in finance and marketing at Kellogg School of Management. Dr. New spent most of her career translating early academic research into differentiated therapeutics and draws her expertise from positions at Baxter, Baxalta and Agent Capital, among others. She participated in building several successful academic spinouts and invested in over 20 biotech companies. These days, Dr. New advises Radyus clients on strategies for successful product development, fundraising and commercialization.

• **Omar Khalil, PhD**, General Partner, Sante Ventures

Omar Khalil rejoined Santé in 2020, concentrates on the biotechnology and medical technology spaces, and manages the Boston Office. Prior to that, he held senior leadership roles with Baxter International, Baxalta (now part of Takeda) and Kaléo, a commercial-stage biopharmaceutical company developing a novel drug delivery platform primarily focused in Allergy & Immunology. He has managed and led businesses ranging from early clinical development, commercial launch and scaling to more than $3 Billion in annual sales. He spent four years at Santé as a Principal, investing Funds I and II. Earlier in his career, he worked at McKinsey & Company in the healthcare practice, where he served leading medical device and pharmaceutical companies. He received his MSE and BSE in Biomedical Engineering summa cum laude from the University of Michigan with a concentration in Tissue Engineering.

• **Livija Deban**, CSO, Prokarium Ltd

As Prokarium's CSO, Livija leads the strategic and operational development of Prokarium's portfolio, designing the perfect bacteria as living cures for difficult-to-treat cancers. Prior to joining Prokarium, Livija headed the lead selection and immuno-oncology R&D at Oxford BioTherapeutics where she focused on the target discovery and the development of immunomodulatory antibodies for cancer treatment. Livija conducted her academic research at Cancer Research UK and holds a PhD in Basic and Applied Immunology.

• **John Foglesong, MBA**, CEO, Grannus Therapeutics

Mr. Foglesong has more than 20 years of biotech and pharma experiences in both large and small organizations. His experience is truly multidisciplinary with expertise in manufacturing, portfolio management, strategic consulting, sales and marketing, commercial operations, and new product planning. Previously, he was responsible for the commercialization/scale-up of the allogeneic T-cell therapy matching platform and processes for Atara BioTherapeutics. Prior to this he spent nearly 10 years at Genentech, holding roles across strategic planning / portfolio management, sales and marketing, and commercial operations. While at Genentech he worked in oncology, neurosciences, and endocrinology, and participated in multiple product launches and line extensions. He has also spent time as a management consultant as part of the life sciences practice of Oliver Wyman, as well as in dry products fill/finish manufacturing and quality control at Eli Lilly. He holds an MBA from the Tuck School of Business at Dartmouth College and a BS in Mechanical Engineering from Northwestern University.

• **Paul Tebbey, PhD, MBA**, Board Member & Advisor, Radyus Research

Dr Paul W. Tebbey is a pharmaceutical development & strategy leader with 30 years of healthcare and management experience across biotechnology sector companies such as Elusys Therapeutics, Nighthawk Biosciences, Abbvie, Baxter, Johnson & Johnson and Pfizer. Dr Tebbey's research, development and commercial launch experiences include novel monoclonal antibodies (STELARA® first-in-IL-12/23 class, REMICADE® & HUMIRA® anti-TNF mAbs), complex vaccines (PREVNAR®, influenza and RSV), biosimilars as well as targeted oncolytic small molecules (VENCLEXTA®). Dr Tebbey received a Ph.D., in Microbiology and Immunology from East Carolina University School of Medicine and an MBA in Marketing from Rochester Institute of Technology. Dr Tebbey's publications include over 45 peer-reviewed articles that span immunology, infectious diseases, clinical trial design and pharmaceutical brand success.

3:00 PM - 3:50 PM

FUNDRAISING STRATEGY AND MESSAGING 101 FOR FIRST-TIME CEOS

LIFE SCIENCE NATION
Connecting Products, Services & Capital

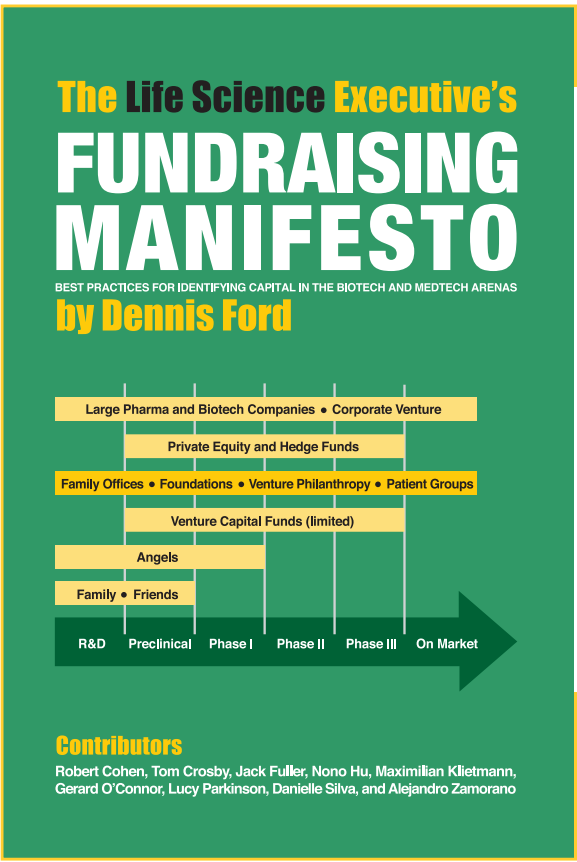
Join the Life Science Nation team to master the art of fundraising from Seed to Series B. Discover the essential insights and strategies to avoid common pitfalls and maximize your fundraising success. Learn about early-stage life science investors and uncover the 10 fundraising myths that can waste your time and hinder your progress. Additionally, we will share tips on Branding & Messaging, develop a strong brand identity and create high-quality collateral that engages potential investors. Communicate your message clearly and concisely to help investors decide quickly if you're a potential fit. Gain the essential knowledge and skills to shape a strong fundraising strategy and increase your chances of securing the capital you need. This workshop is a must-attend for first-time CEOs and seasoned entrepreneurs seeking fundraising success.

• **Claire (Chae-Kyeong) Jeong**, VP, Investor Research & Asia BD, Life Science Nation

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

• **Candice He**, VP, Business Development & Global Investment Strategist, Life Science Nation

Candice leads the business development team at Life Science Nation and manages the relationship with the LSN entrepreneur community on the east coast USA and China. Working closely with other team leads at LSN, Candice is in charge of analyzing user experience to improve existing products and designing new programs for life science startups, service providers, and tech hubs. As the Global Investment Strategist, she is the lead in expanding the business to the Chinese market, and was the project manager for RESI Shanghai 2019, the first RESI Conference in Asia. Candice worked for Boston Angel Club after obtaining her Master of Science in Finance (MSF) from Brandeis University in Boston.



ABOUT THE BOOK

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

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

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

FOR MORE INFORMATION

Visit www.FundraisingManifesto.com
or visit the Life Science Nation table at the exhibit hall

4:00 PM - 4:50 PM

COMPANY VALUATION FOR FUNDRAISIN

VENTURE VALUATION
GLOBAL VALUATION SERVICES

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

Agenda:

- Overview financing trends
- Which is the right investor
- Dos and don'ts
- Company valuation approaches
- Conclusion

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

Dr. Patrik Frei is founder and CEO of Venture Valuation AG, Switzerland. He started the company in 1999 when he noticed a need for independent valuation services in high growth industries during a collaboration with Novartis Venture Fund, which became his first client. Since then he has been involved in over 450 valuations for investors as well as biotech, Pharma and medtech companies. Patrik graduated from the Business University of St. Gallen and completed his PhD thesis ("Assessment and valuation of high growth companies") at the Swiss Federal Institute of Technology, EPFL Lausanne. Patrik was a board member and one of the original founders of Ineo, a holding company of the Swiss dental implant VC-backed firm Thommen Medical and also the Chairman of Ophthalmopharma, a Swiss based biotech ophthalmology company, where he successfully out-licensed a portfolio of 4 products. Furthermore, Patrik was member of the board of Aventron AG (AVEN:Berne) a publicly quoted cleantech company, which raised over USD 160m during his time as board member. Patrik's articles have been published in a number of scientific journals including "Nature Biotechnology", "Chimia" and other business publications ("Starting a Business in the Life Sciences: From Idea to Market" and "Building Biotechnology: Starting, Managing, and Understanding Biotechnology Companies"). He has also lectured at Seoul National University, South Korea, EPFL Lausanne, University of St. Gallen and gives regular workshops on valuation.

• **Gergely Ivanyi, PharmD**, Senior Consultant, Venture Valuation

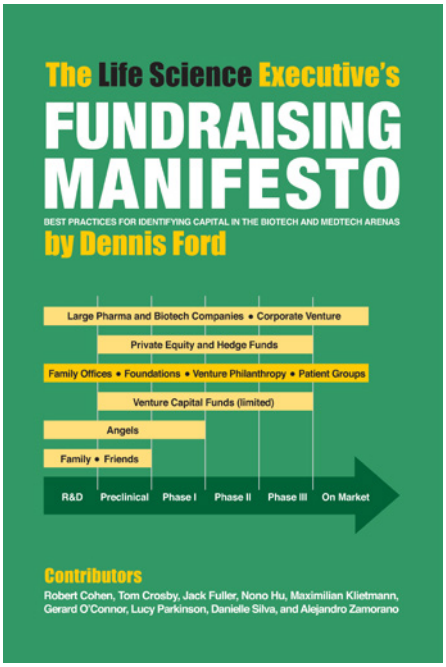
Gergely is experienced in the assessment and valuation of biotech companies for fundraising, licensing, and M&A. He led valuation projects for Fortune 500 companies, established biotech firms as well as small innovative companies to support their fundraising, licensing, and M&A activities. Gergely holds a Pharm.D. degree (Semmelweis University, Budapest) and an M.Sc. degree in Bioentrepreneurship (Karolinska Institutet, Stockholm).

LIFE SCIENCE NATION

Connecting Products, Services & Capital

Entrepreneur Education

A global partnering campaign can take anywhere from 9-18 months and therefore, one needs to be fully prepared in all the nuts and bolts of exactly what it will take to be successful. The Life Science Nation (LSN) Founder & CEO, Dennis Ford, has written a book on the subject, *The Life Science Executive's Fundraising Manifesto*, and over ten years, has developed a process for getting scientist-entrepreneurs prepared for a global partnering campaign.



An essential component of this is the value of getting your story straight and developing an easy-to-understand, compelling narrative about your team, technology, and market (something that is glossed over regularly in traditional entrepreneurial education courses).

Components of a Global Partnering Campaign

I. Get your story straight
II. Put marketing collateral in place
III. Get a list of partners who fit your product and stage of development
IV. Move that list into a CRM tool
V. Adroitly execute email and phone canvassing for setting up meetings and going to partnering events
VI. Manage partner accounts that show interest and understand the art of follow-up
VII. Establish dialogue, nurture a relationship, close a capital allocation or licensing deal

Richi Entrepreneurs

Richi Entrepreneurs is a Richi Foundation initiative whose mission is to **boost life-sciences companies** from around the world that have the potential to generate a substantial impact on **improving patients' lives**.

During a two-week immersion program in Boston, companies connect and initiate **meaningful relationships** with Boston's key innovation players - investors, market players, advisors, industry experts, and private & public institutions.

+1200	82	+450	+350M
Applicants	Alumni companies	Boston Stakeholders	Raised in US

PARTICIPANTS PROFILE

- Sector: **BioTech, MedTech, Diagnostics** or **Digital Health**.
- **Scientific or technological evidence** of their technical approach is required.
- The company addresses a **relevant global unmet need**. Significant market need and industry interest.
- IP strategy clearly defined. Likelihood of obtaining a strong patent position.
- Potential for financial return. Potential for **global growth and scalability**.
- The entrepreneurial team demonstrates appropriate skills, passion for the project, and for accelerating a solution that will **impact to improve patiens' live**.
- Company currently based **outside of the US**.

LIFE SCIENCE NATION

Connecting Products, Services & Capital

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

GPC Global Partnering Campaign

- LSN Investor & Licensing Partner Database (Server)
- LSN GPC Client SF.com App (Client)
- LSN Business Development Database

RESI REDEFINING EARLY STAGE INVESTMENTS

5 *Times a Year*

January – RESI JPM
March – Digital RESI
June – RESI June
September – RESI Boston
November – Digital RESI

1,000+ *Participating Attendees*

2500 – 3500 *Partnering Meetings*

Participants from 30+ *Countries*

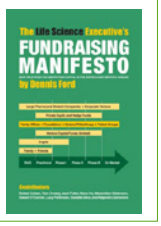
3 Days *of Uninterrupted Partnering*

Focus on Cures ACCELERATOR

- Entrepreneur Education Classes
- Seminars & Workshops
- Branding & Messaging
- Sourcing Technology Assets for Partners

LIFE SCIENCE NATION PUBLICATIONS

- LifeSci Startup (Daily)
- NEXT PHASE» (Weekly)
- TECH HUB MONTHLY (Monthly)
- *THE LIFE SCIENCE EXECUTIVE'S FUNDRAISING MANIFESTO* by *Dennis Ford*



Contact us: RESI@lifesciencenation.com

LifeScienceNation.com | RESIconference.com | FOCaccelerator.com

RESI

REDEFINING EARLY STAGE INVESTMENTS

CONFERENCE SERIES

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

RESI BOSTON
SEPTEMBER 18-20, 2023

DIGITAL RESI
NOVEMBER 14-16, 2023

RESI JPM
JANUARY, 2024

For more information about our future events,
visit our website **RESIConference.com** or contact us at **RESI@lifesciencenation.com**.