



**RESI** REDEFINING  
EARLY STAGE  
INVESTMENTS

# LONDON 2024



**DEC 4 | LONDON, UK**  
**DEC 5-6 | VIRTUAL PARTNERING**

**PRESENTED BY**



## 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 | 11 Cavendish Square  
#RESI #RESILONDON

# WELCOME

Dear RESI attendee,

I am excited to be collaborating with the team at Life Science Nation, bringing our annual **Genesis conference** and the inaugural **RESI London** together for the first time. Whilst both events offer an exceptional opportunity in their own right; Genesis focussed on the strategy and shaping of the life sciences industry and RESI London focussed on direct investor pitching and 1-2-1 partnering, co-locating the events creates so much more.

On December 4, RESI London attendees will be welcome to join Genesis for the closing keynote session, including two panel discussions and two fireside chats with leaders covering issues including how the deep technology sectors are converging and looking inside the mind of life science investors and the decision-making.

The chance to connect in-person across a combined attendee list of 500 executives is not limited to Dec 4 however. The Genesis Fringe provides satellite session round the exciting city of London over Dec 2-5. The session are tailored by topic and many are free to attend for RESI London attendees. attendees, subject to capacity at time of registering. Topics will include; 'Global partnering 101 Bootcamp'; 'Building a World Class Life Science Ecosystem'; 'Accessing US Investors and Exits'; 'Navigating IP in Advanced Therapy Dealmaking'; 'Top Talent Trends for Life Sciences in 2025 and Pay Transparency' and 'Discovery to Commercialisation in Rare Diseases - The Role of Real World Evidence'. For full details of the venues, timings, locations and registration links for the Fringe events check out [genesiskonference.com/genesis-fringe](https://genesiskonference.com/genesis-fringe)

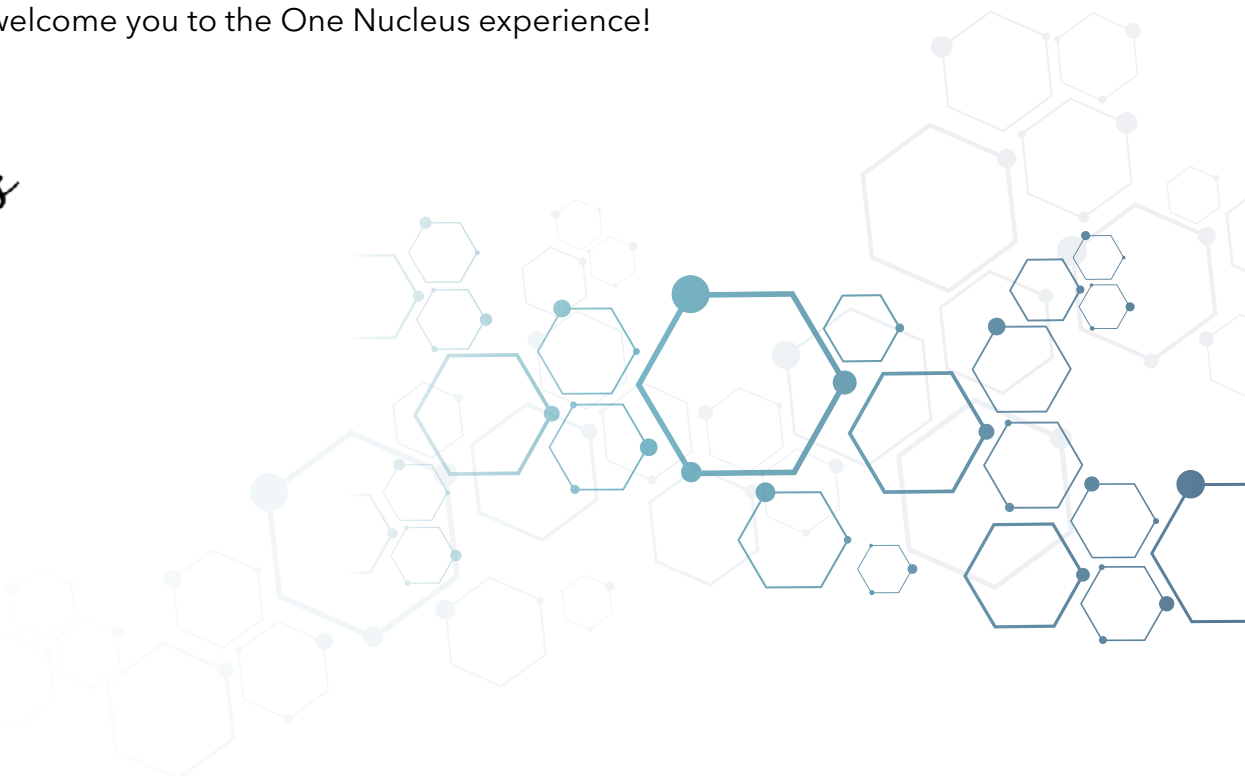
Don't forget to register for the **Genesis Welcome Reception with RESI London** on the evening of Dec 3 if you have not already done so.

I will be delighted to welcome you to the One Nucleus experience!

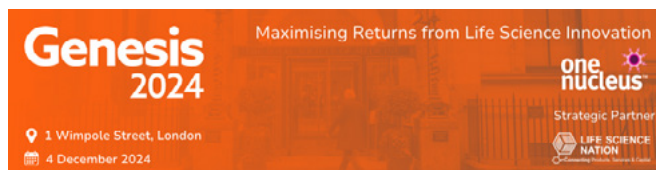
Best wishes,

*D. A. Jones*

Tony Jones  
CEO One Nucleus



# JOINT NETWORKING OPPORTUNITIES



**TUESDAY, DECEMBER 3RD, 19:00 - 20:30**  
**CANNON PLACE, 78 CANNON STREET, LONDON EC4N 6AF**

## GENESIS WELCOME RECEPTION



The Genesis Welcome Reception on Tuesday, December 3 at 19:00 at Cannon Place, 78 Cannon St. will be open to both Genesis and RESI registered attendees. **To attend the complimentary welcome reception, please send request to [genesis@onenucleus.com](mailto:genesis@onenucleus.com).**

**WEDNESDAY, DECEMBER 4TH, 15:40 - 18:45**  
**1 WIMPOLE ST, LONDON W1G 0AE**

## GENESIS 2024

### GENESIS – RESI LONDON DRINKS RECEPTION (17:45)

All RESI attendees are invited to join two engaging back-to-back fireside chats: *“Will the Political Landscape Be Good for Life Sciences?”* and *“How does the UK plc CV Look to a Leading Bioentrepreneur?”* at Genesis 2024, starting at 15:40 and attend the closing panel entitled ‘Inside the Mind of a Life Science Investor’ and the Drinks Reception at Genesis at 1 Wimpole St.





# MONDAY, DECEMBER 2ND - LSN GLOBAL FUNDRAISING BOOTCAMP

**Time:** Monday, December 2nd, 9 AM – 4 PM

**Location:** Fieldfisher LLP, Riverbank House, 2 Swan Lane, London, EC4R 3TT

9 – 10 AM

*It All Starts with a Story*

10 - 11 AM

*Branding and Messaging Overview*

11 AM -12 PM

*Interactive Exercise: Creating your Tagline*

12 – 12:30 PM

*Preparing for Investor Meetings* 

12:30 - 1 PM

*Lunch Break and Networking*

1 - 4 PM

*One-on-One Meetings with Participants*

## Presenters:



**Dennis Ford**

Founder & CEO  
Life Science Nation



**Greg Mannix**

VP, International BD  
Life Science Nation



**Karen Deyo**

VP of Product, Israel BD  
Life Science Nation



**Janita Good**

Partner, Transactional  
Life Sciences  
Fieldfisher

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# TUESDAY, DECEMBER 3RD - GENESIS 2024 FRINGE

## BUILDING A WORLD CLASS LIFE SCIENCE ECOSYSTEM



**Time:** Tuesday, December 3rd, 8:30 - 11:00

**Location:** Mathys & Squire LLP, The Shard, 32 London Bridge Street, London, London SE1 9SG

For Life Science clusters to develop into effective ecosystems all stakeholders whether public or private have key roles to play. Recent announcements in Indiana, where Eli Lilly & Company have committed to investing \$4.5Bn to expanding their R&D footprint with the creation of the Lilly Medicine Foundry due to open in 2027. This after already having announced \$9Bn of investment in the region earlier in 2024. The UK has long been felt by many to be a leading Life Science cluster primed for scaling up. With the visit of David Rosenberg, Secretary of Commerce for Indiana to London, Mathys & Squire are generously hosting this traditional Genesis Fringe curtain-raiser where speakers will discuss what it takes to grow a World class Life Science ecosystem competitive in the discovery, manufacture and commercialisation of innovative medicines.

### Registration:

This event is free to attend, invite only and is particularly aimed at attendees from:

- Life Science R&D companies
- TechBio companies
- Tech Transfer Offices/Academia
- Investors
- CRO/CDMO companies

To request an invitation, please email Tony Jones ([tony@onenucleus.com](mailto:tony@onenucleus.com)) directly.

## ATTRACTING US INVESTORS OR EXIT



**Time:** Tuesday, December 3rd, 11:30 - 13:45

**Location:** Taylor Wessing, Hill House, 1 Little New Street, London EC4A 3TR

It is encouraging to see investment deals and M&A transactions picking up as the year progresses with some noticeable headline grabbing the attention. It is also the case that many of the deal flow landscape is dominated by investment from US funds and corporates. A part of the 2024 One Nucleus Boston Bootcamp and Breakfast at BIO learning was around how UK companies could gain the attention of US investors and how did the terms sheets compare to the UK. This Genesis Fringe session will continue that discussion among peers as companies develop their plans and narratives for the forthcoming JP Morgan Week and beyond at the start of 2025.

### Registration:

This event is free to attend, invite only and is particularly aimed at attendees from:

- Life Science R&D companies
- TechBio companies
- Tech Transfer Offices/Academia
- Investors

To request an invitation, please email Tony Jones ([tony@onenucleus.com](mailto:tony@onenucleus.com)) directly.

# WEDNESDAY, DECEMBER 4TH - RESI LONDON

Time: Wednesday, December 4th, 9AM - 5PM  
 Location: 11 Cavendish Square - Maynard Suite

WIFI: 11Cavendishsq  
 Password: brickred

## 9:00 AM – 5:00 PM: Onsite Partnering (Maynard Theatre)

Investor Panels (Maynard 1)	Innovator's Pitch Challenge (Maynard 2)	Entrepreneur's Workshops (Maynard 3)
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9:00 AM  
-  
9:50 AM

**SEED FUNDS PANEL**  
*Investing in Innovation in the Earliest Stages*

**SESSION #1**  
**NOVEL DRUG DISCOVERY & DEVELOPMENT**

 **LIFE SCIENCE NATION**  
 Connecting Products, Services & Capital  
**IT ALL STARTS WITH YOUR STORY**

10:00 AM  
-  
10:50 AM

**EARLY STAGE THERAPEUTICS PANEL**  
*Bringing the Newest Therapies to the Clinic*

**SESSION #2**  
**MEDICAL DEVICES**

**TALES FROM THE ROAD**  
*Biotech and MedTech Innovators on their Fundraising Journey*

11:00 AM  
-  
11:50 AM

**MEDICAL DEVICE PANEL**  
*Forward Looking Trends in Medical Device Innovations*

**SESSION #3**  
**THERAPEUTICS**

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

## 12:00 - 1:00 PM: Lunch Break

1:00 PM  
-  
1:50 PM

**A TRUMP WIN: WHAT'S NEXT FOR BIOTECH INVESTORS?**

**SESSION #4**  
**MEDICAL DEVICES & DIAGNOSTICS**

  
**Term Sheets**

2:00 PM  
-  
2:50 PM

**SESSION #5**  
**CELL & GENE THERAPY**

 **VENTURE VALUATION**  
 GLOBAL VALUATION SERVICES  
**Company Valuation for Fundraising**



**Genesis 2024**  
 Maximising Returns from Life Science Innovation  
 one nucleus  
 Strategic Partner  
 LIFE SCIENCE NATION  
 Connecting Products, Services & Capital

All RESI attendees are invited to join two engaging back-to-back fireside chats at Genesis 2024, starting at 3:40 PM, followed by a Drinks Reception at 5:45 PM, all taking place at 1 Wimpole Street.

3:40 PM

**FIRESIDE CHAT: WILL THE POLITICAL LANDSCAPE BE GOOD FOR LIFE SCIENCES?**

4:40 PM

**FIRESIDE CHAT: HOW DOES THE UK PLC CV LOOK TO A LEADING BIOENTREPRENEUR?**

5:45 PM

**GENESIS – RESI LONDON DRINKS RECEPTION**

# THURSDAY, DECEMBER 5TH - GENESIS 2024 FRINGE

## TOP TALENT TRENDS FOR LIFE SCIENCES IN 2025 AND PAY TRANSPARENCY



Time: Thursday, December 5th, 11:00 - 14:30  
Location: The Lightwell, Tech Space, Shoreditch, 25 Luke St, London EC2A 4DS

For Life Science clusters to develop into effective ecosystems all stakeholders whether public or private have key roles to play. Recent announcements in Indiana, where Eli Lilly & Company have committed to investing \$4.5Bn to expanding their R&D footprint with the creation of the Lilly Medicine Foundry due to open in 2027. This after already having announced \$9Bn of investment in the region earlier in 2024. The UK has long been felt by many to be a leading Life Science cluster primed for scaling up. With the visit of David Rosenberg, Secretary of Commerce for Indiana to London, Mathys & Squire are generously hosting this traditional Genesis Fringe curtain-raiser where speakers will discuss what it takes to grow a World class Life Science ecosystem competitive in the discovery, manufacture and commercialisation of innovative medicines.

### Registration:

This event is free to attend, invite only and is particularly aimed at attendees from:

- Chief People Officer
- Human Resources
- CFO
- CEO
- Finance Director
- COO
- Financial Controller

To request an invitation, please email Alicia Gailliez ([alicia@onenucleus.com](mailto:alicia@onenucleus.com)) directly.

## DISCOVERY TO COMMERCIALISATION IN RARE DISEASES - THE ROLE OF REAL-WORLD EVIDENCE PAY TRANSPARENCY



Time: Thursday, December 5th, 15:00 - 17:30  
Location: J A Kemp LLP, 80 Turnmill Street, London EC1M 5QU

The increasing use of Real World Evidence (RWE) to inform every part of the drug discovery and commercialisation pathway is clear. That is not say that there are not challenges remaining in how to harness the power of RWE when it emerges from multiple sources with different validation metrics and standards. Used effectively however, leveraging RWE can enhance the discovery of new disease targets and biomarkers; instigate innovation in clinical trial design and where assets are protected to attract investment, aid commercialisation and hence innovative treatments reaching patients. The speakers at this session will discuss how some of these challenges are being addressed, using the field of rare diseases as an exemplar for lessons applicable in all areas.

### Registration:

This event is free to attend, invite only and is particularly aimed at attendees from:

- Life Science R&D companies
- TechBio companies
- Tech Transfer Offices/Academia
- Investors
- CRO/CDMO companies

To request an invitation, please email Tony Jones ([tony@onenucleus.com](mailto:tony@onenucleus.com)) directly.

# SPONSORS & EXHIBITORS

One Nucleus is a not-for-profit Life Sciences & Healthcare membership organisation headquartered in Cambridge. We support institutions, companies and individuals in the Life Sciences sector providing local, UK-wide and international connectivity. Through providing the local, UK-wide and international connectivity, One Nucleus seeks to enable our members to maximise their performance. This support helps them achieve, or better still exceed, the goals they have set for themselves. Biomedical and Healthcare R&D have always been impactful in driving social and economic progress. In an increasingly outsourced, collaborative and multi-disciplinary sector, bringing the best people together is key to translating great innovation into great products that markedly improve patient outcomes and drive economic development. Attracting and enabling the best people to engage with is at the heart of the One Nucleus team ethos and what we continually strive to deliver.



Polsinelli is an Am Law 100 firm with more than 1,000 attorneys in over 20 offices nationwide. Recognized as one of the top firms for excellent client service and client relationships, Polsinelli is committed to meeting our clients' expectations of what a law firm should be. Our attorneys provide value through practical legal counsel infused with business insight, offering comprehensive corporate, transactional, litigation and regulatory services with a focus on life sciences, health care, real estate, finance, technology, and private equity.



Biocat is the driving force behind the healthcare innovation ecosystem in Catalonia, working to scale and consolidate the life sciences and healthcare sector, generating social and economic impact, and positioning the BioRegion of Catalonia as an international benchmark. Established in 2006 at the initiative of the Government of Catalonia and the Barcelona City Council, Biocat is a public-private foundation with governance bodies comprising representatives from all stakeholders, both public and private. [biocat.cat](http://biocat.cat)



Stratagem IPM was formed in 1999 to respond to a developing need within the biotechnology industry for clear and decisive strategic advice and management of intellectual property. Our service has been built on understanding and decisive action, rather than providing mere options and opinions. From the original biotechnology foundation, we have significantly expanded both resources and industry coverage. The company now has commercially trained intellectual property experts with first-hand experience of several industries.





# 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



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:

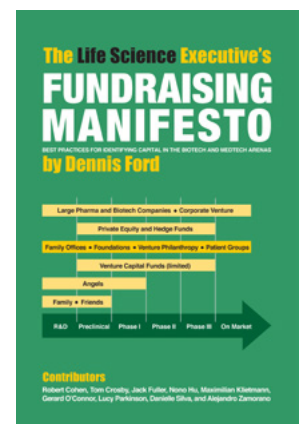
- Tier 1: Partner is matched on a specific mandate.
- Tier 2: Partner is matched on an opportunistic mandate seeking compelling technology assets.
- Tier 3: Partner is matched as a potential fit based on past or recent actions. This is where the numbers game comes into play.

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.



# 9:00 AM | SEED FUNDS PANEL

## *Investing in Innovation in the Earliest Stages*

Investing in the earliest stages comes with a high risk and a potentially high reward. Whether investing in a therapeutics or digital health company, seed investors have to make difficult decisions with a lot less data than other investors. The panelists will discuss topics such as:

- How much proof-of-concept validation is needed for seed funding
- What increased benefit is needed to mitigate the increased risk
- What is unique in the structure of seed-stage deals (convertible notes vs straight equity)
- Does the early stage of the company lead investors to take a more active role

Many investors prefer to wait for later stages due to the decreased risk of failure. Those investors who are willing to take the risk of seed-stage investment will share their approach and selection criteria when assessing early-stage companies.

### **Prashant Shah, Partner, O2h Ventures (Moderator)**



Prashant Shah, co-CEO and co-founder of o2h Group, is a visionary leader in innovation and entrepreneurship. He champions early-stage life sciences and tech ventures, driving societal impact through collaboration. Prashant spearheads initiatives like Cambridge Wide Open Week and the o2h Collaborative Innovation Conference, fostering connections between investors, academics, and policymakers. o2h encompasses a seed-stage venture fund, a science park, and discovery/tech services, supporting the Cambridge ecosystem. With over 20 personal investments in life sciences, techbio, and green sectors, Prashant has built extensive global collaborations. He also leads initiatives at platforms like JPM, amplifying Cambridge's global presence.

### **Vanela Bushi, Co-Founder & Partner, H Tree Capital**



Vanela Bushi is an experienced investor, advisor and industry executive with over 16 years in the healthcare sector as an investor and advisor. She is currently co-founder and General Partner at H Tree Capital, a London (UK) based venture capital fund with particular focus on global opportunities at the intersection of tech and life sciences. Prior to H Tree Capital she held senior positions with the London offices of Syneos Health, EY Parthenon and PwC focusing on transactions in the biopharma space. Early in her career, Vanela held roles with the Investments Teams at the Wellcome Trust and IP Group also in London. Vanela is also a Trustee of the William Harvey Foundation. Vanela lived and grew up in Canada but has been living in London, UK with her husband and children throughout her career. She holds degrees from McGill University, and Imperial College London.

### **Manish Miglani, Managing Director, YNM Growth Capital**



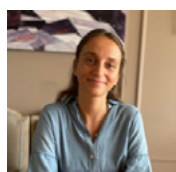
Manish is an experienced investor with nearly two decades in venture capital and private equity. He leads Y Ventures, an upcoming impact VC fund focused on Seed to Series A investments. Previously, as Director at Nesta Impact Investments, he oversaw impactful investments and successful exits in companies like Futuregov, Q Doctor, and Mel Science. Manish's career includes roles at Sovereign Capital, Terra Firma Capital Partners, Colgate Palmolive, and Accenture. A Fellow of the Royal Society of Medicine and NHS Innovation Accelerator mentor, Manish blends professional impact with personal passions, such as growing superhot peppers during England's brief summers.

### **Priya Oberoi, Managing General Partner, Goddess Gaia Ventures**



Priya is the General Partner of Goddess Gaia Ventures (GGV), Europe's first women-centric healthcare fund. Founded in 2021, GGV invests in women's health across five core themes, focusing on untapped market opportunities. Inspired by her personal experiences with cancer, IVF, and auto-immune disease, Priya is passionate about driving innovation at the intersection of tech, health, wellness, and science. A former CEO of Oberoi Capital Partners, she scaled the firm to deliver exceptional returns over 12 years. A trained lawyer, she co-authored the ISDA-IIFM Tahawut Master Agreement. Priya is an Oxford graduate, angel investor, and recognized industry thought leader.

### **Ines Ullmo, Investor, The Venture Collective**



As a PhD graduate in Cancer Immunotherapy and Immunology from Imperial College London, Ines focused on developing Natural Killer cells from stem cells for cancer therapy. Leveraging this scientific background, she transitioned into the business side of biotech. While finishing her PhD, Ines began working for NK:IO, an Imperial College spin-out commercializing NK cell therapies. At NK:IO, she oversaw investor relations, partnerships, and PR within the UK techbio ecosystem. Alongside this operational role, Ines also started her journey in Venture by joining BlueYard Capital as a Venture Fellow. She then transitioned to become an Associate at The Venture Collective, where she oversees deeptech and biotech investment opportunities with a strong focus on human health and sustainability.

# 10:00 AM | EARLY STAGE THERAPEUTICS PANEL

*Bringing the Newest Therapies to the Clinic*

This panel aims to bring a diverse group of experts & senior decision making staff from VCs, corporate pharma, and other investor types who focus on biotech/ therapeutics investments together to discuss topics such as:

- The decision-making process
- Current areas of interest and areas of high need
- How companies can better differentiate themselves, especially those in overcrowded indications
- Common mistakes/red flags Recently successful deals and how they were successful

The moderator will guide the discussion through topics including how the investors source and vet novel therapeutic assets, what kinds of technology are of interest to them right now, and how they as investors work with a startup to move a new drug toward commercialization.

## **Juan R. Garcia, Executive Chairman, Biotechnology Business Institute (Moderator)**



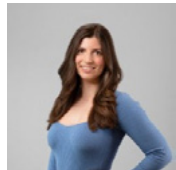
Juan is the founder and Managing Director of the Biotechnology Business Institute (BBI), a leading institution in business valuation, international business development, and private funding for biotech ventures. Since 2013, he has reviewed over 55 business plans, collaborating with research centers and early-stage companies across Europe. BBI, now established in Cambridge, Barcelona, and Mexico, boasts a network of 300+ industry experts. With a background in oncology research and a degree in molecular biology from the University of Barcelona, Juan also holds an MBA focused on the pharmaceutical industry. He has worked as a product manager at AstraZeneca Spain and actively contributes to life sciences conferences globally.

## **Alex Badamchi-Zadeh, Vice President, SV Health Investors**



Alex, Vice President at SV since 2020, is part of the biotech team, focusing on forming and funding companies developing transformative medicines. He serves as a board observer for SV-created companies Alchemab, Dualitas, EyeBio, and Therini. Alex evaluates new opportunities and advises portfolio companies on strategy, fundraising, and business development. Previously, he led Business Development at Xilio Therapeutics, overseeing its \$100.5M Series B raise. Earlier, he advised life sciences clients at L.E.K. Consulting and conducted postdoctoral research at Harvard, contributing to groundbreaking immunotherapies and the world's first Zika vaccine. Alex also serves on the Cancer Research UK Seed Investment Committee.

## **Lina Gaydarova, Investment Manager, Novaterra**



Lina Gaydarova is an early stage life sciences investor at Novaterra, Italy's first international pre-seed & seed impact fund. Lina is based in Milan, and actively invests across biopharma in CNS & oncology as well as wet lab diagnostics in EU/US geographies. Prior to Novaterra, Lina was an investor at Bessemer Venture Partners in San Francisco focused on enterprise and healthcare while executing early stage biopharma oncology investments as an LP in an angel fund. Lina's early career was a mix of investment banking & growth equity across infrastructure technology, which she leveraged as a launchpad to break into early stage life sciences investing.

## **Soyoung Park, General Partner, 1004 Venture Partners**



Soyoung has a passion for benefiting people with advanced medical technologies. She has invested in various areas under the arm of Health Ageing, focused on digital health, health tech, and biotech for +4 years. Previously, Soyoung spent nearly 15 years in MedTech and biotech, achieving four times 3x-5x exits in the SF Bay Area. Soyoung holds an MBA from the Fuqua School of Business at Duke University.

## **Richard Ward, Director, Search and Evaluation, Oncology R&D BD, AstraZeneca**



Senior Director, Search and Evaluation in the Oncology Business Development Group at AstraZeneca. Previous worked as a Computational Medicinal Chemist in drug discovery projects within Oncology R&D at AstraZeneca for almost 20 years. Co-proposer and co-inventor of the approved EGFR mutant-selective covalent inhibitor osimertinib (Tagrisso) and co-inventor of the ERK1/2 inhibitor AZD0364. As part of this discovery work awarded the Heroes of Chemistry award by the ACS, the Malcolm Campbell Memorial Prize by the RSC and also been the awarded the 8th Capps Green Zomaya Award by the Biological and Medical Chemistry sector of the RSC. Before starting a research career at AstraZeneca, gained a BSc in Chemistry and Bio-organic Chemistry and a PhD in Computational Chemistry at The University of Birmingham, UK.

# 11:00 AM | MEDICAL DEVICE PANEL

## *Forward Looking Trends in Medical Device Innovations*

Investing in medical devices has become more complex with time. While standard medical devices are still a mainstay, there are an increasing amount of combination devices, software-enabled devices and diagnostic devices that require investors to have expertise in multiple sectors. Panelists may discuss topics such as:

- Areas that are currently popular and expected to grow in 2024
- The benefits vs. risks of devices that cross sectors
- Regulatory hurdles / challenges
- Amount/type of data they want to see before investing

Panelists will discuss how to meet the challenges of raising financing for a new device and advise startups on how to make the investment case for their novel technology. Panelists will also explore what technology areas are of top interest to them and how a startup can make themselves stand out in the crowd.

### **Andrew Merken, Sharholder, Polsinelli PC (Moderator)**



Andrew Merken specializes in corporate and transactional matters, guiding clients through the full business lifecycle—from start-up formation to venture funding, growth-stage collaborations, and eventual exits via M&A or IPO. He also advises VC funds, angel investors, family offices, and investment banks on public offerings, private placements, and M&A transactions. Andy primarily serves life sciences and high-tech companies, including biotech, pharma, medtech, and digital health, but also supports clients in consulting, real estate, professional services, and food services. With a collaborative approach, he connects clients with transactional and subject-matter experts to drive successful outcomes at every stage.

### **Matthew Frohn, Partner, Longwall Ventures**



Matthew has over twenty years of experience as a venture investor, focusing on highly disruptive healthcare, medtech and life science opportunities. After a brief research career, he moved into venture capital, making seed investments with an Oxford Technology Management, before co-founding Longwall Venture Partners. Longwall has raised three funds over the last fifteen years, and invests in early stage, UK-based science, engineering and healthcare businesses. Matthew has a D.Phil (Biochemistry) from Oxford.

### **Sergio Levi, Operating Partner, Mercia Ventures**



Sergio Levi is an international executive with more than two decades of experience in the Healthcare and Technology sectors. He has expertise in Corporate Development, Strategy, M&A, Venture Capital and Sales Management, which he acquired working for global multinationals (Philips, Texas Instruments), venture capital backed start-ups (Nitinotes Surgical) a private equity backed LBO (1.6B\$ TPG Capital backed spin-off of Onsemi from Motorola), a mid-cap FTSE 250 growth company (CSR plc sold to Qualcomm for 2.4B\$) and a London based venture capital investment fund (Spark Ventures with >400M\$ AUM). Sergio has been a member of the Board of Directors of several start-up companies, and is currently collaborating with Mercia Ventures as on Operating Partner.

### **Ron Petersen, Investment Partner, Longbow Capital**



Ron Petersen is a native New Yorker who has worked from his UK base for more than 40 years. He held increasingly responsible positions within Armstrong World Industries until 1992, when became CEO of a British-based, NASDAQ-listed engineering company. The successful sale of that business led to the role of CEO in two companies listed on the main board of the LSE and the chairmanship of an AIM-listed company. In 2005, Ron was a founder of Longbow Capital, a VC partnership whose first investment was in CyDen Ltd. (now iPulse Ltd.), one of the pioneers of home-use, light-based devices (in CyDen's case, hair removal). Ron was CEO of CyDen for five years: it now has sales at retail approaching \$400 million. Ron was then a founder and CEO of the Boots Centre for Innovation; latterly, Longbow backed Ambicare Health, developers of a unique home use device for acne treatment; Ron is Investor Director at Ambicare.

### **Christian Schenk, Investment Director, Apposite Capital**



Christian is an Investment Director at Apposite Capital. Apposite invests in growing Healthcare and Life Science companies across Europe to build them into market leaders by working closely with management teams, providing operational support, strategic guidance, and flexible capital. Christian originates deals across Europe and executes and manages Apposite current investments in Emblation (microwave technology for dermatology), SummitMedical (single-use medical products for orthopaedic surgeries), and Kelso Pharma (specialty pharma). Prior to joining Apposite, Christian spent over six years in management & strategy consulting at L.E.K. and over two years in large pharma at Eli Lilly.



# 1:00 PM | A TRUMP WIN: WHAT'S NEXT FOR BIOTECH INVESTORS?

In the aftermath of global elections, the biotech industry finds itself at a critical juncture. As political landscapes shift and economic priorities evolve, what does the future hold for life sciences investment? This panel will delve into the current state of biotech, examining how post-election policies, regulatory changes, and shifting market conditions are influencing the sector's growth potential.

## **Sunil Shah, Co-founder, o2h Group and CEO of o2h Ventures (Moderator)**



A serial entrepreneur having begun a career in the Life Sciences team at PA Consulting group followed by co-founding two companies in the information technology and life sciences sector. The second of these companies, Oxygen Healthcare Ltd was acquired by Piramal Enterprises Ltd (BSE: PEL). Sunil co-founded o2h ventures which involves discovery services / collaborations, seeding drug discovery, academic in-licensing and biotechnology incubation. Sunil has a degree in Biochemistry and an MBA from Cambridge University.

## **Jonathan Tobin, Partner, Brandon Capital**



Jonathan is a Partner in Brandon's London office, serving on the boards of portfolio companies including Pheon, Myricx Pharma, NRG Therapeutics, and Catalym. Previously, he was Managing Director at Arix Bioscience, leading investments in companies like Artios Pharma and VelosBio (acquired by Merck for \$2.75bn). At Touchstone Innovations, he helped build spin-outs like Inivata (acquired for \$415m). Jonathan holds a first-class Biology degree (Oxford), a PhD in Molecular Medicine (UCL), and an MBA (Imperial). He conducted cancer research at the Crick Institute and serves as a trustee for the Autism Centre for Excellence and advisor to the KHAN fund.

## **Elizabeth Klein, Investment Director, Calculus Capital**



Elizabeth joined Calculus Capital in 2022 and has over 20 years' experience in Life Science investing. Elizabeth joined Calculus from Klein-Edmonds Associates, which she founded in 2015 to support and advise stakeholders in the UK's Life Sciences industry. Her career spans equity research and investment analysis, and her client base included - amongst others - Radnor Capital Partners, Grant Thornton, and the Bio-Industry Association. She has a BSc in Applied Biology, an MA in History of Medicine, and an MBA. Elizabeth's role is to source and execute new deals, as well as advising a number of Calculus' portfolio companies.

## **Rosie Barnett, Principal, Delin Ventures**



Rosie Barnett is a Principal at Delin Ventures, specializing in health and life sciences venture capital. With expertise in investing and company building across health tech, biotech, and life sciences, Rosie is passionate about driving innovation and fostering growth in transformative industries. Beyond venture capital, she actively supports charities and mission-driven companies focused on creating social impact. Rosie is committed to leveraging her strategic insight to empower organizations with meaningful missions. Always open to collaboration, she offers advice, consulting, and guidance to initiatives striving to make a difference in the world. Connect with Rosie for strategic support and impactful partnerships.

## **Laura Lane, Vice President, Lilly Ventures**



Laura Lane, PhD, is VP of Lilly Ventures and Regional Head for Europe at Eli Lilly & Company, overseeing venture capital strategy, including biotech investments, fund-of-fund relationships, and external innovation initiatives. With a PhD from the University of Cambridge, Laura brings diverse experience across venture capital, technology transfer, consulting, and leadership roles in biotech start-ups. Previously part of Advent Life Sciences, her investments included MiroBio (acquired by Gilead Sciences) and Proximie. Laura also held CEO and COO roles at UK biotech companies. She serves on the boards of the Collaborative Community against Coronavirus CIC and the UK BioIndustry Association (BIA).

## 9:00 AM | SESSION 1 - NOVEL DRUG DISCOVERY & DEVELOPMENT



a:head bio AG uses brain-like tissue technology (cerebral organoids) to develop new brain therapeutics with exclusive patents licensed from IMBA, Austria. The team combines expertise from neuroscience, bioengineering, and data science and is led by an experienced management and board. a:head fills a gap in CNS drug discovery, where current methods have a <5% success rate, with an expected market size of USD 190 billion in 2030. Since 2019, we have optimized brain organoid production, big data analysis, and shown proof of concept with disease models and neuroactive compounds. We are seeking EUR 10 million to launch preclinical programs in major brain disorders like Alzheimer's and Epilepsy and take a candidate into clinical development by 2028.



Ignota Labs are a drug turnaround company using AI to identify the root cause of drug safety failures. Ignota Labs rescues promising but failing drugs and brings new hope to patients. Safety failures are a \$400bn pharma problem, with 56% of drugs failing due to safety issues. Ignota Labs have developed SAFEPATH - The world's only clinical safety turnaround platform. In just 2 years, Ignota Labs have made significant commercial traction. They have partnerships with big pharma companies including Sanofi and have bought and turned around their first asset. Ignota Labs are closing their Seed Round, led by a leading Silicon Valley investor."



Cambridge-based OutSee is raising a seed round for its AI-enabled drug discovery platform. Unique approach to identify novel disease mechanisms using genetic data, demonstrated on three independent cohorts. Technology incubated in world-leading academic lab for past decade, mature and ready to deploy. Pilot project in two indications completed with Pharma company with follow-on deal and one other in the pipeline. Experienced founder was previously founder of a currently-active cellular reprogramming biotech.



VALANX Biotech enables completely site-agnostic, precise protein conjugation with unprecedented yield. We provide complete conjugation freedom, allowing for superior optimisation of proteindrug conjugates like cytokine conjugates and antibody-drug-conjugates. Our lead asset, VLX101 has recently read out very favourably in a T-cell mediated autoimmune disease mouse model and beats comparable competitors in this model. Also, we have signed on collaborators from big and mid-biotech for preclinical development. We see strong interest from various biotechs and big pharma in our technology.

## 10:00 AM | SESSION 2 - MEDICAL DEVICES



Biotts is a clinical-stage biotech company with a pipeline of proprietary drug candidates, initially in diabetes. Biotts' pipeline relies on a proprietary breakthrough technology of a universal transdermal carrier MTC-Y™ which allows for the transdermal delivery of molecules that are much larger in size than traditional transdermal technologies to increase bioavailability, reduce the therapeutic dose and reduce the side effects in a completely non-invasive and patient-friendly manner. The carrier technology is truly non-invasive (no micro-needles), typically applied with a simple reservoir patch, and therefore elegant in its simplicity and above all cost-effective. Safety and efficacy of the platform technology have been confirmed in clinical trials. Biotts' MTC-D1 has successfully completed a clinical phase 1 last year. MTC-S1 (Semaglutide) and MTC-I (Insulin) will start their clinical programs next year. Other assets are in discovery.



Combat Medical has 2 innovate CE approved hyperthermic drug delivery systems that currently treat bladder and peritoneal cancers, significantly improving cancer outcomes. To date Combat has completed over 100,000 treatments across 350 hospitals in Europe. Sales in 2024 will exceed £3m (CAGR 20%) with £750k EBITDA. We've raised £11m equity investment & £3.1m Innovate UK grants. We have over 30 publications supporting our treatments and recently gained MRHA approval for a phase 3 FDA bladder cancer trial in 238 patients to be run across 25 NHS hospitals. The trial protocol has been reviewed by the FDA, who confirmed it met their requirements. First interim data from trial will be 2H 2026 in 75 patients. Companies with less patients and worse data have successfully IPO on NYSE with \$2bn+ market cap. Combat plans IPO in 2027 and first US sales during 2029.



Revolutionizing cartilage recovery: Hy2Care's CartRevive hydrogel implant realizes optimal restoration of cartilage defects. After sports mishaps, slips, or falls, our patented hydrogel offers a scaffold of joint-matching composition, guiding natural cell growth and enabling the body to heal itself. Currently under clinical examination in the Netherlands for EU approval, with US trials coming up. Dive into the future of joint repair with us!



Renovos is transforming regenerative medicine through pioneering use of RENOVITE® nanoclay gels, stemming from world-class stem cell research. RENOVITE® formulations are injectable, bioactive, and can deliver and retain biologics within the target site of repair, allowing for dose reduction, lower COGS and improved safety of potent biologics. Renovos' mission is to unlock the full potential of regenerative medicine and help clinicians deliver safe and more efficacious treatments for tissue repair, addressing in the first instance a substantial \$5bn orthobiologics market. Renovos has granted patents and a strong scientific and commercial team. The company is now raising funding to complete pre-clinical development and enable clinical trials.

## 11:00 AM | SESSION 3 - THERAPEUTICS



Bioscopic harnesses small molecule drugs from beneficial infant microbes to treat inflammatory diseases, including cancer. Our technology is built from the unique insight that early-life microbes have evolved to programme the human immune system, and are associated with positive outcomes across adult inflammatory diseases. Our proprietary platform, built on the largest collection of infant bacterial strains and genome data in the world, enables the precise identification and isolation of therapeutic compounds that drive targeted immune responses. Unlike traditional approaches using live bacterial formulations, Bioscopic's compound-focused strategy ensures consistent, controlled therapeutic outcomes. With preclinical models demonstrating significant tumour reduction and a differentiated discovery platform, we're seeking investment and strategic partnerships to accelerate our clinical development.



OncoLize develops injectable drug depots for localized, intra-tumoral drug delivery using generic chemo or novel drugs using standard Interventional-radiology practices. Delivering drugs this way offers precision: up to 125x higher concentration in target, much smaller doses and very low drug levels outside of the tumor... Improved outcome, Far less side effects, Affordable. The company is at final stages of pre-clinical testing and scale-up development, preparing for Clinical Trial Application as SME under Orphan Drug designation for pancreatic cancer and other difficult-to-treat tumor indications by early 2026. The company has recently shown 100% survival of PDX-mice bearing human patient biopsies and tumor cell-lines in pancreatic- and lung-cancer respectively. The highly experienced team is raising a Seed B of €2.5 million by early 2025, followed by a Series A of €15 mln by early 2026 to start clinical trials and expand the portfolio to other solid tumor indications: Lung, Colon, Breast, Bladder, Prostate.



RIANA Therapeutics, founded in 2023 as an academic spin-off, focuses on pioneering small-molecule therapies for cancer by targeting protein-protein interactions of transcription factors such as STAT5B or ETV6. Leveraging our proprietary screening platform we identified small molecule inhibitors targeting STAT5B with potential as a first-in-class and first-in-line treatment for AML and blood cancer patients. As of today, we have successfully completed high-throughput screening, validated key hits, and are now advancing into lead development. To date, we have raised €1.6M, including €1.35M in non-dilutive funding and a €250K convertible loan. For our seed round, we seek minimum €1.5M in equity, which we can leverage 2-3x with Austrian grants to €4.5M. These funds will drive our chemistry efforts, efficacy, ADME, PK, and support proof-of-concept studies in mouse models to progress STAT5B lead candidates toward IND status and first-in-human study readiness by 2028, creating a potential early exit opportunity for investors.



UPyTher is a biotechnology company developing innovative medicines using proprietary formulation technology. It focuses on treating diseases in hard-to-reach areas with unmet medical needs, particularly peritoneal cancers. These cancers are currently untreatable due to the lack of effective drug delivery. UPyTher's approach involves administering new-generation medicinal products directly into the peritoneal cavity, offering local, prolonged tumor exposure with reduced toxicity. Its initial products are based on known chemotherapeutics that are currently used off-label in intraperitoneal therapy in an ineffective way, along with novel immune-modulatory compounds. The company has secured €2.8 million to demonstrate preclinical proof of concept for its lead products targeting colorectal and ovarian peritoneal cancers. UPyTher is seeking €12.5 million in Series A funding by Q3 2025 to complete CTA/IND-enabling studies and initiate patient trials by 2026. All products are backed by robust patent protection and additional regulatory market exclusivity upon approval from EMA and FDA.



## 1:00 PM | SESSION 4 - MEDICAL DEVICES & DIAGNOSTICS



Altoida is a pioneer in the development of digital biomarkers for neurological conditions, including Alzheimer's Disease. Its groundbreaking Altoida Digital NeuroMarker Platform uses machine learning and augmented reality (AR) to provide objective and precise assessments of cognitive health and function. The platform features a mobile application that offers users a 10-minute set of motor, speech, and AR tasks designed to simulate daily activities. These tasks evaluate a range of brain health metrics, such as micro-movements, processing speed, reaction times, and spatial navigation patterns. Altoida is a privately-held, venture-backed diagnostics company, with a proprietary, evidence-based platform built on over 20 years of scientific research. Its technology has been published in multiple peer-reviewed journals, including Nature Digital Medicine.



MedTech Company has a unique technology that simplifies spinal surgeries. It is FDA-approved, Clinically Documented, and has several Patents. An inventory of the finished product is ready for sale to the market. The technology can be used in several phases and sectors of the spine, including revisits. One shareholder right now is looking for capital to roll out the US market.



MicrosensDx offers sample collection, enrichment and preparation services and products to diagnostic companies and clinical testing laboratories. The Company has novel IP and a deep know-how in sample preparation, inflammation/sepsis and protein aggregation, and has proficient R&D and product development capabilities. Uniquely, MicrosensDx's sample prep methodology has been designed to operate universally with all sample types at every scale, so it can be tuned for optimal performance with even the most complex samples. MicrosensDx is using this expertise to empower diagnostic testing, providing insights into sepsis prognosis and optimised sample content all to make improvements in healthcare both possible and universally deployable.



OxyCam™, our diagnostic and therapeutic MedTech imaging device to visualise micro-vessels at point-of-care with image processing AI. It is a platform technology with market potential in Cardiology, Renal Medicine, Oncology, but our first use case is Critical Care. Validated our GTM strategy with an external medtech reimbursement agency in Lausanne (TAM \$1.1B, SAM \$239M annually in US in this segment alone). Highlights:

- IP: Granted patents in EU/USA. Granted trademarks. Proprietary AI database with >, 50 leading centres
- Team: 10 exits including an IPO between us, 6 x PhD (MIT, Imperial, NUS, Erasmus, UZH), World Expert in Sepsis and Deep-tech expertise'
- Traction; Clinical and pre-clinical data, 3 LOIs/commitments from acquisition targets and OEM upfront milestone payments. Adoption among KOLs. €1.7M non-dilutive grants from H2020, 50+ pre-orders

## 2:00 PM | SESSION 5 - CELL & GENE THERAPY



AlveoGene's Mission is to transform respiratory disease outcomes using inhaled gene therapy. Our InGenuiTy® platform delivers our proprietary 3rd generation SIN pseudo lentiviral vector based products directly to the lung treating disease locally, efficiently, and safely where the clinical impact and patient benefit is the greatest. We have shown single dose efficacy, long-term durability, combined with convenience of inhaled delivery, transforming the current standard of care or providing therapeutic solutions for diseases that currently don't exist. InGenuiTy® potential has been validated with a commercial deal with Boehringer Ingelheim in cystic fibrosis, the imminent clinical trial of Lenticlair providing significant risk mitigation for AlveoGene's Own Products. We are raising £50M Series A financing to advance our lead programs in Alpha-1 Antitrypsin Lung Disease (AVG-001) Neonatal Surfactant Protein B (AVG-002) and ABCA3 (AVG-003) deficiencies, into the clinic and accelerate the development of a multiplexed and high value differentiated candidate in IPF (AVG-004).



Primagene Therapeutics, Inc. is a Rice University spinout company developing a platform of engineered cell therapies to treat inflammatory diseases, with chronic kidney disease as our lead indication. Our technology hinges on a technique called 'genetic priming' whereby we can reprogram commonly used cell chassis to robustly exert therapeutic behaviors that are normally only fleetingly present in nature. This approach has been shown to be more durable and effective than any available alternative and has the potential to address unmet needs across a broad array of inflammatory diseases. We are currently looking to raise funds to advance our science towards the clinic and expand the reach of our platform to other disease areas.



Realising the potential of cell therapy to treat hearing loss Motivated by the desire to treat the >500m people globally whose lives are affected by hearing loss, Rinri Therapeutics is advancing the world's first regenerative cell therapies for the condition. By replacing the inner ear's dead or damaged sensory cells that cause sensorineural hearing loss, the company is developing a portfolio of life-changing new approaches. This could lead to the reversal of the condition for which no pharmaceutical therapies are available, only palliative medical devices. Encouraging data indicate that Rinri Therapeutics' technology platform has the potential to transform hearing loss. Rincell-1, the company's first product, is expected to enter clinical trials soon. We're proud to work closely with patients, their families, and leading doctors to ensure we develop the safest and most effective treatments for severe hearing loss.



Vzarii Therapeutics is a preclinical stage Biotech company, developing gene therapy technologies directly targeting mitochondrial dysfunction for prevalent neurodegenerative diseases with large unmet clinical need. Our Science is based on the knowledge that mitochondrial dysfunction is implicated in the pathophysiology of many neurodegenerative diseases. Our focus is on our lead program, VZ-103, designed to prevent disease progression and preserve vision in patients with dry age-related macular degeneration (dry AMD). We have generated robust pre-clinical POC evidence across multiple in vitro and in vivo models highlighting the value of this first in class therapeutic approach for dry AMD. Our Technologies have applications for multiple neurodegenerative diseases including dry age-related macular degeneration (dry AMD), glaucoma, Alzheimer's Disease, Parkinson's Disease and Motor Neuron Disease. We are currently raising seed funding to progress the development of our lead program.



# RESI JPM 2025

January 14: In-person at San Francisco Marriott Marquis  
January 15-16: Virtual Partnering only



The 50th RESI Conference will be held on January 14 at the San Francisco Marriott Marquis, featuring an in-person event followed by three days (January 15-16, and 21) of online partnership activities. Previous RESI JPM conferences have drawn over a thousand attendees, including more than 500 early-stage life science investors, innovators, and industry experts. This RESI is held concurrently with JP Morgan Healthcare Week which will take place from January 13-16, 2025, at the Westin St. Francis in San Francisco. As the largest and most comprehensive healthcare investment symposium, it attracts thousands of life science professionals globally.



Register to RESI JPM



Take \$100 off with Code: RESI100

To learn more, contact [RESI@lifesciencenation.com](mailto:RESI@lifesciencenation.com)



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# Where excellence fuels innovation and growth.

Polsinelli's highly collaborative team approach provides life science and healthcare clients with integrated, skilled legal support and strategic advice through every stage of a company's lifecycle, from start-up to growth to liquidity. We work closely with both companies and investors on everything from entity formation — including non-U.S. companies setting up U.S. entities and/or reincorporating in the U.S. — pre-seed/seed/Venture Capital financings, patent prosecution and strategy (including Freedom to Operate opinions) and in-licensing and out-licensing, to FDA compliance, healthcare reimbursement and litigation (including Hatch-Waxman, ITC and commercial disputes), to collaborations, mergers and acquisitions and public offerings/SEC compliance. We have deep industry experience in all of the life science verticals — including biotech, medical devices, pharmaceuticals, digital health, food and agriculture — as well as healthcare (including hospitals and health systems, pharmacies, behavioral health, home health and hospice, infusion therapy, and long-term care/assisted living facilities). As one of the largest U.S. healthcare practices, we advise numerous non-U.S. companies on their U.S. transactional and regulatory needs.

## Moderating Panel

Medical Device Panel: Forward Looking Trends  
in Medical Device Innovations



**Andrew Merken**  
Shareholder  
Venture Capital & Emerging  
Growth Companies  
Boston

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20+ offices from LA to NY | 170+ services/industries

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Real Estate

Regulatory



# 9:00 AM | IT ALL STARTS WITH YOUR STORY

## PREPARING FOR A GLOBAL ROADSHOW

The most successful entrepreneurs are always the best storytellers. Finding a way to naturally formulate your company's unique story and portraying this through multiple modalities whether it be a 1-minute elevator pitch or a 12-slide pitch deck is one of the most effective ways to get potential investors and partners on board with your value proposition. This bootcamp will cover the importance of entrepreneurial agency, finding your voice and developing a compelling narrative for the different players that will emerge along a deal chain, and language tools to refine your hook. Investors always bet on the team, not just the technology, and if every member of your startup can tell any strategic partner a consistent story of your company and technology, you are on the right track to building successful relationships.

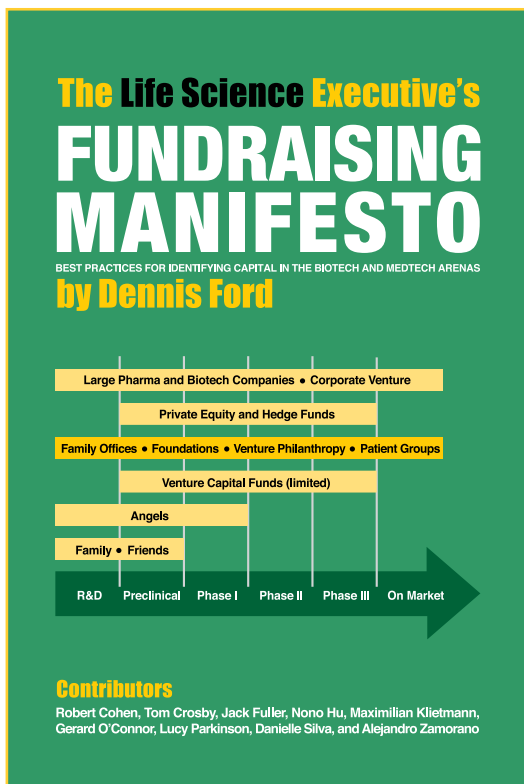
### Dennis Ford, Founder & CEO, Life Science Nation; Creator of RESI Conference Series

Dennis Ford is an entrepreneur, author, and frontier technologist with deep expertise in sales, marketing, and business development. Dennis has spent a decade in the early-stage life science arena creating a partnering platform that matches next-generation drugs, devices, diagnostics, and digital health products with investor and licensing partners. Dennis has developed an active network of global investors ranging from Family Offices, Private Equity, Venture Capital, Foundations, and Endowments to large Corporate and Pharmaceutical firms interested in high-growth early-stage technologies. Dennis has also pioneered a unique global partnering event called the Redefining Early-Stage Investments Conference Series that matches investors and licensing partners with startup firms based on stage of development and product.

Dennis is the author of *The Peddler's Prerogative* and *The Fund Manager's Marketing Manifesto*, two well-received sales and marketing books. His latest book is *The Life Science Executive's Fundraising Manifesto* which he turned into a two-week immersion class for scientist-entrepreneurs and fundraising CEO which is now offered to help launch and fund startups into the global life science arena.

### 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.

**The Life Science Executive's FUNDRAISING MANIFESTO**  
BEST PRACTICES FOR IDENTIFYING CAPITAL IN THE BIOTECH AND MEDTECH ARENAS  
by Dennis Ford

Investor Type	R&D	Preclinical	Phase I	Phase II	Phase III	On Market
Large Pharma and Biotech Companies • Corporate Venture						
Private Equity and Hedge Funds						
Family Offices • Foundations • Venture Philanthropy • Patient Groups						
Venture Capital Funds (limited)						
Angels						
Family • Friends						

**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

# 10:00 AM | TALES FROM THE ROAD

## BIOTECH AND MEDTECH INNOVATORS ON THEIR FUNDRAISING JOURNEY

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

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

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

### **Greg Mannix, VP of International Business Development, Life Science Nation (Moderator)**



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.

### **Matthias Breugelmans, VP, Head of R&D, Mundi Pharma**



Dr. Matthias Breugelmans, VP and Global Head of R&D at Mundipharma, brings extensive experience in pharmaceutical sciences and medicinal chemistry. With a PhD in Medicinal Chemistry and industry roles at Grünenthal, Matthias has driven impactful initiatives in drug safety, business transformation, and R&D productivity. As Chief of Staff at Grünenthal, he supported the CSO in shaping R&D strategy and led a major departmental reorganization. At Mundipharma, Matthias leads efforts to establish the company as a global leader in specialty care, leveraging his expertise in strategy, innovation, and operational excellence to advance transformative treatments.

### **Brian DellaValle, CEO & Founder, GLX Analytix**



Brian Della Valle, a Canadian/Danish neuroscientist turned entrepreneur, is the founder and CEO of GLX Analytix, a company pioneering blood-based biomarkers for neurological disease detection. During his PhD at Novo Nordisk, Brian's research led to first-in-field discoveries on Ozempic, resulting in multiple patents. At GLX Analytix, he developed the GLX Signature Platform, integrating advanced vascular biology and AI to enhance precision medicine for conditions like Alzheimer's and Multiple Sclerosis. Backed by investors such as LabCorp Venture and ADDF, GLX Analytix collaborates with leading institutions like Harvard/Wyss Institute and Mass General. Brian will spearhead the company's Series A round in 2025.

### **Alan Roth, Chief Executive Officer, Oxford Drug Design**



Alan has a multifaceted career in life sciences, spanning basic research, investment management, strategic consultancy, and company operations. He began as a chemist at Merck & Co., Inc. in New Lead Discovery and later joined McKinsey, advising leading global companies. As Director at Commerzbank Asset Management, he oversaw global equity bio-investments and industrial research. Alan co-founded Chiral Quest, Inc., leading it as CEO and CFO through its U.S. IPO. At the University of Oxford, he served as a Royal Society Entrepreneur in Residence and is a Visiting Lecturer in science entrepreneurship. Alan holds a BA from Cornell, a PhD from Columbia, and completed a postdoctoral fellowship at Oxford.

### **Amber Vodegel, CEO | NED | Founder | Investor, Consulens Ltd / 28X Ltd**

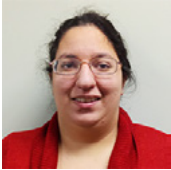


As Founder of one of the largest global Health Apps, Amber's expertise lies in developing and scaling B2C platforms. Amber founded 'Pregnancy+', her flagship application that was bootstrapped until its acquisition by Philips, a Fortune 500 company. Powered by ML and deep analytics, Pregnancy+ became the world's leading pregnancy app, growing to over 150 million users globally. A testament to her ability to scale health apps to meet the needs of millions. Amber is now launching a new venture. A social project dedicated to women's health. A free-to-use, privacy-safe platform that brings essential education at scale to users worldwide. Outside work, she is a dedicated mother of 2.

## 11:00 AM | BRANDING & MESSAGING

In Branding and Messaging content, we cover the Tagline, Elevator Pitch and Executive Summary. Learn how to make the right first impression with a succinct tagline, home in on your elevator pitch and bring these components together to tell your complete story in the executive summary. Your outreach to investors during a fundraising campaign requires you to have your message expressed clearly and concisely, and more importantly, consistently across multiple modalities. Learn how your Tear Sheet and Pitch Deck complete your marketing collateral and play a key role in your outreach.

### **Karen Deyo, VP of Product, Israel BD, Life Science Nation**



Karen Deyo is the VP of Product at Life Science Nation, responsible for new product development and LSN's educational content. In addition to her role as VP of Product, she is actively involved in Israel BD, utilizing her professional and personal connections to connect LSN to the Israeli life sciences startup community. She started out at LSN as part of the investor research team, speaking to investors and learning their investment mandates. Karen utilizes her experience speaking with investors as well as her scientific background to help startups translate their science and prepare for their global partnering campaigns. 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.

## 2:00 PM | VENTURE VALUATION WORKSHOP COMPANY VALUATION FOR FUNDRAISING

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

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



Dr. Patrik Frei is the founder and CEO of Venture Valuation AG, a company he established in 1999 to provide independent valuation services for high-growth industries. His first client was Novartis Venture Fund, and he has since conducted over 450 valuations for investors, biotech, pharma, and medtech companies. Patrik earned his degree from the University of St. Gallen and completed his PhD at EPFL Lausanne, focusing on the assessment and valuation of high-growth companies. He has served on the boards of Ineo, Aventron AG, and Ophthalmopharma, where he successfully out-licensed a portfolio of products. His articles have been published in journals such as "Nature Biotechnology" and "Chimia," and he has authored business publications. Dr. Frei also lectures on valuation at institutions like Seoul National University, EPFL Lausanne, and the University of St. Gallen, offering workshops globally.



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