



**RESI** REDEFINING  
EARLY STAGE  
INVESTMENTS

**BOSTON SEPT. 2023**

SEPT. 18 | BOSTON, MA  
SEPT. 19-20 | VIRTUAL PARTNERING



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**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**

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RESIConference.com | Boston Park Plaza  
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## CONTENT

# BOSTON SEPTEMBER 2023

SEPTEMBER 18 | BOSTON, MA  
SEPTEMBER 19-20 | VIRTUAL

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# WELCOME TO RESI



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

The schedule at RESI Boston on Monday, September 18, is packed with opportunities for attendees. Each hour will feature investor panels, two Innovator's Pitch Challenge (IPC) tracks, and workshops. The IPC will feature early-stage finalists who will pitch directly to a live audience and panel of relevant investor judges. Be sure to remember that RESI attendees can 'invest' their RESI Cash, tucked into your notebook at registration, in their favorite pitch companies – make sure to stop by and learn more about each company through their poster displays in Grand Ballroom A.

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.

RESI Boston September will feature the Family Office BioForum for sourcing assets and identifying syndication partners, bridging the gap between family offices and investment opportunities within the life sciences sector. The Family Office BioForum will feature an open-to-the-public Family Office Panel as part of the RESI program and an invitation-only luncheon discussing early-stage investment topics, including sourcing technology assets, identifying syndicate opportunities, and finding the right investment funds. LSN is honored to have Muneer Satter of Satter Investment Management, a family office, as the keynote speaker at our luncheon and as an attendee at RESI.

LSN would like to thank returning RESI Title Sponsors McDermott, Will & Emery, and Big4Bio, along with our sponsors Satter Investment Management, Radyus Research, Medmarc, Burns & Levinson, Corval, IFEZ and Shinhan S2 Bridge. 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, September 18, and continues virtually through Wednesday, September 20.

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





# BOSTON PARK PLAZA

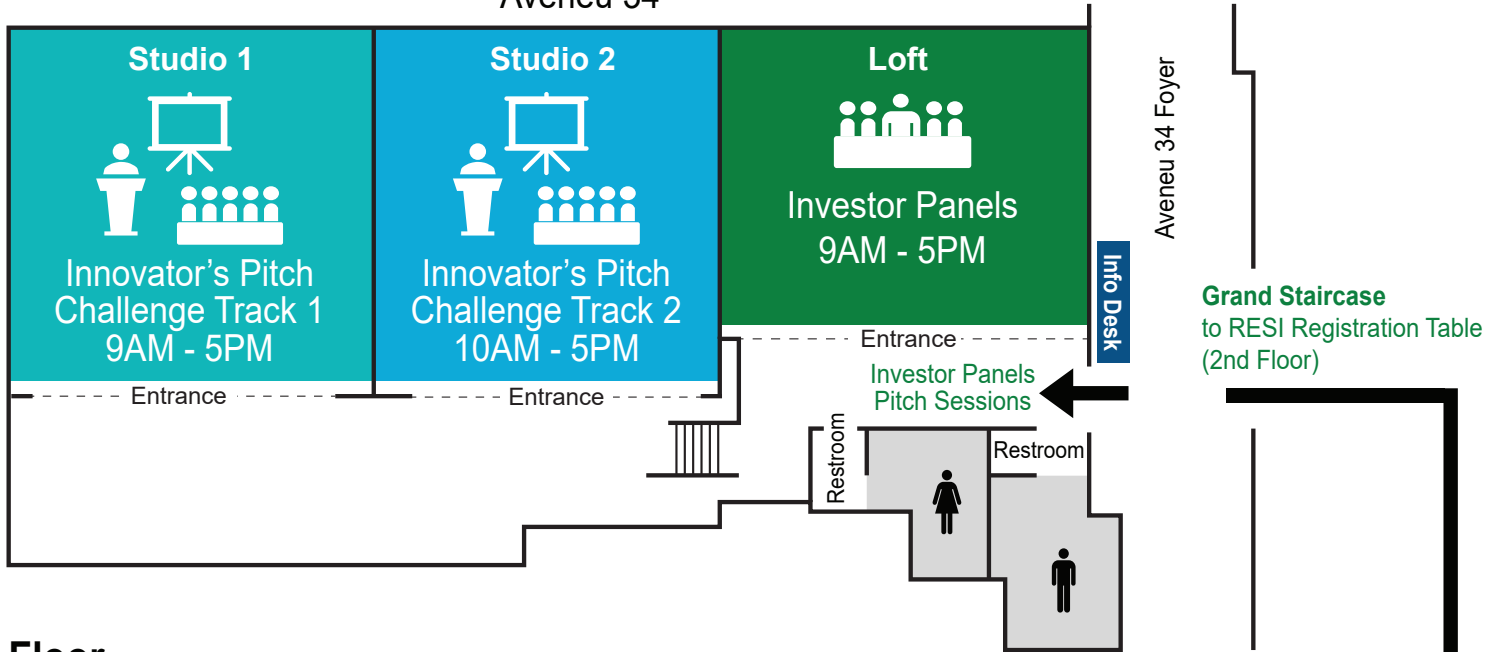
EST. 1927

WiFi: RESI\_Conference  
PW: resi2023

## Lobby Level

- Aveneu 34

34 Columbus Ave Entrance (Valet Parking)



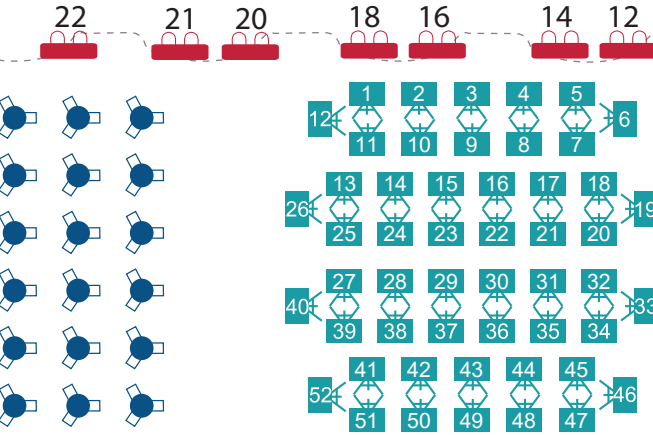
## 2nd Floor

- Grand Ballroom  
- Statler

### Grand Ballroom A

### Grand Ballroom B

#### Ad-hoc Meeting (Balcony)



#### Ad-hoc Meeting (Balcony)



#### In this room: Ad-hoc Meeting

7AM - 9AM  
Breakfast

12PM - 1PM  
Lunch

5PM - 7PM  
Reception

(IPC winners are announced during the cocktail reception.)



Elevators



Partnering Table



Exhibit Table



Pitch Company Poster

Statler

Global Family  
Office BioForum  
Luncheon

12PM - 1PM



Entrepreneurs  
Workshops  
9AM - 5PM

Restroom





# EXHIBIT TABLES



Table# 1



Table# 2



Table# 3



Table# 4



Table# 5



Table# 6



Table# 7



Table# 7



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Table# 9, 10, 11



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Table# 21



Table# 22



## INNOVATOR'S PITCH CHALLENGE



Easel# 1



Easel# 2



Easel# 3



Easel# 4



Easel# 5



Easel# 6



Easel# 7



Easel# 8



Easel# 9



Easel# 10



# INNOVATOR'S PITCH CHALLENGE



Easel# 11



Magnostics

Easel# 12



SYMPAL

Easel# 13



TAS Medical  
When Closure Matters

Easel# 14



Easel# 15



Easel# 16



Easel# 17



JAVELIN  
BIOTECH

Easel# 18



Easel# 19



Easel# 20



Easel# 21



Easel# 22



Easel# 23



Easel# 24



THRIVE BIOSCIENCE

Easel# 25



In vitro solutions for in vivo results

Easel# 26



Eye-Brain Diagnostics

Easel# 27



Easel# 28



Easel# 29



Easel# 30



Easel# 31



MagneticTides

Easel# 32



Easel# 33



Easel# 34



Easel# 35



Easel# 36



Easel# 37



Easel# 38



Easel# 39



Easel# 40

Zylö

Results. Delivered.

Easel# 41



CARI  
Health

Easel# 42



ALPHYN  
BIOLOGICS

Easel# 43



Easel# 44



Easel# 45



Easel# 46



Easel# 47



Easel# 48



Easel# 49



Easel# 50



Easel# 51



Easel# 52

# Global Family Office BioForum Luncheon

12PM - 1PM | Boston Park Plaza - Statler (2nd Floor)

(Private luncheon by Invitation Only)

**Featuring Keynote Speaker: Muneer Satter**, Founder of Satter Investment Management

**Presenters:**

- **Dennis Ford**, Founder and CEO of Life Science Nation, Creator of the RESI Conference Series
- **Claire Jeong**, VP, Investor Research & Asia Business Development, Life Science Nation
- **Karen Deyo**, Director of Product, Israel Business Development, Life Science Nation

**RESI Boston September 2023** will feature the Global Family Office BioForum for sourcing assets and identifying syndication partners, bridging the gap between family offices and investment opportunities within the life sciences sector. GFOB will feature an open-to-the-public Family Office Panel as part of the RESI program and an invitation-only luncheon at 12:00 – 1:00 discussing early-stage investment topics, including sourcing technology assets, identifying syndicate opportunities, and finding the right investment funds.

As the life sciences sector burgeons with groundbreaking discoveries, therapies, and technologies, the need for early capital injection becomes ever more pronounced. GFOB is a convergence point where family offices can simultaneously identify promising startups and collaborate with other like-minded investors.

## The Power of Syndication

Syndication has emerged as a dynamic strategy in the investment landscape, offering distinct advantages to family offices and entrepreneurs seeking funding. Family offices can diversify risk and share due diligence efforts by joining forces with other investors in a syndicate. This collaborative approach allows investors to tap into a broader range of investment opportunities and capitalize on their combined expertise. Conversely, entrepreneurs benefit from access to a syndicate's collective knowledge and resources, expediting fundraising and enhancing their chances of securing the necessary funds.

## The Family Office Factor

Family offices are known for their long-term investment outlook and commitment to fostering meaningful impact. With a mission to preserve and grow their wealth across generations, family offices are uniquely positioned to contribute to the life sciences sector. Their involvement goes beyond monetary support; it encompasses mentorship, guidance, and a vested interest in the success of the ventures they invest in. GFOB acknowledges this distinctive role and seeks to create an environment where family offices can connect with like-minded syndicate partners and explore transformative investment opportunities.

## Select RESI Boston Family Offices

Apres Capital



FoxHill Asset Management



pureland



SATTER INVESTMENT MANAGEMENT, LLC



VISCOGLIOSI BROS., LLC

Vista Capital Advisors



# AGENDA

7:00 AM – 8:00 AM: Breakfast Buffet (Grand Ballroom B)

8:00 AM – 5:00 PM: Onsite Partnering (Grand Ballroom A)

	Investor Panels (Avenue 34 - Loft)	Innovator's Pitch Challenge		Entrepreneur's Workshops (Statler)
		Track 1 (Avenue 34 - Studio 1)	Track 2 (Avenue 34 - Studio 2)	
9:00 AM - 9:50 AM	<b>ONCOLOGY INNOVATION PANEL</b> <i>The Search for New Approaches to Diagnosing &amp; Treating Cancer</i>	<b>INNOVATOR'S PITCH CHALLENGE #1</b> <b>MEDICAL DEVICES</b>		 <b>LIFE SCIENCE NATION</b> <small>Connecting Products, Services &amp; Capital</small> <b>Global Partnering Campaign</b> Investor Landscape, GTL and CRM/GPC
10:00 AM - 10:50 AM	<b>WOMEN'S HEALTH PANEL</b> <i>Investing in New Innovations in FemTech</i>	<b>INNOVATOR'S PITCH CHALLENGE #2</b> <b>DIAGNOSTICS</b>	<b>INNOVATOR'S PITCH CHALLENGE #8</b> <b>DRUG DISCOVERY TOOLS</b>	<b>TALES FROM THE ROAD</b> <i>Biotech and MedTech Innovators on their Fundraising Journey</i>
11:00 AM - 11:50 AM	<b>SYNTHETIC BIOLOGY PANEL</b> <i>Recent Developments in a Multidisciplinary Space</i>	<b>INNOVATOR'S PITCH CHALLENGE #3</b> <b>MEDICAL DEVICES</b>	<b>INNOVATOR'S PITCH CHALLENGE #9</b> <b>THERAPEUTICS</b>	<b>National Institute on Aging</b> <i>Leveraging NIH's non-dilutive grant funding to develop and de-risk early-stage health innovations.</i>
12:00 - 1:00 PM: Lunch Break (Grand Ballroom B)				
12:00 - 1:00 PM: Global Family Office BioForum Luncheon (Statler)				
1:00 PM - 1:50 PM	<b>DIAGNOSTICS INVESTOR PANEL</b> <i>Firms Investing Beyond Financial Return</i>	<b>INNOVATOR'S PITCH CHALLENGE #4</b> <b>MEDICAL DEVICES</b>	<b>INNOVATOR'S PITCH CHALLENGE #10</b> <b>THERAPEUTICS</b>	 <b>McDermott Will &amp; Emery</b> <b>NEGOTIATING TERM SHEETS</b>
2:00 PM - 2:50 PM	<b>STRATEGIC PARTNERS PANEL</b> <i>Looking Beyond Traditional Equity Investments</i>	<b>INNOVATOR'S PITCH CHALLENGE #5</b> <b>LIFE SCIENCE TOOLS</b>	<b>INNOVATOR'S PITCH CHALLENGE #11</b> <b>THERAPEUTICS</b>	 <b>Burns Levinson</b> <b>IP CONSIDERATIONS FOR START-UPS</b>
3:00 PM - 3:50 PM	<b>FAMILY OFFICES PANEL</b> <i>Perspectives on Early-Stage Investments</i>	<b>INNOVATOR'S PITCH CHALLENGE #6</b> <b>DEVICES &amp; DIGITAL HEALTH</b>	<b>INNOVATOR'S PITCH CHALLENGE #12</b> <b>THERAPEUTICS</b>	<b>RADYUS RESEARCH</b> <b>Maximizing Pre-clinical Development Success for VC-Backed Startups Through CRO Partnerships</b>
4:00 PM - 4:50 PM	<b>AI IN HEALTHCARE PANEL</b> <i>Integrating Science and Technology to Create Disruptive Innovations</i>	<b>INNOVATOR'S PITCH CHALLENGE #7</b> <b>DIGITAL HEALTH</b>	<b>INNOVATOR'S PITCH CHALLENGE #13</b> <b>THERAPEUTICS</b>	 <b>PACIFIC WESTERN BANK</b> <b>Venture Banking, Venture Debt, and Fund Finance Fundamentals</b>
5:00 - 7:00 PM: Cocktail Reception - Announce IPC Winners (Grand Ballroom B)				

# 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.

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## Exhibitors





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**McDermott  
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**Table #6**

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 qualified 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.



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](http://big4bio.com).



**Table #8**

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



**Table #2**

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.



**Table #3**

Radius 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. Radius 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.

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## Bring Your Asset to Life

Corval is a cloud-based strategic planning platform that enables a fast, efficient, and early start on commercialization planning, detailing cross-functional recommendations on what, when, and how much. The platform serves as the foundation for early- to mid-stage biopharma commercialization efforts—organizing all facets of commercialization while creating a comprehensive, multi-year view of what you need to do, when you need to do it, and what it will take for success. The standard Corval subscription includes a detailed 3- to 5-year plan that outlines every step of your asset's path to market, strategic commercialization objectives that are tied to your asset's unique development milestones organized by year and workstream, and much, much more. For any questions regarding Corval or if you have a need for bespoke solutions, reach out to speak to one of our commercialization experts today.



**Table #14**



SATTER INVESTMENT MANAGEMENT, LLC

Satter Investment Management (SIM) is a family office in which Muneer Satter and his family primarily invest in life science companies. The office generally seeks to support clinical-stage biotechnology firms which are developing potentially life-saving treatments, having demonstrated strong data in humans, with well-understood mechanisms of action, strong intellectual property, attractive valuations, and excellent management teams, boards and investors. SIM generally invests alongside Alerce Investment Management, a private investment firm managed by Mr. Satter, in such life science companies.



**Table #7**

Incheon Metropolitan City and Incheon Free Economic Zone Authority (IFEZ) is located in the center of the Northeast Asian Economic Zone (Songdo) and actively works to create an innovative Startup Ecosystem. Based on world-class business infrastructure, the city of Incheon is creating synergy through high-tech industries and collaborations with renowned industries, universities, and research institutes to create a leading global market. Through these efforts, Incheon seeks to leap forward as the world's largest bio-healthcare complex and lead the 4th industrial revolution. Leading domestic and international bio companies have moved in and are actively engaged in business activities. In the future, Incheon will flourish with synergistic accomplishments through the establishment of a bio-convergence industrial technology complex. Presenting a new role model for future smart cities and establishing an urban innovation platform, Incheon Metropolitan City and IFEZ seek to become an eco-friendly city where people and nature co-exist.



**Table #7**

Shinhan Square Bridge (S2 Bridge) Incheon is a platform that supports the growth of startups in cooperation with government agencies and the private sector. S2 Bridge was established as the first public-private Startup Acceleration Platform in South Korea, with the dream of becoming a global startup innovation growth hub. S2 Bridge is located in Songdo, a city in South Korea recognized as a global business center and bio-cluster. Key partnering organizations include Shinhan Financial Group, a leading global financial group that supports an innovative investment ecosystem, and Celltrion, a global biotech company that supports open innovation opportunities to accelerate promising biotech startups, and Incheon Metropolitan City that actively helps to accelerate the local biotech infrastructure. From the seed to global expansion stage, S2 Bridge focuses on accelerating life science startups based on their innovative technologies. Shinhan Financial Group has created S<sup>2</sup> Bridge as a platform to accelerate start-up companies in major Korean cities like Seoul, Incheon, Jeju, and Daegu.

# BIG4BIO

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**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.

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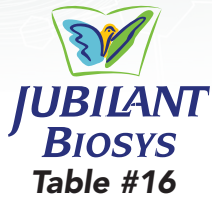
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Jubilant Biosys was founded in 2003 and serves the global pharma industry with over 2500 employees operating from 5 sites in India. Biosys is recognised for its scientific Innovation and collaborative drug discovery programs with leading pharma and biotech companies. In a proactive initiative to keep pace with the ever-evolving R&D industry landscape, Biosys has consolidated advances in Chemistry by utilizing the latest AI/ML technologies and by incorporation of environment-friendly processes. This enables Biosys to partner with leading companies on the most challenging, cost and time-sensitive drug discovery and development programs. With a strong commitment to new technologies, supply chain, Quality, and ESG considerations, Biosys is a leading CRDMO partner for Big Pharma companies and Biotech.



ABI-LAB is a private lab suite incubator for small to mid-sized emerging R&D life science companies. ABI provides turnkey space for companies that are looking for an affordable option after the bench. ABI is currently a three-building campus located in Natick, MA, in the Metro West Boston area. In Q4 2024, ABI will open a 35,000 square foot facility, adding on to the campus. ABI-LAB's mission is to shorten the process of early stage and newer expanding life science companies by removing operational and financial obstacles. ABI offers lab and office space ranging in size from 300 to 5,000 square feet, with the option to configure larger lab spaces. ABI offers flexible lease terms, a suite of partnership resources, and foundation equipment for each lab.



Headquartered at the center of the most innovative square mile on the planet—Kendall Square—CIC is the global leader in driving innovation at scale. Founded in 1999, CIC today manages more than 1.2M square feet of flexible office, lab, and event space solutions across North America, Europe, and Asia. Additionally, CIC develops tailored programming and world-class innovation consulting to help entrepreneurs, startups, corporations, governments, and public entities grow, connect, and innovate. CIC's dedicated onsite staff takes care of office and lab management so you can get to work. CIC Innovation Campus spaces are beautifully designed and appointed to provide an environment that fosters collaboration. As part of a vibrant community of like-minded professionals, you'll also get access to events that cultivate CIC's unique culture. All of these perks are at your fingertips with super-flexible membership terms and solutions for your company no matter what stage you're at. Learn more at [cic.com](http://cic.com)



With our unique and collaborative innovation ecosystem, Ontario is where companies come to grow and prosper. The same innovative spirit that led to the discovery of insulin in Ontario one hundred years ago has led to game-changing technologies such as 3D bioprinters and techniques to boost stem cell renewal. Whether you want to expand your operations here or source some of the highest quality medical products and services in the world, Ontario is your life sciences destination.



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.



The Massachusetts Medical Device Development Center (M2D2) is a lifeline for the state's smaller medical device companies, offering inventors and executives easy, affordable, and coordinated access to world-class researchers and resources at the UMass Lowell and the UMass Medical School campuses.

## SPONSORS & EXHIBITORS



**Table #18**

Mansfield BioIncubator ([www.bioinc.org](http://www.bioinc.org)) facilitates and assists the creation, growth, and success of the next generation of biotech companies by providing affordable lab and office space, training, mentoring, and a network of professional advisers. Located in Mansfield, MA within 5 minutes of I-95 and I-495 the facility offers easy access to both Boston and Providence, less than 60 minutes away from both cities. This is an excellent opportunity for a Contract Research Organization (CRO) or a biotech/pharma/life science company to establish or expand laboratory operations in Massachusetts. The suites are Biosafety Level 2 (BSL-2) and are built using the latest LEED Standards to achieve net zero carbon. Fully equipped laboratory and special procedure rooms; Co-working space and private offices; Shared administrative support; Conference rooms and meeting lounges; Flexible laboratory layout; Massbio and MassMedic Membership; Wi-fi and wired internet; Biohazardous Waste Disposal; EHS training; Kitchen and cafeteria area; Easy access to Gym. Contact us today [Info@bioinc.org](mailto:Info@bioinc.org) (888) 490-4443 x4

### National Institute on Aging

**Table #5**

The NIA Small Business Programs manage the largest source of early-stage funding for aging-related research and development (R&D). Each year, NIA provides about \$150 million in R&D grants to small businesses through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs. NIA has an unprecedented R&D budget to develop interventions that prevent or treat Alzheimer's disease (AD) and AD-related dementias.



**Table #15**

Norgen Biotech Corp is a fully-integrated Canadian biotechnology company focusing on sample preparation for research and diagnostic applications. Norgen's products are based on a proprietary platform technology with many applications including the purification of microRNA, RNA, cf-DNA, exosomes from all type of specimens including liquid biopsy. Norgen holds more than 30 patents, and has successfully exploited part of this extensive IP to develop 100s of sample preparation products and kits; briefly these kits can be placed into baskets: 1) Sample collection and preservation devices such as saliva, urine, stool, blood; 2) Isolation and purification of DNA, cf-DNA, RNA, microRNA, and exosome, from all type of specimens; 3) Hundreds of molecular diagnostic kits for all type of pathogens. 4) Contract R&D Services, including clinical trials, and NGS. Norgen's products are currently used by researchers in academia, pharma/biotech companies, and governmental institutions worldwide. Norgen is an ISO (9001:2008, 13485:2003 and 15189:2012) certified company and is fully equipped to conduct clinical trials and to manufacture products according to internationally recognized standards.



**Table #20**

Pacific Western Bank is a commercial bank headquartered in Los Angeles, California, with an executive office in Denver, Colorado. We deliver relationship-based business banking to small, middle-market, and venture-backed businesses nationwide. The Bank provides venture banking products including a comprehensive suite of financial services focused on entrepreneurial and venture-backed businesses and their venture capital and private equity investors, with offices located in key innovation hubs across the United States. To learn more about Pacific Western Bank, visit [www.pacwest.com](http://www.pacwest.com).



**Table #13**

Proxima CRO works with the new class of rising stars in drug development, diagnostics, devices and digital therapeutics. Headquartered in the Texas Medical Center, the largest medical center in the world, we have near unparalleled access to physicians and scientific leaders to champion your product. With employees across the US, we provide regulatory, reimbursement, quality, and clinical trial services to the life science community. In addition, we have access to a sizeable investor network to assist with fundraising. Our company has been named by Inc. Magazine two years in a row as one of the most successfully run companies in the US, and our team has won over 26 awards recognizing our talents. We are the go-to resource for cutting edge life science product development across multiple therapeutic areas and industry verticals. Visit us at [www.ProximaCRO.com](http://www.ProximaCRO.com) to find out more.

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is now  VANTAGE  
MEDTECH

**Table #19**

Vantage MedTech is revolutionizing the development journey from concept through product realization. Industry leadership across early feasibility support, product development, manufacturing, regulatory, and quality system management through SterlingPLM and proprietary Advantage Platforms™ and Advantage Technologies™, such as Advantage RF™, Advantage PFA™, Advantage MW™, Advantage FD™, Advantage GFM™, Advantage IRE/RE™, Advantage UI™, provides clients with access to a full continuum of solutions as they navigate to commercialization. Additional information is available at [VantageMedTech.com](http://VantageMedTech.com), [SterlingMedicalDevices.com](http://SterlingMedicalDevices.com), and [RBCCorp.com](http://RBCCorp.com).



**Table #22**

MCRA is the leading global full-service medical device, diagnostics, and biologics CRO and consulting advisory firm. MCRA delivers to its client's industry experience, integrating its six business value creators: regulatory, clinical research, reimbursement, healthcare compliance, quality assurance, and distribution logistics to provide a dynamic, market-leading effort from innovation conception to commercialization. MCRA's integrated application of these key value-creating initiatives provides unparalleled value for its clients. MCRA has offices in Washington, DC, Hartford, CT, New York, NY, and Tokyo, Japan and serves nearly 1,000 clients globally. Its core focus areas of therapeutic experience include orthopedics, spine, biologics, cardiovascular, diagnostic imaging, wound care, artificial intelligence, dental, anesthesia, general surgery, digital health, neurology, robotics, oncology, general and plastic surgery, urology, and in vitro diagnostic (IVD) devices and medical device cybersecurity. MCRA places particular emphasis on its expertise working with companies in all stages of development and throughout the technology life cycle by ushering technologies from the conceptual pre-clinical stage to market approval.

## RESI Boston Bash

Boston Park Plaza - Grand Ballroom



**ADAM  
MATTHEW**

**MONDAY  
SEPT. 18  
5PM - 7PM**

The Adam Matthew Trio  
**OLD SCHOOL ROCK  
JAZZ AND R&B**

**LSN will be  
presenting awards  
to the IPC winners  
during the reception.**





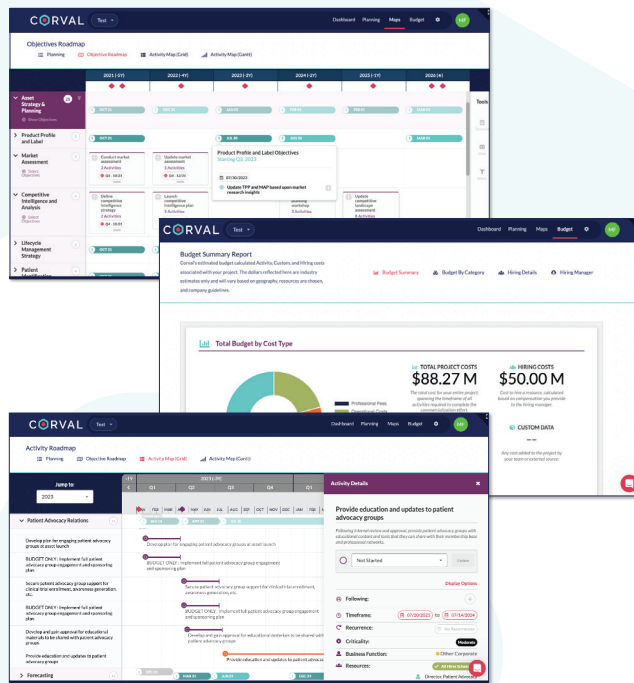
Bring Your Asset to Life

# You Worry About the Clinical Trials— We’ll Help You Get Your Asset to Market

**Corval is a cloud-based strategic planning platform** that enables a fast, efficient, and early start on commercialization planning, detailing cross-functional recommendations on **what, when, and how much**.

## Corval provides...

- A detailed 3- to 5-year commercialization roadmap with itemized budget and hiring plan
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**Interested in this paradigm shift in commercialization planning? Reach out today!**

Visit [corval.io](https://corval.io) to schedule a demo or drop us a note at [info@corval.io](mailto:info@corval.io).



Corval is aligned with the **Life Science Cares** mission to make a meaningful impact on poverty by harnessing the resources of the life sciences industry. As a sign of our commitment, we are donating a portion of sales to Life Science Cares.



# RESI CONFERENCE SERIES PRESENTED BY LIFE SCIENCE NATION

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



**Table #9, 10, 11**

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

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

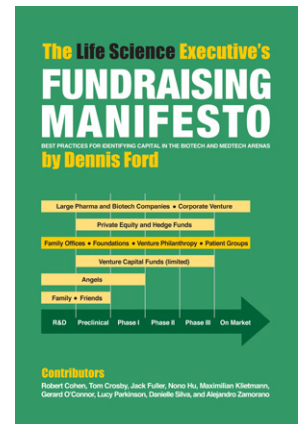
Subscribing companies receive a vetted Global Target List (GTL) of likely partners garnered through one-on-one interviews with the LSN research team, which can be organized into three tiers of Investor Priority:

- 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)

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.



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## Insuring the Life Sciences Industry Since 1979

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# PARTNERING FORUM

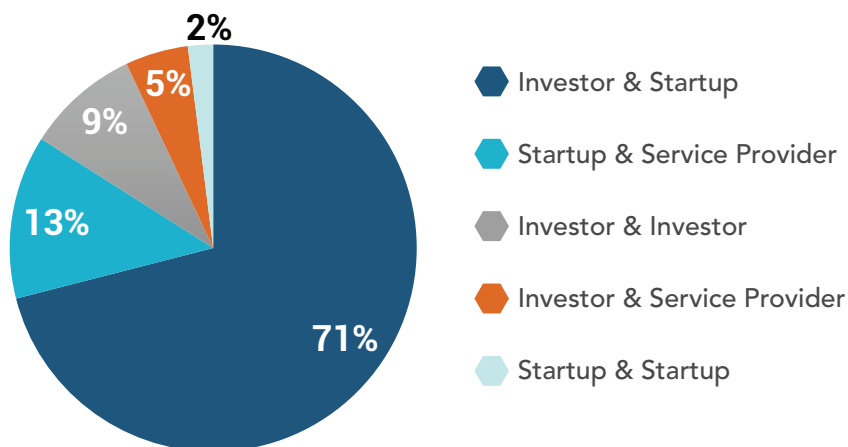
SEPT. 18: IN-PERSON PARTNERING MEETING  
SEPT. 19-20: VIRTUAL PARTNERING MEETING

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%

## Who Meets with Whom at RESI Conferences

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



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  
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work with only  
one CRO partner  
to IND approval.”

Marta New  
CEO

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- Oncology
- Infectious Disease
- Metabolic Diseases
- Neurosciences

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complementary  
20-minute call.

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[Support@radyusresearch.com](mailto:Support@radyusresearch.com)


# 9:00 AM - 4:50 PM | INVESTOR PANELS

Location: Lobby Avenue 34 - Loft

## Moderator & Panelists


### 9:00 - 9:50 AM ONCOLOGY INNOVATION PANEL

*The Search for New Approaches to Diagnosing & Treating Cancer*

- **Ben Freeberg**, Founder & Managing Partner, Oncology Ventures 
- **Jay Campbell**, Managing Director, CRI Clinical Accelerator and Venture Fund, Cancer Research Institute Venture Fund
- **Pengpeng Li**, Senior Investment Manager, Lilly Asia Ventures
- **Steve Curtis**, Director, New Ventures, BrightEdge
- **Rami Rahal**, Principal, MPM Capital
- **Irene Blat**, Sr. Dir. Search & Evaluation, Oncology, Servier


### 10:00 - 10:50 AM WOMEN'S HEALTH PANEL

*Investing in New Innovations in FemTech*

- **Jeffrey Champagne**, Screening Committee, Boston Harbor Angels 
- **Kylie Long**, Venture Partner, Coyote Ventures
- **Alyssa Reisner**, Director & Principal, CVS Health Ventures
- **Paula Soteropoulos**, Venture Partner, 5AM Ventures


### 11:00 - 11:50 AM SYNTHETIC BIOLOGY PANEL

*Recent Developments in a Multidisciplinary Space*

- **Jennifer Jordan**, Venture Partner, iGlobe Partners 
- **Rima Chakrabarti**, Partner, KdT Ventures
- **Ser-Chen Fu**, Partner, Pacific 8 Ventures
- **Ian Johnston**, Senior Investment Associate, The Engine
- **Kristin Thompson**, VP, Chief Business Officer, eureKARE

### 1:00 - 1:50 PM DIAGNOSTICS INVESTOR PANEL

*Firms Investing Beyond Financial Return*

- **David Fogel**, Member of Screening & Due Diligence Committees, Mass Medical Angels 
- **Bruce Cohen**, Venture Partner, Xeraya Capital
- **Robert Higginson**, Partner & Gatekeeper, Par Equity
- **James Murray**, Partner, ExSight Ventures
- **Akhilesh Pathipati**, Partner, MVM Life Science Partners

### 2:00 - 2:50 PM STRATEGIC PARTNERS PANEL

*Looking Beyond Traditional Equity Investments*

- **Fiona Mack**, VP, Head, Cell and Gene Therapy Co.Lab Cambridge, US, Bayer 
- **Alex de Winter**, Vice President of New Ventures, Danaher Corporation
- **Dov Shamir**, Founding Head of Elementa Labs & Senior Manager, Entrepreneurship, Mount Sinai Innovation Partners
- **Tingting Zhang-Kharas**, Head, Johnson & Johnson Innovation - JLABS US Northeast, Johnson & Johnson Innovation
- **Michael Hansen**, Innovation Scouting Director - North America, Eppendorf

### 3:00 - 3:50 PM FAMILY OFFICES PANEL

*Perspectives on Early-Stage Investments*

- **Andy Merken**, Partner, Corporate and Securities Co-Chair, Life Sciences, Burns & Levinson 
- **Hewmun Lau**, Principal, Broadview Ventures
- **Jayson Rieger**, Managing Partner, PBM Capital
- **Muneer Satter**, Founder, Satter Investment Management
- **Anthony Viscogliosi**, Principal and Founder, Viscogliosi Brothers

### 4:00 - 4:50 AM AI IN HEALTHCARE PANEL

*Integrating Science and Technology to Create Disruptive Innovations*

- **Martin Gershon**, Managing Partner, Endeavor Venture Fund & Venture Studio 
- **Gabriella Garcia**, Investor, Two Sigma Ventures
- **Shahram Hejazi**, Partner, BioAdvance
- **Parasvil Patel**, Partner, Radical Ventures
- **Abigail Risse**, Investor, Hyperplane Venture Capital

# 9:00 - 9:50 AM | ONCOLOGY INNOVATION PANEL

## *The Search for New Approaches to Diagnosing & Treating Cancer*

This panel is a discussion on topics relevant to investment in current innovations in the oncology space. Topics of discussion can include:

- The technologies/approaches that investors find the most compelling
- Whether platform technologies or single assets are preferred for investment/partnerships
- What criteria do investors use when assessing companies for their portfolio or pipeline

Panelists can discuss the industry-wide changes currently seen, including the advance of personalized medicine and the rise of new therapeutic approaches (CAR-T, oncolytic viruses etc.), and how that is affecting the investing landscape.



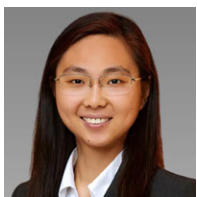
### **Ben Freeberg, Founder & Managing Partner, Oncology Ventures**

Ben Freeberg is the Founder and Managing Partner of Oncology Ventures, an early-stage venture fund investing into data-driven cancer start-ups. OV is backed by City of Hope, NY Cancer & Blood Specialists and other strategics in the space. Prior, Ben was the Vice President of Optum Ventures.



### **Jay Campbell, Managing Director, CRI Clinical Accelerator and Venture Fund, Cancer Research Institute Venture Fund**

Jay Campbell is the Managing Director of the Cancer Research Institute's (CRI) Clinical Accelerator and Venture Fund. In this capacity he is responsible for CRI's clinical trial activities and venture investing practice. Jay spent over 15 years in the financial services industry, including 13 years focused on the life sciences as an investment banker, before transitioning to industry over nine years ago. He has held roles of increasing seniority in business/corporate development and investor relations as well as serving on executive teams. Jay is currently a member of the advisory boards for three private life sciences companies. Throughout his career, he has successfully worked on 43 strategic/ financing transactions and investments representing over \$13.4 billion.



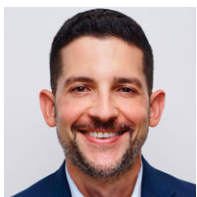
### **Pengpeng Li, Senior Investment Manager, Lilly Asia Ventures**

Pengpeng Li is a biotech investor at Lilly Asia Ventures (LAV) since 2022. Prior to LAV, she worked in 5AM Ventures focusing on early stage biotech investments. Prior to joining 5AM, she was a HHMI-Helen Hey Whitney Foundation Postdoctoral Fellow at Boston Children's Hospital and Harvard Medical School. Dr. Li obtained her Ph.D. in Biology from Stanford University and has been published in Science, Cell, Neuron, among other journals.



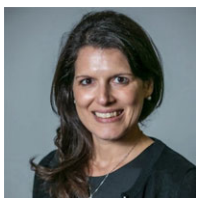
### **Steve Curtis, Director, New Ventures, BrightEdge**

Stephen Curtis, PhD is Director of New Ventures for BrightEdge, the venture capital arm of the American Cancer Society (ACS). Prior to joining BrightEdge, Steve managed MPM Capital's Oncology Innovations Fund. Before MPM, Steve was Senior Director of BD for Eli Lilly, where he focused on Lilly's limited partnerships in top-tier venture funds, direct equity investments and other "shared-risk" relationships with biotech companies. Prior to Lilly, Steve co-led the Bioscience Ventures group within 2M Companies, and worked at Reata Pharmaceuticals, running the Technology Evaluation and In-Licensing program. Steve sits on the Allocation Advisory Board for the Follicular Lymphoma Foundation, the Advisory Committee for the IBD Ventures program, and is an Expert Advisor for TRAIN of the Milken Institute's FasterCures division. He completed his PhD at Harvard Medical School and holds Bachelor of Science degrees in Biological Sciences and Applied Economics and Management from Cornell.



### **Rami Rahal, Principal, MPM Capital**

Dr. Rami Rahal is a Principal at MPM BiImpact responsible for investment identification and due diligence for public investment funds. Prior to joining MPM BiImpact, Rami spent the majority of his career in drug discovery, prosecuting multiple target classes for precision oncology and immunotherapy. Rami began his career at Blueprint Medicines where he served as the lead biologist for the RET inhibitor program, now an FDA approved medicine (Gavreto) for RET-driven metastatic NSCLC and medullary thyroid cancer. Rami earned his PhD in Genetics from MIT and conducted postdoctoral fellowships at Harvard Medical School and Novartis. His work has been published in Nature Medicine and highlighted in Cancer Cell, Cancer Discovery, and Nature Reviews Cancer.



### **Irene Blat, Sr. Dir. Search & Evaluation, Oncology, Servier**

Irene Blat leads the product and analytics strategy for Genuity Science cohorts, platform and sequencing businesses. She brings 15 years of experience in genomics across academia, industry and IP law. Irene began her career at the Broad Institute where she helped launch the Connectivity Map, a database triangulating the link between gene perturbation, disease and function. During her graduate studies at the Koch Institute of Integrative Cancer Research at MIT, Irene investigated the role of genetic modifiers in the progression of lung and colorectal tumors. Her work led to the identification of the timing and spatial distribution of important genes in early and mature intestinal stem cell differentiation. She has since held a research role at Massachusetts General Hospital and later served as a Technology Specialist at the IP law firm Clark & Elbing. Irene holds a BS in Biology from Duke University and a PhD in Genetics from MIT.



# 10:00 – 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?

Women's Health issues expand beyond fertility and reproductive health, as a large number of widespread issues, such as stroke or cardiovascular diseases, either affect women more frequently or differently, and there is a large disparity in treatments that address the way these diseases affect women specifically. Panelists will discuss their interests in this space, and their investment strategy in these technologies.

## **Jeffrey Champagne, Screening Committee, Boston Harbor Angels**

Champagne, based in Greater Boston, brings 15 years of experience in medical device R&D innovation and 20 years of sales and marketing leadership in healthcare and innovative ecosystems. Jeff brings solid experiences in both well-established and start-up organizations, with strong bias for growth. He developed relationships with business leaders and coached his clients to improve their productivity and profitability by defining roadmaps, navigating obstacles, and reaching objectives to speed up commercialization efforts. Jeff is Board Vice Chair at MedTech Association, Syracuse, NY, Board Advisor at M2D2 Massachusetts Medical Device Development Center at UMass-Lowell, Lowell, MA, and is on the Life Science Screening Committee for Boston Harbor Angels. Champagne has also recently been added as a Board Advisor to Medical Development Group (MDG) Boston. Champagne earned a Bachelor of Fine Arts in Illustration, Visual Communication Design degree from the University of Hartford Art School and an MBA in Marketing, Entrepreneurial Studies from the University of Hartford, West Hartford, CT.



## **Kylie Long, Venture Partner, Coyote Ventures**

Kylie Long is a Venture Partner at Coyote Ventures, a VC fund investing in early stage startups that are innovating women's health and wellness. She is also currently an MD candidate at UMass Chan School of Medicine. Prior to joining Coyote, she worked as an associate at Early Charm Ventures, an analyst at Healthy Ventures and was one of the first employees at Digital AI, a digital health startup that successfully exited after 1.5 years. In her free time, Kylie serves as the VP of Growth for MDplus, a nonprofit organization building a community for current and aspiring physician innovators. Kylie is also the proud founder of an Asian American CPG baking mix company, a venture she founded in 2022 during the COVID pandemic as a love letter to her AAPI community. In her previous life, Kylie was a published author in Cell and was a research fellow at the Truman Katz Center for Pediatrics Bioethics, Abigail Adams Institute at Harvard, and the Chinese University of Hong Kong. Kylie holds a B.A in Philosophy and Biological Sciences from Cornell University.



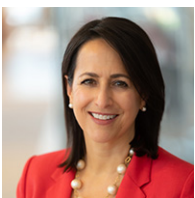
## **Alyssa Reisner, Director & Principal, CVS Health Ventures**

Alyssa Reisner is a Lead Director and Principal Investor at CVS Health Ventures. In her role, she leads sourcing, evaluation, and execution of venture investments in innovative companies that make health care more accessible, affordable, and simpler. She has executed investments and strategic relationships for CVS Health in areas spanning digital therapeutics, behavioral health, COVID-19 initiatives, and more. Her women's health investments include Maven Clinic and Thirty Madison. In previous roles at CVS, Alyssa focused on enterprise business development to build non-standard strategic relationships between CVS and the start-up and technology ecosystem.



## **Paula Soteropoulos, Venture Partner, 5AM Ventures**

Paula Soteropoulos has more than 30 years of biopharma industry experience in strategic and operational leadership areas, venture creation and company building. She currently serves as Chairman of the Board of Ensoma. She also serves on the Board of Directors for uniQure, Rallybio, Dianthus and Kyowa Kirin North America and is a venture partner at 5AM Ventures and strategic advisor to Chiesi Rare Disease. Previously, she served as founding CEO and Board of Directors at Akcea Therapeutics. Prior to Akcea, she was SVP and GM at Moderna. Before Moderna, Paula spent more than 20 years at Genzyme in positions including VP and GM. She earned an executive management certificate from the University of Virginia and both Bachelor and Master of Science degrees in Chemical and Biochemical Engineering from Tufts. Ms. Soteropoulos is a mentor and coach for Women in Bio Boardroom-ready program, the Termeer Foundation and Tech4Eva.



# 11:00 – 11:50 AM | SYNTHETIC BIOLOGY PANEL

*Recent Developments in a Multidisciplinary Space*

This panel is a discussion on topics relevant to investment in current innovations in the oncology space. Topics of discussion can include:

- The technologies/approaches that investors find the most compelling
- Whether platform technologies or single assets are preferred for investment/partnerships
- What criteria do investors use when assessing companies for their portfolio or pipeline

Panelists can discuss the industry-wide changes currently seen, including the advance of personalized medicine and the rise of new therapeutic approaches (CAR-T, oncolytic viruses etc.), and how that is affecting the investing landscape.

## **Jennifer Jordan, Venture Partner, iGlobe Partners**

Jennifer brings more than 18 years of experience working with private and public management teams and institutional investors. Most recently she was a member of the Golden Seeds angel investor network. She has also provided start-up mentoring for entrepreneurs through Springboard and the MIT Entrepreneurship Center. She is the founder of the Reed College Start-Up Lab and has served as a first round judge for the MIT \$100K and MassChallenge business plan competitions. She recently served as Entrepreneurship Lead for the MIT Accelerating Information Technology Innovation program sponsored by Google. Previously, Jennifer served as Corporate Vice President of Investor Relations at Cadence Design Systems and spent 10 years as a Senior Vice President and Senior Equity Research analyst with Black & Company through its acquisition by Wells Fargo Securities. She earned her MBA at the MIT Sloan School of Management.



## **Rima Chakrabarti, Partner, KdT Ventures**

Rima is a partner at KdT Ventures, where she partners with scientific founders engineering the world at the molecular level. She studied biology and neuroscience at Brown and earned her MD from UT Southwestern Medical Center. While in medical school, she was a HHMI research fellow in the lab of Dr. Helen Hobbs, where she created bio-tools for measuring lipid activity in the body. She attended the University of Pennsylvania for her clinical residency in neurology, and later joined the Fannin Innovation Studio in Houston. In 2020, she joined KdT and her investments to date span the fields of material science, cell immunotherapy, cancer metabolism and surgical robotics. She currently sits on the boards of Dimension Inx, Cypris Materials, and Modulus Therapeutics.



## **Ser-Chen Fu, Partner, Pacific 8 Ventures**

Dr. Ser-Chen Fu was previously trained as a clinical neurologist and served as an attending physician during his clinical practice. At Pacific 8 Ventures, he provides a clinical and medical perspective in assisting healthcare startups realize their visions. Experience: Tzu-Chi University Medical School; Neurology Resident, Chang-Gung Memorial Hospital; Attending Physician, Taipei Tzu-Chi Hospital; Attending Physician, Hualien Tzu-Chi Hospital.



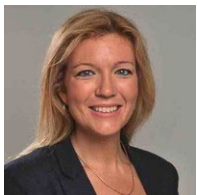
## **Ian Johnston, Senior Investment Associate, The Engine**

Ian is a Senior Associate at The Engine. From his previous position at Putnam Associates, Ian brings experience addressing key business and therapeutic development questions for biopharmaceutical and healthcare clients. Before this, Ian worked at the Penn Center for Innovation, assessing technologies for their patent and market potential. Ian holds a PhD in Pharmacology from University of Pennsylvania. Ian received his BS in Biomedical Engineering from Rutgers University.



## **Kristin Thompson, VP, Chief Business Officer, eureKARE**

Kristin Thompson is former head of strategic partnerships in microbiome at Bioaster. Before that, Dr. Thompson was senior BD manager at Famar and BD manager of the French biotech company DaVolterra. She worked in research at French INSERM and the University of North Carolina, Chapel Hill. She holds a PhD in molecular biology from the University of Ulm, Germany.



# 1:00 – 1:50 PM | DIAGNOSTICS INVESTOR PANEL

*Next-Gen Tech Changing Treatment Paradigms*

This panel focuses on investments in innovative diagnostics, ranging from IVD, genomics, precision medicine, and more. Topics may include:

- Current areas of interest
- Current challenges in this ecosystem – Navigating the competitive landscape
- Commonly observed red flags
- Successful deals

Panelists will discuss how companies can successfully fundraise for their budding diagnostics technology and the best way to successfully approach and develop a relationship with relevant investors. Panelists will also explore current areas of interest and why they are relevant, as well as developmental and regulatory hurdles and how companies can address these problems to attain key milestones.



## **David Fogel, Member of Screening & Due Diligence Committees, Mass Medical Angels**

David Fogel is Managing Director of Swifton CFOs LLC, an outsourced CFO firm that provides emerging businesses with strategic and cost-effective financial leadership. David has been an active presenter and panelist with TechStars, MassChallenge, CleanTech Open, The Venture Forum, Greentown Labs, MIT Enterprise Forum Smart Start Program, M2D2 and YouthCities. He is also an active member of the screening and due diligence committees of Beacon Angels, TiE Boston Angels and Mass Medical Angels. David also is an Adjunct Instructor at Northeastern University and WPI.



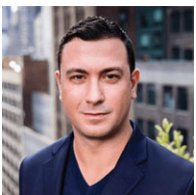
## **Bruce Cohen, Venture Partner, Xeraya Capital**

Bruce Cohen is a Venture Partner with Xeraya Capital and CEO of Anergent Pharmaceuticals. He was the founding President and CEO of Acacia Biosciences, Cellerant Therapeutics and VitaPath Genetics. He also served as CFO at GeneSoft Pharmaceuticals and held senior positions in business development and marketing at Sequus Pharmaceuticals and at Baxter. Bruce holds a BA, cum laude and an MA from Tufts University, as well as an MBA with distinction from Harvard Business School.



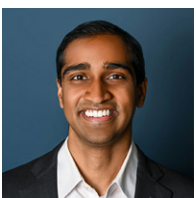
## **Robert Higginson, Partner & Gatekeeper, Par Equity**

Robert Higginson, a co-founder of Par Equity, sits on a number U.K. and U.S. Boards. He is the gatekeeper for new investment opportunities and responsible for the firms' technology infrastructure. Starting in 1980 he spent his career developing hardware, software, and communications products, built on emerging technologies. Based in various European countries and the U.S. he advanced into senior strategy positions within blue-chip organisations, before becoming an investor on his own account. Having returned to the U.S. in 2017 he focuses on building the U.S./U.K. business and on Health Technology.



## **James Murray, Partner, ExSight Ventures**

James is a co-founder and partner at ExSight Ventures where he has helped lead the firm's investments in twelve transformative ophthalmic companies, including two diagnostic companies: Envision Diagnostics and Novai. He serves on the boards of Re-Vana Therapeutics, a Northern Ireland pharmaceuticals and drug delivery company, the Usher III Initiative, a nonprofit dedicated to finding treatments for Usher III patients, and Nectar Services, an unaffiliated UCaaS company. James is a board observer at 2C Tech, a pioneering nanoparticle company. He is admitted to practice in the State of New York and is a member of the Association of the Bar of the City of New York where he served as Chair of the Emerging Companies and Venture Capital Committee.



## **Akhilesh Pathipati, Partner, MVM Life Science Partners**

Akhilesh is a Partner at MVM, a growth equity firm investing in innovative healthcare companies. Prior to MVM, he practiced medicine as a resident at Beth Israel Deaconess Medical Center and Signature Healthcare Brockton Hospital. In addition, his research on healthcare systems has led to more than a dozen scientific publications and 50 articles in the popular press, including in The Washington Post and Scientific American. Akhilesh received an MD at the Stanford School of Medicine and an MBA at the Stanford Graduate School of Business. He also holds an AB magna cum laude with highest honors from Harvard University.



## 2:00 – 2:50 PM | STRATEGIC PARTNERS PANEL

### Looking Beyond Traditional Equity Investments

Traditional equity investments are not the only path for companies seeking to move their companies forward. Strategic partners are not only a potential exit, but can partner with an early-stage company, lending expertise and resources. Outside of co-development, licensing can provide an alternate source of funding, allowing companies to take their pipeline in one direction, while a strategic develops it in another. Panelists may discuss the following topics:

- How does a strategic choose a particular path for their partnerships?
- Do companies have different standards/requirements for different types of partnerships?
- At what stage should a company approach a strategic?

Strategics play a significant role in the industry, helping companies develop and fostering innovation alongside their future strategic visions. Panelists will provide companies with insight into the differences in how they operate from traditional venture, whether an equity investment, a co-development partnership or a licensing deal.

#### **Fiona Mack, VP, Head, Cell and Gene Therapy Co.Lab Cambridge, US, Bayer**

VP Head of CoLABorator US, Bayer, Fiona is responsible for external engagement, innovation sourcing, company onboarding, portfolio management, operational excellence, educational programming and P&L. In this role, she catalyzes and supports the translation of science and technology into valuable solutions for patients and consumers across the pharmaceutical, medical device, consumer, and healthtech sectors. Fiona earned her Ph.D. in Cell and Molecular Biology from the University of Pennsylvania and her undergraduate degree in Biology from Cornell University. She has led cross-functional teams at Pfizer, Roche and Ipsen to identify and evaluate opportunities based on their scientific merit and strategic alignment with oncology/immuno-oncology and rare disease portfolios. Her innovative work has been published in high impact journals and she also has several granted patents.



#### **Alex de Winter, Vice President of New Ventures, Danaher Corporation**

Alex de Winter is with Danaher Equity Ventures, where he invests in life sciences tools and clinical diagnostic startups. Prior to Danaher, he was a managing director at GE Ventures, where he invested in precision medicine startups like Labcyte, Raindance, Singular Genomics, Syapse, and Veracyte. Alex previously worked at Mohr Davidow Ventures, and was a research scientist at Pacific Biosciences and 454 Life Sciences. Alex earned his PhD in Chemistry from Stanford, his MBA from UC Berkeley, and his BA in Chemistry and English from Amherst College.



#### **Dov Shamir, Founding Head of Elementa Labs & Senior Manager, Entrepreneurship, Mount Sinai Innovation Partners**

As the Founding Head of Elementa Labs, Dov leads the Mount Sinai Health Systems efforts to identify and grow a portfolio of healthcare and biotechnology startups to improve patient outcomes and operations at the health system. Since Fall 2021 the incubator helps strategically position external healthcare and biotechnology startup companies for the next stage in their development. Dov has leveraged his expertise in scientific and operational aspects of startup creation and growth, as well as his network of investors, partners, and mentors to support founders and position their companies for future success. Dov has a multidisciplinary background that covers neuroscience, immunology, engineering, and finance. He earned his PhD in Neuroscience and Physiology from NYU's Grossman School of Medicine. Dov also holds certificates in Corporate Finance from NYU's Stern School of Business and a bachelor's degree in economics from Yeshiva University.



#### **Tingting Zhang-Kharas, Head, Johnson & Johnson Innovation - JLABS US Northeast, Johnson & Johnson Innovation**

Tingting Zhang-Kharas is the Head of JLABS US Northeast at Johnson & Johnson Innovation, overseeing JLABS operations in NYC, Boston, and Philadelphia. She is responsible for sourcing and leading diligence for JLABS applicants and prospective companies in alignment with J&J focus areas to ensure strategic fit. She brings extensive experiences and deep expertise in External Innovation and Business Development from her prior leadership roles at IPSEN, Eli Lilly and Company, and from her earlier career in biopharma consulting at Navigant and technology transfer at Memorial Sloan Kettering Cancer Center. Tingting holds a Ph.D. in Immunology from Harvard University and a Bachelor of Medical Sciences from Peking University Health Science Center.



#### **Michael Hansen, Innovation Scouting Director - North America, Eppendorf**

Mike develops relationships and the Epic regional network in the North American life science ecosystem. His role is to identify investment and partnering opportunities in the U.S. and Canada. Mike has extensive professional experience in the life science sector. His past roles include Director Business Development & Licensing at Roche Diagnostics, Vice President BD & Licensing at Myriad Genetics and Senior Director Innovations – Life Sciences at Cleveland Clinic. He studied microbiology and holds a PhD in microbiology and immunology from Indiana University. In addition, he is a Certified Licensing Professional (CLP) via the Licensing Executive Society and obtained an MBA in marketing-economics from the Kelly School of Business at Indiana University.





# 3:00 – 3:50 PM | FAMILY OFFICES PANEL

## Perspectives on Early-Stage Investments

This panel focuses on understanding how family offices view direct investments in early-stage healthcare opportunities (seed – series A) and how they differ from and compare to VCs. Topics may include:

- Primary differences between institutional VCs and family office investors
- How family offices source investments / how to get on their radar
- Trends in the early-stage healthcare investment space

The primary goal of this panel is to help entrepreneurs understand how family offices view early-stage investments in the healthcare space and best practices for approaching, pitching, and working with these groups as well as debunking some common misconceptions about family offices.

### **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.



### **Hewmun Lau, Principal, Broadview Ventures**

Hewmun shares responsibility for the day-to-day investment activities at Broadview Ventures, including identification and screening of new opportunities, due diligence, negotiation of deal structure, and portfolio company board involvement. Previously, Hewmun was at Merrimack Pharmaceuticals, most recently as Director of Corporate Development, where she led the company's BD activities. Her prior positions within Merrimack include Associate Director of New Product Planning and Senior Manager of Commercial Analytics. Before Merrimack, Hewmun was a Senior Consultant at Navigant Consulting. Client engagements ranged from commercial opportunity assessment to launch strategy and product lifecycle management. Hewmun began her career in research including positions at Millennium Pharmaceuticals and McLean Hospital. Hewmun holds a B.S. in Biochemistry, Biology and Economics from Brandeis University, an MBA from MIT and a M.S. from the Harvard-MIT Program in Health Sciences and Technology. Hewmun currently holds board roles at Basking Biosciences, Antag Therapeutics, Renovacor, and ZZ Biotech.



### **Jayson Rieger, Managing Partner, PBM Capital**

Dr. Rieger supports new investment evaluation, deal sourcing and provides technical and business support for portfolio companies. Jayson has over 20 years experience in cross-functional scientific and business leadership roles spanning business development, research operations, drug discovery and product development in the life sciences industry. He is an entrepreneurial-minded scientist and business leader with material involvement in multiple successful investor exits and drug approvals. Jayson obtained his Ph.D. from the University of Virginia in Chemistry, has an MBA from the Darden Business School and earned his B.A. from Rollins College.



### **Muneer Satter, Founder, Satter Investment Management**

Mr. Satter manages Satter Investment Management, a family office, and Alerce Investment Management, a private investment firm that invests in Life Science companies. He is a Director of Annexon Biosciences, an autoimmune and neurological diseases company. Additionally, he is currently involved in Alzheon, which is taking an orally administered plaque-preventing drug for treating Alzheimer's disease through Phase II trials this year. Mr. Satter was a partner at Goldman Sachs, where he spent 24 years, joining the merchant bank when it had \$250 million of assets under management. When he retired, it had \$130 Billion of assets under management. He was Global Head of the Mezzanine Group in the Merchant Banking Division, where he raised and managed over \$30 billion of assets. He was a senior partner of the Investment Committee and the Chairman of the Risk Committee. As a former Goldman Sachs executive, Mr. Satter is the Vice Chairman of the board of the Goldman Sachs Foundation, and GS Gives, which is part of Goldman Sachs that runs the company's charitable giving efforts. Mr. Satter is the Investment Committee's Chairman, overseeing over \$1 billion in assets.



### **Anthony Viscogliosi, Principal and Founder, Viscogliosi Brothers**

Anthony G. Viscogliosi is an accomplished chief executive, entrepreneur, and business strategist with a proven track record for leading businesses across all phases of development -- from startup through commercialization to business expansion and strategic sale. He has founded more than 20 companies and investment funds in the neuro-musculoskeletal/orthopedic industry and serves or served as chairman, executive chairman, CEO, president, managing director, or managing member of more than 15 businesses. Mr. Viscogliosi co-founded Viscogliosi Brothers, LLC (VB) along with his two brothers, John and Marc. Today VB is the leading merchant bank and venture capital firm focused on the neuro-musculoskeletal/orthopedic industry. VB has formed, is an early-stage or angel investor in, or has been involved in operations and strategy of more than 20 companies to date. VB, its funds, or affiliates have invested in companies that have sold for more than \$1.3 billion in exit proceeds in the last 17 years. Mr. Viscogliosi has participated in raising more than \$500 million in capital for businesses in the orthopedic industry.



# 4:00 - 4:50 PM | AI IN HEALTHCARE PANEL

## *Integrating Science and Technology to Create Disruptive Innovations*

This panel focuses on the many applications of AI in healthcare, from pathology applications to diagnostics to personalized medicine. Topics may include:

- What are investors looking for when evaluating companies in this space
- Where is AI in healthcare now and where is it going
- What are the current challenges facing AI, including regulatory challenges

In recent years, numerous technologies integrating AI have come up in the life sciences & healthcare industry. From drug discovery platforms to remote patient monitoring, AI plays a big role in a lot of the up and coming startups in this space. In this panel, we hope to uncover areas that pique investors' interests at this current time. In addition, panelists can discuss the associated risks, such as regulatory or ethical complexities, data quality, among others.

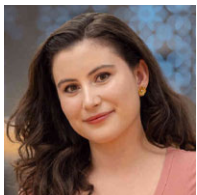
### **Martin Gershon, Managing Partner, Endeavor Venture Fund & Venture Studio**

Dr. Gershon is Managing Partner/CIO Endeavor Life Science Funds-Venture Studio. He's a renowned healthcare investor, strategist, entrepreneur. He's been featured on CNBC and in numerous conferences/publications as one of the best minds in life sciences and a "futurist". He's been designated by Standard&Poor's as a top 100 "Healthcare Industry Leader", and since 2009 developed a broad ecosystem at Endeavor investing in 69 groundbreaking companies like Moderna, providing financing and strategic assistance for development, growth, and commercialization from Seed to Series B. Dr. Gershon has served as Senior Advisor to Fortune 500, including McKinsey, Goldman, Bain, BlackRock, Tiger Global, Bristol-Myers, Pfizer, Novartis. He's a former Sloan-Kettering Mayday Fellow, neuroscientist, oncologist-immunologist, FDA attorney, Lecturer/Professor of Healthcare Economics & Finance Harvard, MIT, Johns Hopkins, Columbia, and Lead Mentor for Techstars.



### **Gabriella Garcia, Investor, Two Sigma Ventures**

Gabriella Garcia is an Investor at Two Sigma Ventures, an early-stage fund investing in companies using data science and advanced engineering to transform the future. At TSV, Gabriella leads investments in startups that fit within the following categories - DeepTech, Infra, TechBio, and Dev Tools. Prior to joining Two Sigma Ventures, Gabriella worked as a software engineer at Facebook, a mechanical engineer at Apple, and a product manager at Google. Most recently, Gabriella worked as the PM Lead for Banking on Google's Payments Platform, which powers payments across Google products including Ads, YouTube, and Google Cloud. Gabriella holds a BS degree in Mechanical Engineering and Computer Science from Massachusetts Institute of Technology (MIT).



### **Shahram Hejazi, Partner, BioAdvance**

Dr. Shahram Hejazi is Managing Director and CEO of BioAdvance. He serves on the boards of Halo Labs, WellTrackOne, Talex Medical, Bainbridge Health, RightAir, Oncora Medical, Wellsheet and Keriton. He is the Chairman of Philadelphia Pediatric Device Consortium at CHOP. Shahram is also the 2014 James Wei Visiting Professor of Entrepreneurship at Princeton. Previously, Shahram was the President of Kodak's life science division, the CEO of Zargis Medical, and the Head of the Strategic BD group at Siemens. Earlier, Shahram held R&D management positions at Kodak and IBM. In addition to BioAdvance, Shahram is also the Chairman of the advisory board of Integral Molecular. His past Board responsibilities includes FDA Industry Advisory Panel Member for Molecular and Clinical Genetic Devices, Fox Chase Cancer Center, Bioscan, Alpha Innotech. Shahram is the author of over 10 publications and has a PhD in electrical engineering (SUNY Buffalo) and an executive business education (Stanford).



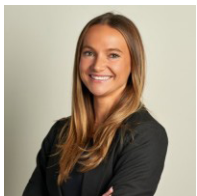
### **Parasvil Patel, Partner, Radical Ventures**

Parasvil Patel is a Partner with Radical Ventures where he works with entrepreneurs building and deploying AI technologies. He has been involved with Radical's investments in Cohere, ClimateAi, Enriched Ag, Graft, Pixxel, and V7 Labs. Prior to joining Radical, Parasvil was with KKR where he worked on diligence and portfolio value creation efforts across multiple asset classes including growth equity and private equity. Parasvil holds an MBA with High Distinction from Harvard Business School, where he graduated as a Baker Scholar. During business school, he led business operations for an early stage cloud infrastructure startup. Parasvil started his career as a consultant with BCG where he advised senior management in US and India on strategic and operational topics. He received a B.Tech. in Electrical Engineering from IIT Bombay.



### **Abigail Risse, Investor, Hyperplane Venture Capital**

Abigail Risse is on the investment team at Hyperplane, an early-stage venture capital fund in Boston investing in B2B applications of novel AI/ML and automation technology since 2015. Abigail studied mechanical engineering and focused primarily on medical devices, specifically on prosthetic and orthopedic robotics. Abigail worked as an engineer at iRobot working on new renditions of robotic home products. At Hyperplane, Abigail focuses on industries of healthcare and supply chains, but enjoys evaluating early-stage companies regardless of the vertical. Outside of Hyperplane, Abigail is a spin instructor for the Equinox Boston studios and has a German Shepherd named Stella.







Burns Levinson



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# 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 2023 RESI Conference.

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# 9:00 AM - 4:50 PM | INNOVATOR'S PITCH CHALLENGE TRACK 1

Location: Lobby Avenue 34 - Studio 1

## Pitch Company

9:00 - 9:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #1  
MEDICAL DEVICES



10:00 - 10:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #2  
DIAGNOSTICS



11:00 - 11:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #3  
MEDICAL DEVICES



1:00 - 1:50 PM  
INNOVATOR'S PITCH  
CHALLENGE #4  
MEDICAL DEVICES



2:00 - 2:50 PM  
INNOVATOR'S PITCH  
CHALLENGE #5  
LIFE SCIENCE TOOLS



3:00 - 3:50 PM  
INNOVATOR'S PITCH  
CHALLENGE #6  
DEVICES & DIGITAL  
HEALTH



4:00 - 4:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #7  
DIGITAL HEALTH





# 9:00 - 9:50 AM | SESSION 1 - MEDICAL DEVICES

Location: Lobby Avenue 34 - Studio 1



## Easel #9

Ansana is developing and marketing an innovative sterilization technology for healthcare & pharmaceutical industry. The technology is an intelligent sterilization container, guaranteeing sterility and traceability in the hospital and industrial flows. Ansana has exclusive rights to a global and unique patent portfolio. The technology is significantly reducing patient risk, significantly improving the ecological footprint, while reducing cost and improving flows.



## Easel #40

Insight Medbotics is developing robotics that work seamlessly across standard OR and office settings, and even in MRI. So, physicians can use the best available imaging technology to guide their minimally invasive robotic procedures with improved accuracy and reduced burden on staff. Our flagship system, IGAR, is poised to become the world's first FDA-cleared MRI-compatible robot. We envision better targeted care for everyone.



## Easel #3

Light Line Medical is solving one of the greatest causes of morbidity and high cost in medicine today - infection from invasive catheters (dialysis, urinary, ventilators and vascular). These infections are life-threatening and difficult to treat complications, particularly from antibiotic resistant microbes which are the third leading cause of death worldwide. Light Line Medical is the first to use visible light to disinfect catheters via a patented light delivery system that uniformly irradiates the internal and external surfaces of an indwelling catheter. This prevents infections long term, is safe for human tissue, does not degrade catheter materials, and has no antibiotic resistance issues. Light Line Medical has a robust patent portfolio to commercialize its visible light technology (30 issued, 19 pending, FTOs), has conclusive animal & in vitro data demonstrating the antimicrobial efficacy of its technology, and has won several awards (AMA, NASA, USPTO, etc.).



## Easel #10

Novaurum Bio, a Boston-based biotech company spun out from Northeastern Univ., strives to create the first coating for implantable medical devices that addresses both infections and tissue regeneration while further protecting the surface of implants against corrosion and degradation. The patented coating technology developed by Novaurum called AuPEC (Augmented Protection and Enhancement Coating) creates a layer of inert human cells that have been induced to produce metal nanoparticles. It is extremely resistant to the formation of biofilm once implanted in the body, a necessary precursor to infection, which has been shown to reduce bacterial growth by over 90% in in-vitro studies. At the same time, the inert cell-based coating is recognized by the body and is highly conducive to tissue regeneration and implant integration.



## 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)

# 10:00 - 10:50 AM | SESSION 2 - DIAGNOSTICS

Location: Lobby Avenue 34 - Studio 1



**Easel #7**

Adiposs SA is a clinical-stage Swiss life science company developing ImageBAT, the first and only medical imaging product for brown fat. It is a platform technology with multiple indications, namely in cancer and obesity. Adiposs' go-to-market focus is on oncology because ImageBAT scan predicts the response to cancer immunotherapy, the emerging gold standard of cancer therapy. The Company has finished phase 1 human clinical trial and is ready to start phase II clinical development in oncology.



**Magnostics**  
**Easel #12**

Magnostics is an Irish bionanotech start-up that has developed a blood test for rapid diagnosis of Acute Mesenteric Ischemia (AMI). This test could reduce AMI mortality rates by up to 75% while addressing a market that we estimate to yield €115M ARR (2032).



**Easel #17**

Develop genetic analysis technology to help those with rare diseases recover the quality of life, who might be easily socially alienated without our technology. Provide Bio-IT fusion technology, optimal solutions and services in order to help rare disease patients lead a happy life through diagnosis, monitoring and care - Rare Disease Diagnosis : Diagnosis of rare diseases using top-notch NGS (Next Generation Sequencing) technology - Artificial Intelligence-based Precision Medicine : Diagnose with AI-based analysis technology and provide MDs with critical test results - Recommend treatment information : Optimize analysis pipelines, reduce TAT (Turnaround Time), recommend treatment methods using AI technologies, therefore prevent permanent disability of patients Rare genetic disease diagnostics



**Easel #27**

NeuroVEP by NeuroFieldz is an AI-powered mobile diagnostic tool designed for rapid vision and brain assessments. It is the first device that integrates brain monitoring with a visual display headset. This innovative product measures Visual Evoked Potentials (VEP) in response to visual stimuli, offering new diagnostic tests for conditions such as glaucoma, macular degeneration, optical neuropathies, and amblyopia. Machine learning AI algorithms are used extensively to decode the neuro-ophthalmic electrophysiological VEP signals. The rapid test is completely objective, requiring no patient response, and easily integrates into clinical workflow. The system has been field-tested on 200+ patients with various neuro-ophthalmic disorders. NeuroVEP is unique due to its portability, reduced setup and testing times, and its ability to introduce new diagnostic tests and expand existing clinic-based practices for ophthalmologists, optometrists and neurologists. NeuroVEP addresses a critical need in a market with a SAM of \$2.3B and a TAM of \$20B.



# 11:00 - 11:50 AM | SESSION 3 - MEDICAL DEVICES

Location: Lobby Avenue 34 - Studio 1



CARI Health is developing a wearable remote medication monitor to enable personalized dosing and real-time adherence monitoring. CARI's solution combines proprietary core sensing technology with just-in-time intervention software, mobile apps, data, and AI to detect medication levels in real-time. Along with its initial focus on regulating methadone for opioid treatment, CARI Health is looking to expand its use case in medication adherence and monitoring. Managing medication combined with enabling patients to prove compliance remotely will make treatment more compelling for new patients, more convenient for current patients, and result in longer adherence for both, all at a lower total cost of care for payers.



Odne is an upcoming disruptor in the field of endodontics. The company fundamentally changes how treatments in this vertical are done, enabling any dentist to perform a root canal treatment - with unprecedented success rates and ease of use in 50% of the time.



**Easel #14**

RECENT FDA CLEARANCE! TAS Medical seeks to save lives, reduce length of stay and save healthcare hundreds of millions of dollars each year by way of reducing wound dehiscence and converting surgical procedures to minimally invasive surgery. We have developed a simple solution with strong intellectual property (I.P.) around a first in class minimally invasive solution for ventral hernia and tissue approximation that utilizes medical grade zip-straps to quickly and effectively close surgical incisions and hernia defects.



**Easel #16**

VoxNeuro develops leading-edge EEG-based brain performance software with a mission to give everyone's brain a voice. The company's first in-market product, VoxNeuro CORE, is an FDA-registered and fully reimbursable 30-minute cognitive health assessment that uses established neuropsychological and cognitive tests in combination with EEG-based software to objectively score cognitive function. As patients undergo testing, event-related potentials are recorded using EEG and are instantly analyzed against a normative database, delivering quantitative scores for three cognitive domains: Attention & Concentration, Information Processing and Memory. VoxNeuro CORE is a repeatable assessment that is not affected by factors that confound behavior-based evaluations, providing an efficient and reliable method of tracking cognitive changes over time. VoxNeuro also has diagnostic products in research and development for Concussion and Alzheimer's disease, which will be the first among its diagnostic product line. Concussion and Alzheimer's patients are currently being tested in our clinical research study at Boston University.



# 1:00 - 1:50 PM | SESSION 4 - MEDICAL DEVICES

Location: Lobby Avenue 34 - Studio 1



**Easel #33**

CELLF-BIO is a clinical stage start-up bioengineering company, pioneering regenerative stem cell medicine-based therapies for common functional digestive disorders and neurodegenerative diseases of the GI tract. CELLF-BIO is returning function to the gut, using regenerative medicine approaches (bioengineering tissue and cell therapy) to treat patients with debilitating neurodegenerative diseases of the gut. CELLF BIO is running a Phase 1 clinical trial for its first product, BioSphincter an autologous bioengineered sphincter made of smooth muscle and neural stem cells to treat patients with fecal incontinence (FI). The company is also pursuing pre-IND development and research that is underway for a minimally invasive, autologous cell therapy for patients suffering from Gastroparesis.



RegendoDent Inc.

**Easel #8**

RegendoDent, Inc.'s vision is to equip dental clinicians with regenerative dentistry products to deliver excellent oral and systemic health for all. The company's initial product, RegendoGEL, is a first-in-kind treatment for dental pulp and dentin regeneration. RegendoGEL harnesses the regenerative properties of natural dental pulp to heal the tooth, by promoting natural dental pulp and dentin formation. Initially targeting the 3-7 million vital pulp therapy procedures done annually in the US, primarily by pediatric dentists, RegendoGEL will expand the \$2B regenerative dentistry market currently focused on bone and enamel. The company's technology was developed at Tufts University and the Oregon Health & Science University. RegendoDent has been supported to date by grants from the National Institute of Dental and Craniofacial Research and Delta Dental.



SYMPAL

**Easel #13**

Sympal is drastically improving both the standard of care and the fraction of cases that can be addressed with clear aligners. By considering the face, airway, and TMJ, and not just the teeth, Sympal offers a safer alternative to traditional clear aligners.



**Easel #24**

Windmill is developing the TORVAD, an innovative blood pump with the potential to improve outcomes and extend heart failure patient's lives. Left ventricular assist devices (LVADs) are implanted in heart failure patients awaiting a heart transplant or as treatment for survival. The TORVAD simulates the native heart's physiology by gently handling blood while providing pulsatile, synchronous flow that automatically responds to the patient's physiological needs. These advantages will reduce currently reported LVAD adverse events and expand utilization of LVAD technology to a broader patient population.

## 2:00 - 2:50 PM | SESSION 5 - LIFE SCIENCE TOOLS

Location: Lobby Avenue 34 - Studio 1



**Easel #6**

ABLE Labs is a pioneering biotech firm headquartered in Korea, committed to democratizing the bio-research landscape with groundbreaking automation solutions. At the heart of our mission is Notable, our flagship Liquid Handling Robot, designed to bring precision and efficiency to every bio-laboratory. Challenging the status quo, ABLE Labs seeks to make automation accessible beyond just elite institutions, ensuring even smaller laboratories can harness the power of state-of-the-art technology. Drawing parallels to the early vision of Opentrons, our approach is rooted in affordability without compromising on quality or performance. As we navigate the evolving demands of bio-research, ABLE Labs remains steadfast in its commitment to enhancing lab processes, reducing human error, and accelerating scientific discoveries. Our ambition doesn't just stop at hardware; we're innovating at the intersection of software and biology, ensuring seamless integration and intuitive user experience. Join us as we reshape the future of bio-laboratory operations.



*In vitro solutions for in vivo results*

**Easel #26**

Ananda Devices Inc. is a fast growing, revenue generating Canadian biotools company offering a proprietary platform technology to accelerate and derisk the development of therapies targeting neurological diseases. Our recurrent customers are F500 pharmaceutical companies in 14 countries and the FDA. The main advantages of our technology are faster and robust acquisition of human data (response to toxins and therapy); generation of more predictive data of compounds? safety and efficacy prior to exposure to humans; and reduction of animal experimentation. Combined with adequate computing power, this technology offers a unique approach for the development of better and safer medication; to predict outbreaks and epidemics and to increase environmental safety. We are seeking investors for a Seed Round to launch an artificial intelligence platform to predict the efficacy and toxicity of new therapies and lead the \$6 Billion neurotoxicity market.



**Easel #34**

StemCultures provides controlled-release growth factor media additives. This technology overcomes the fluctuations in growth factor levels due to half short half-life, eliminating the need for daily feeding and unknown growth factor concentrations in media. Providing stable growth factor levels reduces feeding to 2-3x a week, saving on media and labor. This reduces unwanted spontaneous differentiation while enhancing pluripotency to improve differentiation efficiency and organoid production.



**Easel #25**

Thrive Bioscience, a leader in live cell imaging, 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's instruments automatically collect extensive and comparable images/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 that use machine learning to improve experimental assays and research insights for key drug discovery workflows. Thrive has raised \$37M to-date and is in the last few weeks of closing its \$10M Series B Convertible Note (just increased to \$12M). Thrive is also seeking \$5M of financing for an acquisition of a small profitable company and targets a \$15M Series B later 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 each for use in infectious disease research, stem cell research, drug screening, and in vitro fertilization (IVF). Thrive has limited competition and has filed 86 patent applications of which 38 have issued.

# 3:00 - 3:50 PM | SESSION 6 - MEDICAL DEVICES & DIGITAL HEALTH

Location: Lobby Avenue 34 - Studio 1



**Easel #46**

etectRx, Inc. is a digital health technology company. We deliver a unique combination of intelligent software, services, and connected sensors built on the eBurst platform, our core wireless technology. eBurst fills an unmet need for a new class of battery-less, disposable, ingestible, implantable, and wearable sensors for remote monitoring of many widespread health conditions. Our FDA-cleared ID-Cap™ Ingestion Event Monitoring System and our eBrief Intelligent Incontinence Monitoring System are two examples of health sensors enabled by eBurst.



**Easel #36**

Autism rates keep rising worldwide, the costs are skyrocketing, yet currently there are no FDA approved pharmacological or device treatments that target its core symptoms. JelikaLite is developing Cognilum - a non-invasive brain stimulation medical device for autistic individuals, designed to improve communication, focus and social skills. To date - we built a functioning prototype, conducted 3 successful clinical trials with children, received FDA breakthrough device designation, received National Science Foundation grant, have patents, have global commercialization partners and raised over \$2MM (NY Ventures, Brain Foundation, BioVerge, Mount Sinai, angels). We have an effective multidisciplinary team. Our vision is to provide non-invasive, personalized and effective treatment through a transformational neuromodulation platform to children affected by neurological disorders worldwide. We are raising funds needed for the Pivotal Trial - required for FDA marketing approval through de-novo - and we are looking for partners and investors.



**Easel #22**

Kai Health's vision is to empower embryologists to make data-driven decisions. Our flagship product helps embryologists to select the most viable embryo for transfer by analyzing thousands of embryo images and clinical data. This approach demonstrates over 25% higher accuracy compared to existing methods, leading to improved pregnancy rates per cycle, reduced time to conception, and lowered costs



**Easel #32**

Magnetic Tides is designing and building a patented device for non-invasive brain stimulation (NIBS) that advances the understanding of human brain function and enables innovative treatments of psychiatric and neurological disorders such as depression and stroke. We have developed a radically new NIBS device, called kTMP. With kTMP we can safely and robustly alter neural excitability while minimizing participant discomfort. kTMP produces a continuous electric field of variable intensity, frequency and amplitude modulation so treatment can be individualized to each patient's needs. By targeting frequency-specific brain waves we have the potential to restore healthy rhythms to an injured brain. The stimulation is focal, enabling targeting of specific brain regions and the stimulation is imperceptible. There are no uncomfortable side effects. kTMP provides clinicians with a promising new safe intervention that may effectively treat neurological and psychiatric disorders without drugs, side effects or surgical intervention.



# 4:00 - 4:50 PM | SESSION 7 - DIGITAL HEALTH

Location: Lobby Avenue 34 - Studio 1



## **Easel #45**

Arcascope is a circadian health management platform helping people reclaim control of their time. Through wearable devices and personalized behavioral recommendations, we help shift workers quickly adapt to changing work schedules, travelers adjust faster to new time zones, and people of all backgrounds improve their long-term health and happiness. Our technology leverages decades of research from the University of Michigan and Harvard to non-invasively track a person's circadian time via validated machine learning models of the suprachiasmatic nucleus. We have previously brought B2C apps for shift workers (Arcashift), jet lagged travelers (Arcajet, formerly Entrain), and patients with cancer-related fatigue (Arcasync) to market. Currently, we are developing chronoRCT, a software platform to help control for time-of-day effect in clinical trials, thereby rescuing trials that would have otherwise failed. We have previously raised a \$2.8M seed round and have received \$2.2M in NIH SBIR funding.



## **Easel #38**

Molecular You is a Vancouver-based health transparency company founded in 2014 by world-leading scientists and clinicians to solve the visibility gap in healthcare. Our early detection blood analytics reduces the gap between health assumptions and reality, using rich insight into an individual's pre-symptomatic health trends. The results equip risk-bearing entities and practitioners to predict future health costs with unparalleled accuracy, while enabling individuals to understand and act on their health risks - making health more transparent for both payers and individuals. Their leading-edge platform is powered by AI-assisted quantitative proteomics and metabolomic blood testing with companion analytics. This unique method delivers low-cost, accurate testing of hundreds of blood biomarkers from a single draw. We are entering the US market by offering biometric testing and a health and wellness app to individuals within health plan coverage groups. Data roll up into population health dashboards, providing health visibility to key decision makers.



## **Easel #4**

Neurive is pre-clinical-stage company taking a targeted approach in the development of electroceutical medical device for the treatment of variety of degenerative brain disease. Neurive has developed ASENS (Auricular Sound and Electric Nerve Stimulation) technology and it can stimulate auricular branch of vagus nerve effectively. By this technology we can increase brain plasticity and brain function. We are doing clinical trial for medical device approval from KFDA and planning to do another clinical trial for FDA approval in US. Neurive has global partnership with Spaulding rehabilitation hospital (teaching hospital of Harvard medical school)



## **Easel #28**

S-Alpha Therapeutics is a Digital therapeutics company developing innovative solutions for disease with unmet medical need. Our solution, MySATY-Nun, is Software as a Medical device intended to delay the progression of myopia in children. The software algorithm modulates the level of factors in the progression of myopia and has game-like features to provide children with a simulated environment more like outdoors, which can be conducted indoors. S-Alpha has completed proof-of-concept clinical study in Korea, where there is a high prevalence of myopia in children. S-Alpha is currently running exploratory pilot study in US. Our mission is to provide a safe and effective treatment for pediatric myopia and reduce the risk of myopia-related visual impairment and blindness.



**S<sup>2</sup> Bridge = Shinhan x Start-up + Bridge**

『Shinhan S<sup>2</sup> Bridge』 is a platform that links as a bridge between startups and Shinhan Financial Group, a leading financial group in the Republic of Korea, for building an ecosystem for innovative growth, global expansion, and promotion of growth of startups into unicorns.

Based on its experience in fostering and investing in startups, Shinhan Financial Group has founded and operated the Shinhan Square-bridge a startup development platform that combines incubation, acceleration, open innovation, and global networks.

With 『S<sup>2</sup> Bridge』, Shinhan Financial Group will discover startups with innovative technologies and will support them grow into innovative startups leading the 4th Industrial Revolution to become new global unicorns.

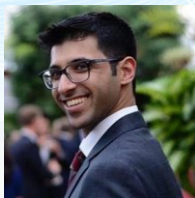


Incheon Metropolitan City and Incheon Free Economic Zone Authority (IFEZ) is located in the center of the Northeast Asian Economic Zone (Songdo) and actively works to create an innovative Startup Ecosystem. Based on world-class business infrastructure, the city of Incheon is creating synergy through high-tech industries and collaborations with renowned industries, universities, and research institutes to create a leading global market. Through these efforts, Incheon seeks to leap forward as the world's largest bio-healthcare complex and lead the 4th industrial revolution. Leading domestic and international bio companies have moved in and are actively engaged in business activities.

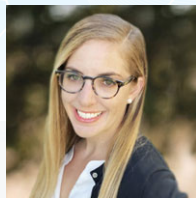
In the future, Incheon will flourish with synergistic accomplishments through the establishment of a bio-convergence industrial technology complex. Presenting a new role model for future smart cities and establishing an urban innovation platform, Incheon Metropolitan City and IFEZ seek to become an eco-friendly city where people and nature co-exist.



# PITCH SESSION JUDGES



**Daniyal Hussain**  
Executive Director,  
Technology Business  
Development  
GSK



**Jenna Aronson**  
Principal  
*Two Bear Capital*



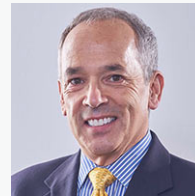
**Gennady Bratslavsky**  
Co-Founder  
*Avicella Ventures*



**Travis D'Cruz**  
Associate Director, Early  
Innovation Partnering  
*Johnson & Johnson  
Innovation*



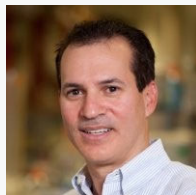
**Benjamin Chen**  
Venture Partner  
*Panacea Ventures*



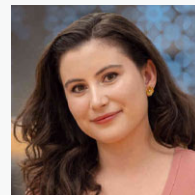
**Bruce Cohen**  
Venture Partner  
*Xeraya Capital*



**Nicola La Monica**  
Senior Director, Infectious  
Disease, Scientific  
Innovation  
*Johnson & Johnson  
Innovation*



**David Fogel**  
Member of Screening  
& Due Diligence  
Committees  
*Mass Medical Angels*



**Gabriella Garcia**  
Investor  
*Two Sigma Ventures*



**Martin Gershon**  
Managing Partner  
*Endeavor Venture Fund &  
Venture Studio*



**Tingting Zhang-  
Kharas**  
Head, Johnson &  
Johnson Innovation –  
JLABS US Northeast



**Michael Hansen**  
Innovation Scouting  
Director - North America  
*Eppendorf*



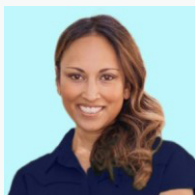
**Z Haroon**  
Chairman and General  
Partner  
*Julz Co LLC*



**Christopher  
Aleong**  
Managing Director, North  
America  
*BioEngine Capital*



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



**Tara Bishop**  
Founder  
*Black Opal Ventures*



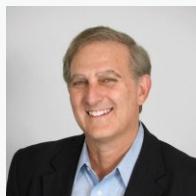
**Alan Lucas**  
Founder  
*NE Healthcare Executive  
Network*



**Greg McKee**  
Managing Partner  
*Bonaventure Equity, LLC  
(BVE)*



**Paul Papi**  
Corporate  
Communications  
*DiaMedica Therapeutics*



**Andy Schwab**  
Managing Partner  
*Excelerate Health  
Ventures*



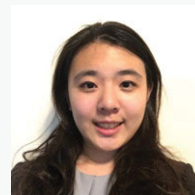
**Andrew Scott**  
Founding Partner  
*7percent Ventures*



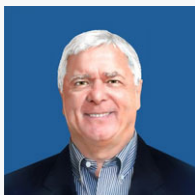
**Merom Klein**  
Entrepreneur Mentor  
*Keiretsu Forum*



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



**Rosanna Zhang**  
Partner  
*Coho Deeptech*



**Doug Zingale**  
Co-Founder & Managing  
Partner  
*Blue Goose Capital*



**Ronald Dorenbos**  
Principal  
*BioFrontline*



**Almas Kenessary**  
CEO  
*Biomed Central Asia*



# 10:00 AM - 4:50 PM | INNOVATOR'S PITCH CHALLENGE TRACK 2

Location: Lobby Avenue 34 - Studio 2

## Pitch Company

10:00 - 10:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #8  
DRUG DISCOVERY TOOLS

glyphic//bio



Portrai



11:00 - 11:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #9  
THERAPEUTICS

BAIT  
otechnology



1:00 - 1:50 PM  
INNOVATOR'S PITCH  
CHALLENGE #10  
THERAPEUTICS



Gliachem



Path Biotech

2:00 - 2:50 PM  
INNOVATOR'S PITCH  
CHALLENGE #11  
THERAPEUTICS



3:00 - 3:50 PM  
INNOVATOR'S PITCH  
CHALLENGE #12  
THERAPEUTICS



Prolifagen  
lifeagain



4:00 - 4:50 AM  
INNOVATOR'S PITCH  
CHALLENGE #13  
THERAPEUTICS



Signalaxis™



## glyphic//bio

### Easel #20

Glyphic Biotechnologies is a biotechnology startup revolutionizing the field of proteomics. While DNA can reveal biological insights, proteins actually tell us what our bodies will do. We are developing a first-of-its-kind, next-generation protein sequencing platform enabling single-molecule, massively parallel sequencing of all 20 amino acids and post-translational modifications to enable researchers to gain novel insights into biology and disease.



JAVELIN BIOTECH creates predictive drug discovery platforms that merge human tissue chips, also called microphysiological systems (MPS) and ML-based software to predict how drugs will perform in humans, years before they get to the clinic. Javelin's Lead Optimization platforms generate preclinical drug study data on single-organ or multi-organ human tissue chips. These parameters are analyzed with an easy to use translational software package to deliver human pharmacokinetic (PK) profiles, PK/PD relationships, and complex drug-drug-interaction (DDI) insights. With these predictions, Javelin users can optimize candidate therapies better and faster than traditional animal-based approaches, cutting lead optimization time and improving R&D productivity. The Javelin platforms can be used for multiple modalities and can deliver insights to departments across the organization, from target validation to transporter studies, and safety to clinical pharmacology. The Liver Tissue Chip is launching in the fall of 2023 and the Multi-Tissue Chip will launch in 2024.

## Portrai

### Easel #11

Portrai is at the forefront of revolutionizing drug development processes by integrating spatial transcriptomics with artificial intelligence (AI). Portrai enables a higher level of precision and effectiveness in identifying promising targets for new drugs via this cutting-edge approach. By analyzing the spatial contexts of all molecules within a tissue, Portrai can pinpoint the drugs with superior microscopic distribution and those that excel in terms of mode of action. Portrai also actively collects spatial transcriptomics data and clinical histories for multiple cancer types, further enhancing its research capabilities. Collaborating with renowned global entities and with core technologies developed for integrative analysis, Portrai is a trailblazer in the field. Its peptide-based theranostic radioligand agent PORCBX-0011 and novel platforms exemplify Portrai's commitment to innovative healthcare solutions.



### Easel #19

Scintillation Nanotechnologies (SNT) produces and sells a series of novel, consumable scintillating nanomaterial solutions for biomedical research applications, including discovery of radiotheranostics and radiotherapeutics. Our first-to-market nanoscintillators, aquaSCINT and nanoSPA, detect radioisotope labeled targets in demanding biochemical research samples, including inside living cells and directly in valuable protein preparations, with high reproducibility, sensitivity and selectivity. SNT's nanoSPA product was chosen for the 2022 Society of Laboratory Automation and Screening Innovation AveNEW for high impact new biotechnology products. SNT products provide the user with better, faster and more reliable research data, saving significant time in development and characterization of novel therapeutic agents. SNT products have been developed with support from three separate NIH and NSF SBIR grants and are currently used by multiple academic researchers.

# 11:00 - 11:50 AM | SESSION 9 - THERAPEUTICS

Location: Lobby Avenue 34 - Studio 2



Our goal is to create universal countermeasures against existing and emerging viral infections to prevent future pandemics and render biothreats ineffective. To this extent we have developed fundamentally new immunotherapy Chimeric Bait Receptor (CBR) and its derivatives, including Bait Macrophage Engagers (BME).



**Easel #37**

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.



**Easel #39**

Senex is focused on preventing transcriptional reprogramming, a process by which cancer cells modify gene expression to adapt to cancer drugs, causing resistance and metastasis. Senex's lead program targets CDK8/19 Mediator Kinase, a protein complex that regulates transcription. SNX631-6, the Company's clinical candidate, is an orally available, selective CDK8/19 inhibitor with nanomolar potency, favorable pharmacokinetics and suprathreshold toleration in repeat dose range finding studies in murine and primate models. The Company's lead clinical program, targeting castration resistant prostate cancer (CRPC), is currently supported by a \$1.05 million Translational Science Award from the Department of Defense Prostate Cancer Program (DoD PCR). The preliminary data convincingly indicate the ability of SNX631-6 to inhibit development in CRPC of drug resistance, inhibit growth of bone-resident tumors, inhibit angiogenesis, and suppress expression of tumor-promoting genes in the cancer cells, DoD PCR reviewer. Senex is raising capital to support the clinical development of SNX631-6.



**Easel #1**

VSPHARMTECH is a clinical stage development biotech established in 2018. Our first candidate VS-101 is a radiosensitizer for patients with various solid cancers requiring radiotherapy. Based on pre-clinical research, we expect VS-101 to have higher efficacy and lower toxicity compared with the standard radiotherapy, eventually contribute to enhance the patient's QoL. MoA of VS-101 as the apoptosis stimulator is identified via In-vitro data. It is also confirmed that VS-101 is multi-functional as IAP / Bcl2 inhibitor and ROS enhancer. Active pharmaceutical ingredient of VS-101 is widely used in various indications since its first FDA approval in 2002. We anticipate VS-101 is time-saving and cost-efficient in development compared to other new chemical components. Currently, phase ? clinical trial of VS-101 has been approved by the U.S. FDA and phase I clinical trial for VS-101 is being conducted in South Korea to evaluate safety and new therapeutic areas.



# 1:00 - 1:50 PM | SESSION 10 - THERAPEUTICS

Location: Lobby Avenue 34 - Studio 2



## **Easel #44**

Gismo Therapeutics Inc. is a preclinical-stage biopharmaceutical company targeting fundamental biochemical processes that are at the root cause of neurodegenerative diseases. The company has been awarded several prestigious grants to develop its industry-leading technology. Gismo Therapeutics Inc. is developing first-in-class, disease modifying therapeutics for Alzheimer's and Parkinson's Disease. GTC-3295, the lead products in preclinical development, has shown robust data and proof of principle in animal studies together with a very good safety profile. The company was incorporated in Delaware and has offices in Lexington, Kentucky and Queens, New York. The company was founded by Paul Gregor, Ph.D., CEO, a graduate of the Weizmann Institute of Science (Rehovot, Israel). Its Scientific Advisory Board includes Dennis Choi, M.D., Ph.D., an award-winning neurologist, Chair of Department of Neurology and Director of the Neuroscience Institute, Stony Brook University, New York. We seek a strategic partner and investors to advance the program towards clinical trials.



## **Gliachem**

## **Easel #23**

Gliachem is a pre-clinical (pre-incorporation) stage drug development company focused on small molecule therapeutics for the treatment of rare pediatric and neurodegenerative indications. Our lead program is developing a novel drug targeting a novel target, the TRPM2 calcium ion channel, associated with Rett Syndrome (a rare pediatric disease with limited treatment options) and other neurodegenerative disorders. This is a first-in-class neurology drug program, with a unique mechanism of action. We have developed three distinct chemical series encompassing novel chemical entities (NCEs) targeting TRPM2, each of which demonstrate potency, target selectivity, and drug-like characteristics. The first clinical indication for our lead program is Rett Syndrome, for which we anticipate being in clinical trials in approximately 4 years. Regulatory incentives for Rett Syndrome enable the de-risking of our lead program for other, larger market, neurological indications, such as neuropathic pain, ischemic stroke, behavioral & neurodegenerative disorders.



## **ImmunAbs**

## **Easel #29**

ImmunAbs, founded in 2017 by experts in global standard antibody therapeutics development, is a clinical-stage biotech company with a mission to revolutionize the treatment of autoimmune diseases. The company aims to achieve complete inhibition of complement activation, addressing the lingering symptoms like fatigue and pain that patients often experience even after receiving standard care, significantly impacting their daily lives. At the heart of ImmunAbs' groundbreaking efforts is its main pipeline, IM-101, a humanized antibody targeting human C5. Currently undergoing phase 1 clinical study in the US, IM-101 holds tremendous promise to emerge as the leading treatment option for patients grappling with severe autoimmune diseases.

## **Path Biotech**

## **Easel #47**

We use advanced Artificial Intelligence platform to discover novel targets and therapeutics against fatal human diseases. Our mission is to create safer, innovative and better therapeutics for cures of deadly human diseases, making mankind live longer, healthier and happier by revealing the unknown existence.

## 2:00 - 2:50 PM | SESSION 11 - THERAPEUTICS

Location: Lobby Avenue 34 - Studio 2



### Easel #48

Arpeggio Bio designs medicine to modulate gene regulatory networks. Using AI and HTS transcriptomics, we've identified novel small molecules that regress drug-resistant tumors in mice and new therapies for rare diseases with extremely limited treatment options.



### Easel #31

AyuVis designs and develops novel, small molecule immunotherapies to prevent and treat inflammatory and infectious diseases by modulating the innate immune system. Our lead series of drug candidates are based on a platform technology of macrophage modulation. The lead drug candidate, AVR-48, with an excellent safety profile is at the IND-stage and has been granted Orphan Drug and Rare Pediatric Disease Designations by the FDA for the lead indication, the prevention of bronchopulmonary dysplasia in preterm infants. Follow-on high unmet need respiratory applications include acute respiratory distress syndrome (ARDS), Multi-Drug Resistant ventilator-associated pneumonia, and ventilator-associated lung injury. Other therapeutic areas that can be addressed by our drug candidates include ocular, renal, skin, intestinal diseases, and complicated infections (sepsis). AyuVis has received 4 NIH SBIR grants. The company is currently raising a \$16M Series A to fund Phase 1 safety and Phase 2a early PoC clinical trials and advance the pipeline.



### Easel #5

Lavaage is a female-led & majority-owned biotech developing a novel polysaccharide-based antiviral as a prescription nasal spray to broadly protect against respiratory infections including the tripledemic of COVID, RSV & Flu. Having recently demonstrated in vivo proof of concept in a mouse model of disease, the company is raising a seed round and looking for investors that are excited by the safety/efficacy profile, the potential for OTC switch post Rx approval, and the alignment with consumer trends for more natural, sustainable products.



### Easel #41

Zylö improves the bioavailability and thereby the performance of topically applied active ingredients by encapsulating the actives in silica microparticles. These particles, called Z-pods®, penetrate the top layers of skin, gradually releasing the active over 8-24 hours and overcoming the bolus effect (short duration-of-effect, erythema, enzymatic degradation) that limits bioavailability for many topicals. Zylö licensed technology from Einstein College of Medicine late 2017. We hired the key scientist at Einstein that developed the second-gen technology platform; since then, we have further refined the technology, established rigorous stability and testing standards, scaled up to small commercial scale (and now approaching large scale), and are nearing ISO-9001 certification and GMP compliance (with MasterControl's eQMS).

## 3:00 - 3:50 PM | SESSION 12 - THERAPEUTICS

Location: Lobby Avenue 34 - Studio 2



Alphyn is a novel therapeutics company operated by experienced pharmaceutical scientists and business executives. It has a product pipeline developing validated products for the \$40B inflammatory and rare diseases of the skin. Alphyn's lead product, AB-101a, uniquely treats all causes of Atopic Dermatitis (AD), meaning AB-101a treats the immune system component of AD (like other AD drugs) and uniquely the bacterial component of AD that includes controlling the bacterial microbiome on the AD skin to treat AD flares caused by bacteria, and AD with secondary bacterial infection, which must be cleared for AD to improve. AB-101a has impressive safety data leading it to be the 1st AD drug used continuously and long term worry free. AB-101a has an accelerated regulatory approval advantage with Phase 1 waiver utilizing extensive safety data. Two Phase 2a clinical trials have demonstrated equal and better results compared to current and clinical trial pipeline AD drugs.



**Easel #49**

Excitant Therapeutics is a pre-clinical stage pharmaceutical company developing a first-in-class oral medication for use in diabetic macular edema (DME). We are harnessing the therapeutic potential of peroxisome proliferator activated-receptor alpha (PPAR- $\alpha$ ), a ligand-activated nuclear receptor that demonstrates anti-angiogenic, anti-inflammatory, and anti-fibrotic properties. Our lead molecule EXT-4U is a novel chemical with high potency and selectivity for PPAR- $\alpha$  agonism that demonstrates therapeutic potential in rodent models of DME. We are positioning EXT-4U for an IND application by Q2 of 2025.



**Easel #21**

Founded in 2016, Prolifagen is an early-stage biotech startup whose mission is to prevent the development of heart failure in patients with large myocardial infarcts. Up to 95% of patients survive hospitalization following MI. However, many of these patients go on to develop chronic heart failure. This leads to 50% mortality at five years post-MI, accompanied by substantial medical suffering and significant economic burden due to morbidity and further hospitalizations. Prolifagen's microRNA therapeutic, PRO-302, has been successful in inducing cardiomyocyte proliferation and re-establishing cardiac functional parameters in mouse and pig MI models. We are currently pursuing additional IND enabling studies and plan to be in the clinic by early 2025. The potential market is large. More than 400,000 new patients/year would benefit from our treatment in United States alone. Conservative estimates of \$10,000 per treatment and 10% penetration of the population indicate a total addressable market of \$400M/year.



**Easel #35**

Tiba Biotech is a preclinical stage startup which emerged from MIT in 2018 with a proprietary RNA vaccine and therapeutic platform (the RNABL™ Platform). The core technology is a biodegradable dendrimer nanoparticle that can deliver a large RNA payload, with greater gene expression and lower inflammatory side effects than today's lipid nanoparticles (LNPs). We licensed the seminal MIT patent and have a portfolio of seven issued or pending patent families that cover both improvements to the underlying delivery chemistry and engineered nucleic acid inventions. Our 15-member team has secured over 15M in non-dilutive funding, including three SBIRs with the NIH and a recent grant from the Coalition for Epidemic Preparedness Innovations (CEPI). Tiba is seeking industry partnerships while raising a Series A round of funding by the end of the year.



## 4:00 - 4:50 PM | SESSION 13 - THERAPEUTICS

Location: Lobby Avenue 34 - Studio 2



NemaGen Discoveries is a small biotech spinout of academic research discovered in Mark Siracusa's lab at Rutgers University. NemaGen Discoveries' therapeutic design approach is different: we identify new druggable targets by evaluating how mast cell development and lung fibrosis events occur naturally, through parasitic worm (or nematode) infections. Our approach removes target bias, which allows for development of drugs that more specifically impair mast cell development and prevent lung fibrosis. NemaGen Discoveries' is changing the allergy and lung fibrosis therapeutic landscape by developing safer and more effective therapies to these diseases. With our first therapeutic, NemaGen looks to reduce the severity of allergic responses by safely impairing mast cell development using novel therapeutic inhibitors.



Piton Therapeutics, Inc. develops precision drugs to treat chronic conditions with unmet needs. Piton's discovery platform discerns the pathogenic role of gut microbiota in the cause and progression of disease. Proprietary AI technology is utilized to hypothesize drug candidates for optimized, gut restricted activity. Products consist of small and large molecule drugs that precisely target biological pathways in the gut microbiome. Drugs are engineered for colonic delivery and to minimize systemic absorption. Minimal, if any, side-effects are anticipated. Companion diagnostics will target patient populations for treatment. Piton does not develop live biotherapeutic products. Piton has drug candidates for Ulcerative Colitis and Autism Spectrum Disorder. Preliminary animal data demonstrates efficacy for both pipelines. Additionally, the company is exploring a causal hypothesis for Parkinson's Disease. None of these conditions have a cure. Collectively they impact more than 80 million people directly and take a financial and emotional impact on families and carers.



SMIN Therapeutics is committed to develop pioneering oral therapeutics on validated key targets in the autoimmune space. The aim is to compliment biologicals that have validated the target to make thereby effective treatments that are broadly accessible for millions of people through costs, ease of use, compliance and storage. Antibody clinical trials include these patients: Chronic Inflammatory Demyelinating Polyneuropathy (CIDP) Early Onset Severe Hemolytic Disease of the Fetus and Newborn (EOS-HDFN) Erythroblastosis, Fetal Lupus Nephritis Primary Immune Thrombocytopenia Pemphigus Vulgaris Pemphigus Foliaceus Rheumatoid Arthritis Systemic Lupus Erythematosus Sjogren's Syndrome Warm Autoimmune Hemolytic Anemia.



Signalexix, headquartered in American Fork Utah, is a private clinical stage biopharmaceutical company founded in 2023. Signalexix' focus is inhibiting the signal pathways that enable solid tumors to grow and metastasize. Signalexix is partnered with Biolexix, a drug discovery company that utilizes artificial intelligence and computational chemistry to develop highly specific oral small molecules for a wide variety of indications with high unmet medical needs. The leadership teams have an exceptional record of developing, designing, and executing clinical trials for drugs and devices from discovery through commercialization with multiple successful exits. Signalexix' business model is to remain lean with an experienced team and recognized scientific advisors ensuring responsible use of capital. Signalexix' lead drug is SLX-0528, an oral small molecule ROR $\gamma$ T inverse agonist with activity against pancreatic cancer. A second drug is SLX-3030 an oral CDK-9 inhibitor for aggressive variant prostate cancers including those that are metastatic castration resistant.

# 9:00 AM - 4:50 PM | RESI ENTREPRENEUR'S WORKSHOPS

Location: 2nd Floor Stalter

## Speakers

9:00 - 9:50 AM



### Global Partnering Campaign Investor Landscape, GTL and CRM/GPC

- **Claire Jeong**, VP, Investor Research & Asia Business Development, Life Science Nation
- **Karen Deyo**, Director of Product, Israel Business Development, Life Science Nation

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
- **Ricardo Garcia**, CEO, Oncoheroes Biosciences
- **Thomas Farb-Horch**, President, CEO & Co-Founder, Thrive Bioscience, Inc.
- **David Lagares**, CEO, Zenon Biotech
- **Denice Wharton**, Founder & CEO, Suma

11:00 - 11:50 AM

### National Institute on Aging

*Leveraging NIH's non-  
dilutive grant funding to  
develop and de-risk early-  
stage health innovations.*

- **Eddie Billingslea**, Small Business Strategy Coordinator, National Institute on Aging
- **Joshua Hooks**, Program Officer, National Institute on Aging
- **Rajesh Kumar**, Program Officer, National Institute on Aging
- **Kuldeep Neote, Ph.D.**, Entrepreneur In Residence, National Institute on Aging

1:00 - 1:50 PM



### Negotiating Term Sheets

- **Mark Mihanovic**, Partner, McDermott Will & Emery
- **Richard Smith**, Counsel, McDermott Will & Emery
- **Nancy Briefs**, President & CEO, AltrixBio, Inc.

2:00 - 2:50 PM



### IP Considerations for Start-Ups

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

3:00 - 3:50 PM



### Maximizing Pre- clinical Development Success for VC-Backed Startups Through CRO Partnerships

- **Marta New, PhD, MBA**, CEO, Radyus Research
- **Sean Evans**, Sr. Associate, Venture Investments, Johnson & Johnson Innovation – JJDC
- **Roman Fleck**, Executive Chairman, HDAX Therapeutics
- **Carrie Saulsbery, PhD**, CSO, IgM Biosciences Autoimmunity & Inflammation (AI)
- **Krishna Panchalingam**, Director of Lab and Scientific Operations, Portal Innovations

4:00 - 4:50 PM



### Venture Banking, Venture Debt, and Fund Finance Fundamentals

- **Danielle Silva**, SVP, Life Sciences, Pacific Western Bank
- **Jack Reilly**, AVP – Fund Finance, Pacific Western Bank
- **James Ehret**, Managing Director, Life Sciences, Pacific Western Bank

Once you are ready to embark on your fundraising campaign, how do you know whom to target? What investors are a best fit for you, how do different investors invest and partner, and how do you get in touch with them? Identifying investors, learning about the differences between investor types, accessing a database to provide you with key information to filter your best fit investors, and finally, using a CRM to manage your fundraiser are critical to an efficient and successful fundraiser.

### Claire Jeong, VP, Investor Research & Asia Business Development, Life Science Nation

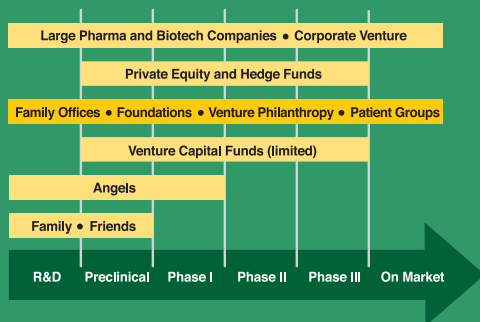
At Life Science Nation (LSN), Claire leads the Investor Research team that is responsible for curating the LSN Investor Platform. Claire manages relationships with a wide network of investors, pharmaceuticals, and other strategic partners across the globe. As Asia BD, Claire is responsible for building 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 works closely with many investors on this front. Claire is also the team lead for the Innovator's Pitch Challenge (IPC) and oversees all logistics.

### Karen Deyo, Director of Product, Israel Business Development, Life Science Nation

Karen Deyo is an Investor Research Analyst at Life Science Nation. In addition to her role curating the LSN Investor Database, she is actively involved in Israel BD, utilizing her professional and personal connections to connect LSN to the Israeli life sciences startup community. Karen has a Masters of Engineering in Biomedical Engineering as well as a Certificate in Graduate Business Study from Worcester Polytechnic Institute and a Bachelor of Science degree in Engineering with a concentration in Bioengineering from Olin College of Engineering.

## The Life Science Executive's FUNDRAISING MANIFESTO

BEST PRACTICES FOR IDENTIFYING CAPITAL IN THE BIOTECH AND MEDTECH ARENAS  
by Dennis Ford



### Contributors

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

## 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](http://www.FundraisingManifesto.com)

or visit the Life Science Nation table at the exhibit hall



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**



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.

### **Ricardo Garcia, CEO, Oncoheroes Biosciences**



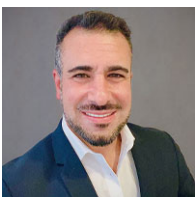
Ricardo emerges as a dynamic serial entrepreneur boasting an extensive and diversified professional journey. His fervor for embracing novel challenges is only matched by his robust background in management and business administration. Ricardo’s life took a profound turn in 2011 when his son Richi was diagnosed with brain cancer at 5. This heart-wrenching circumstance forced the relocation of Ricardo and his family to Boston in their unwavering quest to save Richi’s life. In response to his son’s diagnosis, Ricardo made an inspiring commitment to champion the fight against childhood cancer. In 2013, he laid the foundation for the Richi Childhood Cancer Foundation, a non-profit entity headquartered in Boston yet encompassing a global mission. Building on this foundation, Ricardo ventured even further in 2017 by co-founding Oncoheroes Biosciences Inc. alongside another parent with a shared vision, this groundbreaking biotech enterprise stands as the world’s sole company 100% focused on advancing novel drugs tailored to combat childhood cancer.

### **Thomas Farb-Horch, President, CEO & Co-Founder, Thrive Bioscience, Inc.**



Mr. Farb-Horch is CEO and President of Thrive Bioscience, which provides instruments and software tools for the automation of cell culture and stem cell culture. Thrive has raised \$25M to date, has filed 64 patent applications and is selling its first two in a family of instruments. Mr. Farb-Horch has participated in the founding of over 10 life sciences, artificial intelligence and software companies and has had four exits with one billion dollars or more. He has founded and served on the Boards of companies, including Exact Sciences (NASDAQ: EXAS), Fair Isaac (NYSE: FIC), Redwood Trust (NYSE: RWT), HNC Software (acquired by Fair Isaac), Retek Systems (acquired by Oracle) and Saf-T-Med (acquired by Becton Dickinson). Mr. Farb-Horch has served as President, COO and/or in the senior management of companies, including Thrive Bioscience, Inc., Indevus Pharmaceuticals, and Cytac. Mr. Farb has also been a Trustee for numerous non-profit organizations including North Shore InnoVentures, Dana Farber Cancer Institute and Asia America Chamber of Commerce. Mr. Farb is a graduate of Harvard University.

### **David Lagares, CEO, Zenon Biotech**



David Lagares, PhD is a serial scientist-entrepreneur with 15+ years of experience in leading diverse teams in biotech and academic medicine. He is currently the Founder & CEO of Zenon Biotech and the co-founder of Mediar Therapeutics, two biotech start-ups developing novel drugs for the treatment of metastatic cancer and fibrotic diseases. His research and vision about the future treatment of fibrotic diseases and cancer have been supported with multi-million-dollar investments from VCs, federal funding, industry-sponsored research, and non-profit foundation grants. He has patented and published 45+ high-impact peer-reviewed papers, review articles, books and editorials in the areas of mechanobiology and aging in the context of fibrotic diseases and cancer. Seminal work from his laboratory includes the identification of novel therapeutic approaches to treat, and potentially regenerate, chronically damaged fibrotic organs, leading to the development of first-in-class drugs known as “mechano-therapeutics” and “senolytics”. These novel treatments have the potential to outperform the gold standard of care for patients with aged-related lung diseases, autoimmune rheumatic diseases, and metastatic cancers.

### **Denice Wharton, MBA, Founder & CEO, Suma**




After working as an RN, Denice started a CNA and Home Health Aide (HHA) training program to create career pathways in the healthcare industry. After training healthcare providers, Denice started to notice a trend. CNAs were leaving, trained, and licensed only to return later with neither. She realized that individuals were defaulting on the CNA/HHA licensing renewal requirements and that this issue affected low-income, second-language individuals or immigrants. Suma, was created to address this problem. Suma was launched as a software service that automates licensing and compliance needs for nurse aides. The vision for Suma is to create a modernized pathway, utilized by healthcare organizations, to help their CNA staff overcome burdens of licensing compliance. Suma was a winner of the National Institute on Aging (NIA) Healthy Aging Start-Up Challenge, RESI Innovator’s Pitch Challenge, placed top 5 in the Life Science Nation’s Healthy Aging Start-Up Shark Tank, and was named top 10 Latinas In Tech Start-Ups in California. Denice attended the University of Southern California.

# 11:00 - 11:50 AM | NATIONAL INSTITUTE ON AGING

Leveraging NIH's non-dilutive grant funding to develop and de-risk early-stage health innovations.


The NIH helps US-based small businesses in their early stages by offering over \$1.3 billion in R&D funding through various programs. Small businesses can use NIH funding to generate proof-of-concept data, de-risk their innovation, and attract partners and investors to commercialize their innovation. We support a range of high-impact technologies, such as research tools, diagnostics, digital health, drugs, medical devices, and more. The NIH's grants do not require equity and can provide the initial funding you need to translate your scientific innovations from the idea to the market. On this panel, representatives of the National Institute on Aging and the National Institute of General Medical Sciences will discuss how to apply to NIH funding, NIH-funded programs and entrepreneurial hubs which support founders across the nation, and unique priority areas in disease areas like Alzheimer's disease and dementia.

## **Eddie Billingslea, Small Business Strategy Coordinator, NIGMS**



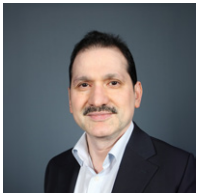
Eddie Billingslea, Ph.D., is the small business strategy coordinator at the Office of the Director. He is responsible for coordinating the NIGMS small business program, as well as identifying and developing new opportunities for the Institute's commercialization and entrepreneurial activities, especially those related to capacity building, training, mentoring, and diversity. Prior to joining NIGMS, Billingslea was the strategic planning and evaluation lead in the Office of Research on Women's Health. Prior to that, he was a health science policy analyst in the Center for Research Strategy at the National Cancer Institute. Billingslea earned a B.A. in psychology from Virginia Union University and a Ph.D. in neuroscience from Georgetown University. He conducted postdoctoral research at the University of Pennsylvania.

## **Joshua Hooks, Program Officer, National Institute on Aging**




Joshua Hooks, Ph.D., is Program Officer and a former American Association for the Advancement of Science (AAAS) Science and Technology Policy Fellow who joined NIA's Office of Strategic Extramural Programs in August 2022. He is working with the Small Business Programs team, assisting with various training programs for start-ups and new entrepreneurs. Dr. Hooks is developing programs that will help small businesses and early-stage investigators navigate federal regulatory pathways to bring their age-related innovations to market. Additionally, he is working to evaluate and implement programs aimed to diversify the backgrounds and experiences of individuals in aging technology and research. Prior to starting this fellowship, Dr. Hooks completed a postdoctoral fellowship in biomaterials and immuno-engineering at Johns Hopkins University. He completed his Ph.D. in bioengineering with a focus on the lymphatic system in 2019 at Georgia Institute of Technology.

## **Rajesh Kumar, Program Officer, National Institute on Aging**



Dr. Rajesh Kumar is a program officer in NIA's Office of Strategic Extramural Programs. He is responsible for promoting and supporting small business innovation in the areas of healthy aging and Alzheimer's disease and Alzheimer's disease related dementias. Dr. Kumar has significant academic and industry experience as a scientist and innovator. He holds a Ph.D. in biochemistry from India and has expertise in cardiovascular, ophthalmic, regenerative, and aging biology. Following postdoctoral training in India and at the University of Virginia, Rajesh joined the faculty of Texas A&M University Health Science Center. Prior to joining NIA, he was the scientific director of a regenerative medicine startup company working to bio-print living tissues. Dr. Kumar has mentored several young scientists and his research has resulted in several original publications and patents. One of his innovations has resulted in a commercial drug and two are in different phases of clinical development.


## **Kuldeep Neote, Ph.D., Entrepreneur In Residence, National Institute on Aging**



Kuldeep Neote supports NIA-funded companies by tapping his extensive background in translating scientific discoveries into practical drug discovery programs. In previous roles at Eli Lilly, Johnson & Johnson, and Pfizer, Kuldeep has advanced precision and genomic-based therapeutics, including the chemokine receptor drug discovery platform; supported startups, mergers, licensing, and acquisitions; and established successful academic and biotechnology collaborations. During his postdoctoral studies at Genentech, Kuldeep cloned one of the first chemokine receptors. He holds a Ph.D. in human and molecule genetics from the University of Toronto, where he advanced the understanding of the molecular basis of lysosomal storage diseases.


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.

### **Wasim Malik, Co-Founder and 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.



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.



Jubilant Biosys was founded in 2003 and serves the global pharma industry with over 2500 employees operating from 5 sites in India. Biosys is recognised for its scientific Innovation and collaborative drug discovery programs with leading pharma and biotech companies. In a proactive initiative to keep pace with the ever-evolving R&D industry landscape, Biosys has consolidated advances in Chemistry by utilizing the latest AI/ML technologies and by incorporation of environment-friendly processes. This enables Biosys to partner with leading companies on the most challenging, cost and time-sensitive drug discovery and development programs. With a strong commitment to new technologies, supply chain, Quality, and ESG considerations, Biosys is a leading CRDMO partner for Big Pharma companies and Biotech.

### *Integrated Drug Discovery Workflow*



The enclosed image to showcase our end-to-end capabilities.  
Contact us at [bd@jubilantbiosys.com](mailto:bd@jubilantbiosys.com); Visit: <https://www.jubilantbiosys.com/>

## 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.



### **Sean Evans, Sr. Associate, Venture Investments, Johnson & Johnson Innovation – JJDC**

Sean Evans is Senior Associate, Venture Investments at Johnson & Johnson Innovation – JJDC, the strategic investment arm of Johnson & Johnson. He focuses on pharmaceutical investments in East North American companies that are strategically aligned to Johnson & Johnson. Prior to J&J, Sean was Director, Business Development & Alliances with Johns Hopkins Technology Ventures (JHTV) at Johns Hopkins University (JHU). Sean spent over seven years at JHTV evaluating early-stage life science academic innovation, supporting the JHU life science startup ecosystem, as well as establishing a variety of university-industry research collaborations focused on co-developing novel therapeutics, diagnostics, and medical devices. Outside of his role at Hopkins, Sean also co-founded a biotech company, Cogentis Therapeutics, focused on developing a peptide-based therapeutic for neurodegenerative disorders.



### **Roman Fleck, Executive Chairman, HDAX Therapeutics**

Roman is currently serving as the Executive Chairman of HDAX Therapeutics, an oncology/CNS discovery company, as well as the Chairman of Omniose, a bacterial vaccine discovery company. Previously he was CEO of Janpix, Ltd., now a Centessa Pharmaceuticals company, an oncology focused discovery and development company. Earlier in his career he was a Venture Advisor/Partner with Medicxi Ventures (formerly Index Ventures Life Sciences) following his role as a Principal where among others he invested in and represented Medicxi Ventures on the boards of GlycoVaxyn (sold to GSK), Versartis (NASDAQ: VSAS), and Novocure (NASDAQ: NVCR). He was also involved in Funxional Therapeutics (sold to Boehringer Ingelheim) and Micromet (sold to Amgen). Leading up to his venture career he worked at Boehringer Ingelheim Pharmaceuticals in Connecticut where he led drug development projects in oncology, inflammation and cardiovascular disease, advancing several compounds from pre-clinical to clinical stage. Roman received a PhD from MIT as well as an MBA from NYU's Stern School of Business. He has authored or co-authored numerous publications in prestigious journals as well as many issued patents.



### **Carrie Saulsbery, PhD, CSO, IgM Biosciences Autoimmunity & Inflammation (AI)**

Carrie is an experienced pharmaceutical leader with more than 20 years of experience in drug discovery, translational medicine and portfolio management. She joined IgM Biosciences in January of 2022 joining the newly formed Autoimmunity & Inflammation business unit. Prior to IgM Carrie was with Janssen R&D for 16 years where she supported the translational research efforts for multiple assets in Immunology including Stelara®, Simponi®, and Tremfya®. Carrie then served as the portfolio leader for Janssen Biotherapeutics as well as leading the Exploratory Biology, Computational Sciences and Engineering, and Scientific Planning and Execution teams. Prior to Janssen Carrie gained experience in drug discovery through roles at Dupont Pharmaceuticals and Incyte focusing on in vivo assessment of novel molecules in development for the treatment of inflammatory diseases. Carrie earned her Bachelor of Science degree in Neuroscience from the University of Pittsburgh followed by a PhD in Pathology from the Albert Einstein College of Medicine. She completed a post-doctoral fellowship at the University of Pennsylvania studying the role chemokine receptors and the entry of HIV into cells. Carrie is an author of more than 50 peer-reviewed scientific publications.



### **Krishna Panchalingam, Director of Lab and Scientific Operations, Portal Innovations**

Krishna Panchalingam is the Director of Lab and Scientific Operations for Portal Innovations Massachusetts location. She oversees activities related to day-to-day operations of the Boston South Line site. Krishna's role focuses on being a bridge between the Portal Venture Operations team and member companies by providing the operations support required for member companies to reach their scientific milestones and goals for growth and expansion. She has a track record of setting up labs for startup companies and overseeing all research operations. As part of Portal Innovations operations team, she believes in building highly functional operations team to run at optimum efficiency while allowing scientists to focus on what matters most, bringing new therapies to patients.





# 4:00 - 4:50 PM | PACIFIC WESTERN BANK

## Venture Banking, Venture Debt, and Fund Finance Fundamentals

During this workshop, James Ehret, Life Sciences SVP & Managing Director, Danielle Silva, Life Sciences SVP, and Jack Reilly, AVP Fund Finance from Pacific Western Bank will discuss what startup life science companies and emerging funds need to setup at the earliest stages from a banking perspective. This will include an overview on different cash management options, as well as establishing credit. They will also walk-through what instruments may be available to companies and funds as they grow more mature (i.e. venture debt, fund financing vehicles).



### **Danielle Silva, SVP, Life Sciences, Pacific Western Bank**

Danielle Silva is SVP, Life Sciences at Pacific Western Bank where she focuses on commercial banking and debt funding for life science companies. Previously, she was Director of Life Sciences at First Republic prior to JPM's acquisition and spent four years at Capital Advisors Group focusing on cash management and debt advisory for life sciences companies. Danielle was also one of the founders of Life Science Nation, a company that helps early-stage life science companies raise capital. Danielle began her career at Brighton House Associates where she raised capital for VC funds.



### **Jack Reilly, AVP – Fund Finance, Pacific Western Bank**

Jack is an AVP at Pacific Western Bank where he helps run PacWest's Boston-based fund banking team. He has been at PacWest for over four years and focuses on both originations and portfolio management functions to service the group's Tech and Life Science focused venture firm clients. Prior to PacWest, he received a B.A. in Economics from Trinity College Hartford. Jack is a member of the Irish American Partnership's Young Partners Committee, a Boston-based non-profit focused on connecting and investing in education and community programs in Ireland. He is also an Associates Board committee member of Beat the Streets New England, a youth development non-profit that runs after-school wrestling programs in Boston, Providence, and Hartford.



### **James Ehret, Managing Director, Life Sciences, Pacific Western Bank**

James Ehret joined Pacific Western Bank in early 2022 as Managing Director of Life Sciences venture banking originations out of our Boston office, and covering the Northeast and Mid-Atlantic with PacWest's commercial banking and venture lending products. Prior to joining PacWest, James spent 16+ years in various commercial operations positions at St. Jude Medical and subsequently Abbott Laboratories in the Cardiac Rhythm Management and Electrophysiology business units of their medical device practice, most recently serving as Director of Sales for Abbott Electrophysiology in New England. James has a BSE in Biomedical Engineering from Case Western Reserve University in Cleveland, OH.



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