



RESI REDEFINING
EARLY STAGE
INVESTMENTS

BOSTON 2024

SEPT. 25 | BOSTON, MA
SEPT. 26-27 | VIRTUAL PARTNERING



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NATION**

Connecting Products, Services & Capital

ONSITE GUIDE

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scientist entrepreneurs, strategic partners, and service providers
now have an opportunity to **Make a Compelling Connection**

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RESI BOSTON 2024

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WELCOME TO RESI



Welcome to Redefining Early Stage Investments (RESI) Boston. Life Science Nation (LSN) is proud to host a global community of early-stage capital investors, licensing partners, and life science entrepreneurs.

RESI Boston, happening on Wednesday, September 25, at the Westin Copley Place, offers a dynamic schedule packed with opportunities. Each hour will feature investor panels, two Innovator's Pitch Challenge (IPC) tracks, and workshops. The IPC will spotlight early-stage finalists presenting live to an audience and a panel of investor judges. Attendees can get involved by 'investing' their RESI Cash, distributed at registration, in their favorite pitch companies. Be sure to explore the exhibit hall in the Essex Ballroom to meet these innovators and learn more about their ventures.

In addition, attendees can discover the tech hubs and service providers that bring collaborative and mission-driven energy to the RESI community. Engage with these organizations to understand how they support early-stage companies in their fundraising efforts and beyond. Learn from these players through educational sessions and exhibits and make the most of our dynamic networking receptions to uncover new opportunities for strategic partnerships.

Highlights of RESI Boston include the Global Family Office BioForum, a unique platform for sourcing assets and identifying syndication partners, bridging the gap between family offices and life sciences investment opportunities. This event features a Family Office Panel, open to RESI attendees, and an invitation-only luncheon discussing topics like sourcing technology assets, identifying syndicate opportunities, and selecting the right investment funds. We're thrilled to welcome three influential leaders as keynote speakers: Michael Langer of T.Rx Capital, Sunil Shah of 02h Ventures, and John Parker of Springhood Ventures.

We extend our sincere thanks to our returning RESI Title Sponsors, McDermott Will & Emery, One Nucleus and our new title sponsor, the Muscular Dystrophy Association (MDA), along with our sponsors Medmarc, Talon Biomarkers, Cambridge Scientific, Polsinelli, Banc of California, Advamed and o2H Ventures. The MDA, joining us as a title sponsor for the first time, is bringing crucial topics to the forefront by hosting three insightful workshop tracks at the conference: *Overview of the Neuromuscular Drug Development Landscape*, *Gene Therapy of Muscle Disease & Funding Challenges*, and *the Neuromuscular Disease Company Showcase*. These sessions will provide valuable insights into cutting-edge research and the unique challenges facing the neuromuscular disease community. Their involvement, along with the support from our other sponsors, plays a pivotal role in creating meaningful connections between innovators and investors at RESI.

At its core, RESI is designed to connect early-stage companies with capital, licensing, and channel partners that align with their product and development stage. This is achieved through our global partnering platform, which facilitates well-matched meetings based on multiple criteria. We invite you to explore the possibilities of RESI partnering, taking place in person on Wednesday, September 25, and continuing virtually through Friday, September 27.

We look forward to seeing you at RESI Boston, where meaningful connections and opportunities await!

Dennis Ford

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



THE WESTIN COPLEY PLACE

3RD FLOOR

WiFi: RESI_Conference

PW: resi2024

7:00 AM - 8:00 AM: Registration & Breakfast Buffet (Ballroom Foyer)

8:00 AM - 5:00 PM: Partnering Meetings (Essex Ballroom)

9:00 AM - 5:00 PM: Investor Panels (St. George A)

9:00 AM - 5:00 PM: Innovator's Pitch Challenge Tracks 1&2 (St. George B&C)

9:00 AM - 5:00 PM: Entrepreneurs Workshops (St. George D)

12:00 PM - 1:00 PM: Global Family Office BioForum Luncheon (Staffordshire)

12:00 PM - 1:00 PM: Lunch (Ballroom Foyer)

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

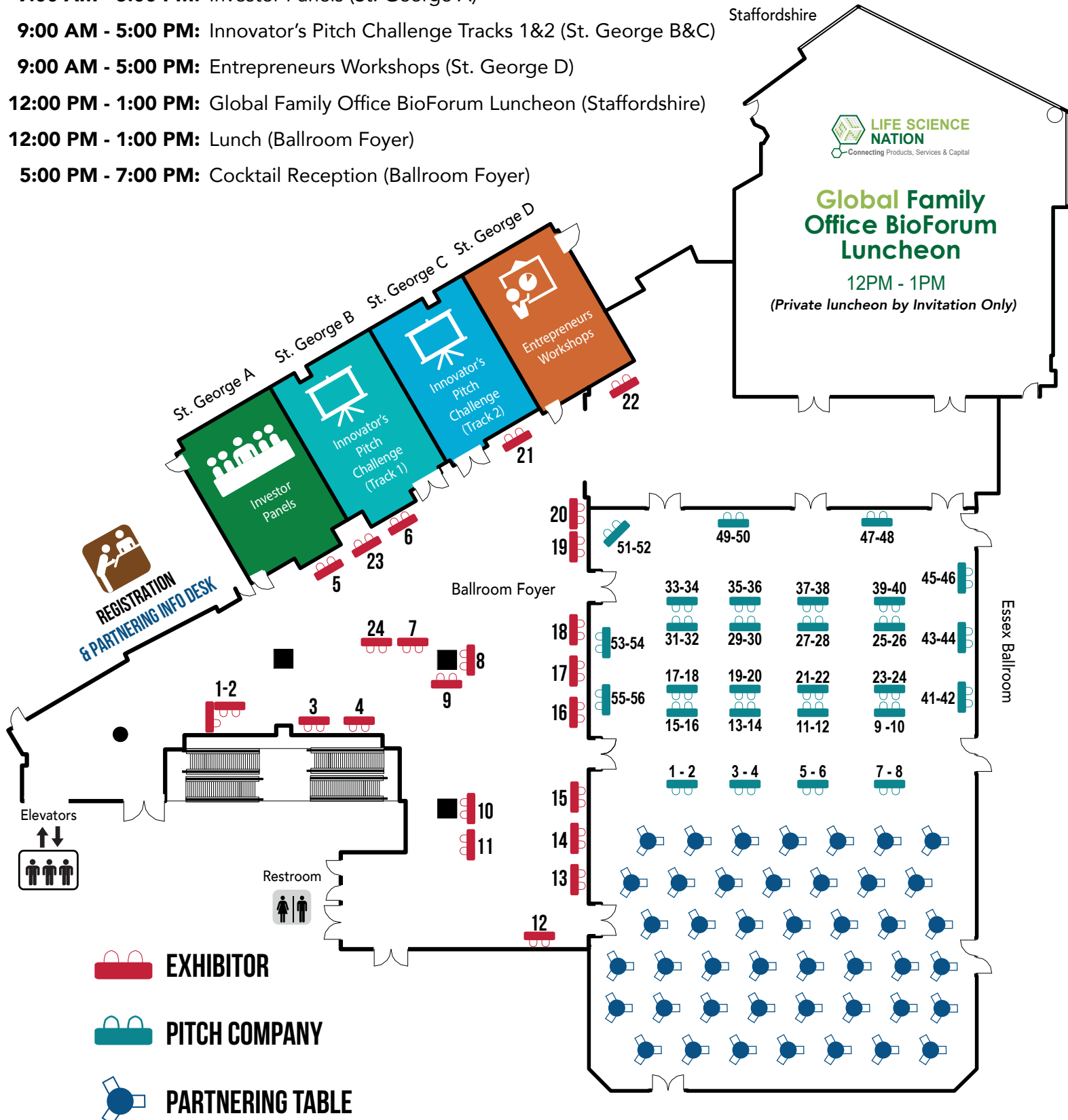




EXHIBIT TABLES

Location: Ballroom Foyer



Table# 1&2



Table# 3



Table# 4



Table# 5



Table# 6



Table# 7



Table# 8



Table# 9



Table# 10



Table# 11



Table# 12



Table# 13



Table# 14



Table# 15



Table# 16



Table# 17



Table# 18



Table# 19



Table# 20



Table# 21



Table# 22



Table# 23



Table# 24



INNOVATOR'S PITCH CHALLENGE

Location: Essex Ballroom



Easel# 1



Easel# 2



Easel# 3



Easel# 4



Easel# 5



Easel# 6



Easel# 7



Easel# 8



Easel# 9



Easel# 10



INNOVATOR'S PITCH CHALLENGE

Location: Essex Ballroom



Easel# 11



Easel# 12



Easel# 13



Easel# 14



Easel# 15



Easel# 16



Easel# 17



Easel# 18



Easel# 19



Easel# 20



Easel# 21



Easel# 22



Easel# 23



Easel# 24



Easel# 25



Easel# 26



Easel# 27



Easel# 28



Easel# 29



Easel# 30



Easel# 31



Easel# 32



Easel# 33



Easel# 34



Easel# 35



Easel# 36



Easel# 37



Easel# 38



Easel# 39



Easel# 40



Easel# 41



Easel# 42



Easel# 43



Easel# 44



Easel# 45



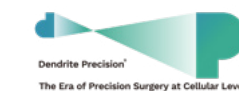
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Easel# 49



Easel# 50



Easel# 51

Easel# 52



Easel# 53



Easel# 54



Easel# 55



Easel# 56

Global Family Office BioForum Luncheon

12PM - 1PM | Westin Copley Place - Staffordshire Room (3rd Floor)

(Private luncheon by Invitation Only)

[Life Science Nation \(LSN\)](#) proudly presents the Global Family Office BioForum, an exclusive, invitation-only event bringing together leading figures from prominent family offices to share critical insights into the evolving life sciences investment landscape.

The luncheon will feature a keynote session spotlighting three influential leaders:



Michael Langer

Co-founder & Managing Partner
T.Rx Capital



Sunil Shah

Co-founder of the o2h Group
and CEO of o2h Ventures



John Parker

Family Member and Trustee of
the Charles Hood Foundation,
and Founder of Springhood
Ventures

These leaders will explore the theme “Leveraging Life Science Domain Expertise and Family Office Networks to Impact Early-Stage Companies,” discussing their current initiatives and strategies within the life science sector.

As the life sciences field continues to advance with groundbreaking discoveries and cutting-edge technologies, the demand for early-stage capital becomes increasingly vital. The Global Family Office BioForum (GFOB) serves as a crucial platform for family offices to identify promising startups and collaborate with like-minded investors.

Agenda Highlights:

1. Welcome/Opening Remarks

- Dennis Ford, Founder & CEO, Life Science Nation
- Claire Jeong, VP of Investor Research, Asia BD, Life Science Nation

2. Panel Discussion on “Leveraging Life Science Domain Expertise, Family Office Networks, to Impact Early-Stage Companies”

- Michael Langer, Sunil Shah, and John Parker

3. Networking

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.

AGENDA

7:00 AM – 8:00 AM: Breakfast Buffet (Ballroom Foyer)

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

	Investor Panels (St. George A)	Innovator's Pitch Challenge		Entrepreneur's Workshops (St. George D)
		Track 1 (St. George B)	Track 2 (St. George C)	
9:00 AM - 9:50 AM	PARTNERING WITH PHARMA PANEL <i>Pharma Seeking Early-Stage Assets</i>	INNOVATOR'S PITCH CHALLENGE #1 MEDICAL DEVICES	INNOVATOR'S PITCH CHALLENGE #8 DIAGNOSTICS	MDA Muscular Dystrophy Association OVERVIEW OF THE NEUROMUSCULAR DRUG DEVELOPMENT LANDSCAPE
10:00 AM - 10:50 AM	ANGEL INVESTORS PANEL <i>Explaining the Process of Engagement</i>	INNOVATOR'S PITCH CHALLENGE #2 THERAPEUTICS	INNOVATOR'S PITCH CHALLENGE #9 MEDICAL DEVICES	MDA Muscular Dystrophy Association GENE THERAPY OF MUSCLE DISEASE & FUNDING CHALLENGES
11:00 AM - 11:50 AM	DIGITAL HEALTH PANEL <i>Accelerating Technologies to Improve Quality of Care</i>	INNOVATOR'S PITCH CHALLENGE #3 THERAPEUTICS	INNOVATOR'S PITCH CHALLENGE #10 THERAPEUTICS	MDA Muscular Dystrophy Association NEUROMUSCULAR DISEASE COMPANY SHOWCASE
12:00 - 1:00 PM: Lunch Break (Essex Ballroom)				
12:00 - 1:00 PM: Global Family Office BioForum Luncheon (Staffordshire Room - Private luncheon by Invitation Only)				
1:00 PM - 1:50 PM	EARLY STAGE THERAPEUTICS PANEL <i>Bringing the Newest Therapies to the Clinic</i>	INNOVATOR'S PITCH CHALLENGE #4 MEDICAL DEVICES	INNOVATOR'S PITCH CHALLENGE #11 MEDICAL DEVICES	V VENTURE VALUATION GLOBAL VALUATION SERVICES COMPANY VALUATION FOR FUNDRAISING
2:00 PM - 2:50 PM	DIAGNOSTICS PANEL <i>Advancements for Personalized Care and Medicine</i>	INNOVATOR'S PITCH CHALLENGE #5 DIGITAL HEALTH & AI	INNOVATOR'S PITCH CHALLENGE #12 THERAPEUTICS	P POLSINELLI VC-PROOFING YOUR IP, LICENSING AND FDA APPROVALS
3:00 PM - 3:50 PM	FAMILY OFFICES PANEL <i>Perspectives on Early-Stage Investments</i>	INNOVATOR'S PITCH CHALLENGE #6 THERAPEUTICS	INNOVATOR'S PITCH CHALLENGE #13 R&D TECHNOLOGIES	TALON Biomarkers HELPING BIOTECH AND PHARMA TAKE FLIGHT WITH INNOVATIVE IMMUNE ANALYSES
4:00 PM - 4:50 PM	AI IN HEALTHCARE PANEL <i>Investing in the Intersection of Science and Technology</i>	INNOVATOR'S PITCH CHALLENGE #7 THERAPEUTICS	INNOVATOR'S PITCH CHALLENGE #14 MEDICAL DEVICES	McDermott Will & Emery NEGOTIATING TERM SHEETS
				CAMBRIDGE SCIENTIFIC CAMBRIDGE SCIENTIFIC LABS NAVIGATING THE STARTUP INCUBATOR, LABORATORY, AND EQUIPMENT PROCUREMENT MARKET PLACE

5:00 - 7:00 PM: Cocktail Reception - Announce IPC Winners (Ballroom Foyer)

FUELING YOUR MISSION.



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

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Connecting the Bioscience Ecosystem



EVA GARLAND
CONSULTING



Advancing Med Device & Biotech Innovations



Boulder
Innovation to Quality



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Table #10

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.



Table #11

Muscular Dystrophy Association (MDA) is the #1 voluntary health organization in the United States for people living with muscular dystrophy, ALS, and related neuromuscular diseases. For over 70 years, MDA has led the way in accelerating research, advancing care, and advocating for the support of our families. MDA's mission is to empower the people we serve to live longer, more independent lives. As the largest source of funding for neuromuscular disease research outside of the federal government, MDA has committed more than \$1 billion since our inception to accelerate the discovery of therapies and cures. Research we have supported is directly linked to life-changing therapies across multiple neuromuscular diseases. MDA supports the largest network of multidisciplinary clinics providing best in class care at more than 150 of the nation's top medical institutions. Our Resource Center serves the community with one-on-one specialized support, and we offer educational conferences, events, and materials for families and healthcare providers. Each year thousands of children and young adults learn vital life skills and gain independence at summer camp and through recreational programs, at no cost to families.



Table #6

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.



Table #3

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 research and development, manufacturing, 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

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Table #20

Talon Biomarkers is a biomarker discovery engine designed to capture disease and therapy indicators from a vast array of immune cells, powered by a robust technology platform that revolutionizes the traditional contract-research organization model. Talon NEST ensures expert cell processing with samples carefully handled, stored locally, and ready for downstream assays. Talon SURVEY offers 20+ color flow cytometry, balancing high information content and practicality. Talon DEEP-DIVE utilizes molecular cytometry to profile samples deeply, analyzing 100+ proteins and the whole transcriptome, cell-by-cell. With powerful and interpretable informatics, Talon CAPTURE provides fast, comprehensive data analysis without black-box AI. Talon's founder, an industry leader, has developed widely used instrumentation, reagents, and informatics, ensuring expertise and rigor in every project. We are your partners in science, offering support from experimental design to result interpretation. Reach out to learn more!



Table #13

Cambridge Scientific is a service company specializing in the sale of life science equipment. We offer equipment to the biotech and pharmaceutical industry including startups, universities, and hospitals, both nationally and internationally. Additionally, we operate our own Biotech Incubator called Cambridge Scientific Labs, where we provide cost-effective, fully furnished shared and private lab suites, complete with equipment provided by Cambridge Scientific.



Table #18

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.



o2h discovery is a premier provider of small molecule focused drug discovery services, featuring both biology and chemistry capabilities. o2h can support all the stages of early drug discovery, from biological target validation to hit finding, hit expansion, hit to lead, lead optimization and pre-clinical scale-up. o2h operates from its state-of-the-art research centres in Cambridge, UK and Ahmedabad, India. o2h Discovery is part of the o2h group of companies (o2h) founded in 2003 and employs over 500 staff across different departments (chemistry, biology and ADME). Our Indian base allows us to provide an excellent speed and value compared to companies with operations in the West while our UK base provides experienced medicinal chemistry support and sophisticated cellular biology services. o2h's business (people, process and infrastructure) has been built and developed to provide a tier one option for managing discovery collaborations.



Table #23

Banc of California is California's premier, relationship-focused, full-service business bank. Our depth of resources and financial strength allow us to adapt quickly and thoughtfully, delivering the best solutions to help our clients achieve their financial goals. As one of the strongest and most trusted banks headquartered in California, we have the resources and expertise to help your business grow and succeed.

Bring new treatments to market faster.

MOVR Data Hub:

Accelerate research
with clinician entered
real-world data.

Venture Philanthropy:

Strategic investments
in biotech startups and
therapies.

Kickstart Program:

Funding and support
for ultra-rare disease
gene therapies.



Ready to make a real impact? Connect with us to discuss
how we can drive innovation together.



Muscular
Dystrophy
Association

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Table #7

The medtech industry's premier annual event will be held in Toronto this October 15-17, 2024. Three days of timely content, networking, and business development opportunities. As the leading gathering of device, diagnostic, imaging, and digital health manufacturers, The MedTech Conference hosts 3,500 attendees from 40 countries. The Conference brings the entire ecosystem together - executives, innovators, investors, legal experts, policymakers and more - in the spirit of collaboration. The global market leaders and those with next generation products all attend. Join us at www.themedtechconference.com.



Table #4

Ontario is taking life sciences to the next level, tackling some of the biggest challenges the world has ever seen. In 2022, the province released a comprehensive strategy to establish Ontario as a global biomanufacturing and life sciences hub leading the development, commercialization and early adoption of innovative health products and services. With investments of \$3 billion, our diversified sector, collaborative spirit and deep talent pool are creating medical innovations that will improve health care delivery around the globe. 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.



Table #8

Maxim Group is a leading full-service investment bank, securities and wealth management firm headquartered in mid-town Manhattan. We provide a comprehensive array of financial services including investment banking, global institutional sales, equity research, fixed income and derivative sales & trading, merchant capital, private wealth management, and prime brokerage services to a diverse range of corporate clients, institutional investors and high-net-worth individuals.



Table #9

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.



Table #12

ABI-LAB is a cutting-edge incubator for research and biotechnology companies to work, grow, and thrive. Our campus offers best-in-class infrastructure and state-of-the-art lab spaces. Our collaborative environment offers a space for like-minded individuals to come together, exchange ideas, access shared amenities, and benefit from the guidance of experienced industry leaders, ultimately helping tenants bring their ideas to fruition. ABI-LAB's mission is to shorten the process of early stage and newer expanding life sciences companies by removing operational and financial obstacles.

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Table #14

Emerging Biopharma companies face critical challenges on the road to approval—rapidly establishing business functions, implementing tech solutions, and scaling efficiently as they grow. Recent funding reductions have shifted investment strategies, forcing a focus on resource allocation and runway extension, rather than unchecked spending. This shift, combined with the complexity of modern organizations, pulls focus from an emerging biopharma's core competencies, impacting overall success. However, these challenges also present a unique opportunity to rethink organizational growth strategies. By focusing internal resources on core competencies and partnering with an external expert, emerging biopharma companies can maximize funding utilization and sharpen their focus on what truly matters: drug development activities. PwC's Fit for Launch is your strategic growth partner, enabling you to prioritize your strengths while we support your operational expansion. Our clients leverage PwC to adopt a lean approach, outsourcing functions that traditionally require costly resource and technological investments. With cutting-edge digital tools and top-tier expertise, we drive scalable growth with minimal expenditure, far outpacing the traditional in-house model. Fit for Launch helps you control costs, reduce complexity, increase flexibility/optionality, and enhance your probability of success—all managed by a dedicated team focused on your long-term growth. Let's talk about how we can get you Fit for Launch!



Table #15

BIO Alabama is the leading advocate for Alabama's bioeconomy. We represent the state on a national and international stage, promoting the intellectual and innovative capital that make our state a premier place to invest, start, and grow in bioscience. We represent Alabama's bio related industries, research scientists, clinicians and business professionals who are working together to foster, develop and support the life sciences in Alabama. BIO Alabama is the state affiliate in Alabama of the Biotechnology Innovation Organization (BIO), the preeminent national association for biotechnology companies. Our mission is to promote biotechnology innovation by creating a favorable scientific, business and legislative environment that will facilitate the growth of emerging and existing companies while attracting new biotechnology opportunities to Alabama and to increase public awareness regarding the potential impact on quality-of-life and the state's economy.



Table #16

Eva Garland Consulting (EGC), helps innovators leverage non-dilutive funding to accelerate their technology development. By connecting our clients with the resources they need to support scientific advancement, EGC seeks to break down the barriers that exist in translating great scientific discoveries into solutions that can solve our society's most pressing problems. Our Ph.D. Grant Writing Specialists provide a highly efficient and effective approach to obtaining non-dilutive funding. EGC has helped its clients secure and manage over \$2 Billion in grants and contracts from government agencies including NIH, DARPA, BARDA, ARPA-H, DOD, CDMRP, MTEC, NSF, DOE, CIRM as well as from Private Foundations. EGC uniquely offers both Scientific and Accounting & Compliance expertise, thus supporting the full lifecycle of our clients' innovative research and development in the United States and worldwide.



Table #17

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.

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Table #19

The Ganesha Lab is a global biotech scale-up & acceleration fund focused on science and technology-based startups with Latin American origin. We are dedicated to addressing some of the most pressing challenges of our time, including aging populations, chronic diseases, healthcare access, food scarcity, sustainable production, and emerging threats. Our mission is to equip entrepreneurs with the skills and knowledge needed to navigate competitive global markets, translating scientific innovation into successful businesses, and securing the funding necessary to achieve clear and impactful outcomes. We are looking to expand our industry partnerships in support of the internationalization of our portfolio companies, while also interested to develop co-investment relationships. Want to learn about the growing DeepTech opportunities from Latin America? Do not hesi-tate to set a meeting.



Table #21

Boulder iQ is an expert contract consulting firm providing all the services a life science company needs to get its product to market. With expertise in regulatory, quality, product development, manufacturing and contract sterilization, our single-source solution speeds the product development and regulatory submissions process. Our mission is to expedite your pathway to market, with emphasis on the sterilization validation process. We offer comprehensive sterilization solutions, including Ethylene Oxide (EO) and Chlorine Dioxide (CD) sterilization, each with its unique benefits. Recognizing the need for a seamless transition from product development to market, we also offer assembly, packaging, and packaging validation to effectively bridge the gap and provide a holistic solution for our clients.



Table #22

Mansfield BioIncubator, a hub of innovation near the Boston-Cambridge supercluster, offers customizable lab space and a thriving life science ecosystem. We provide equipment, flexible leases, and competitive rates. Our vibrant community features networking opportunities, MassBio/ MassMEDIC memberships, the renowned Mansfield Mentoring Program with industry experts, and the Mansfield Pitch Competition for startup visibility and funding. With membership options ranging from virtual, including international companies, to full residence we support your growth with investment opportunities and personalized care to ensure your success.



Table #23

The Hong Kong Trade Development Council (HKTDC) is a statutory body established in 1966 to promote, assist and develop Hong Kong's trade. With 50 offices globally, including 13 in Mainland China, the HKTDC promotes Hong Kong as a two-way global investment and business hub. The HKTDC organizes international exhibitions, conferences and business missions to create business opportunities for companies, particularly small and medium-sized enterprises (SMEs), in the mainland and international markets. The HKTDC also provides up-to-date market insights and product information via research reports and digital news channels.



Table #24

Astound provides personalized funding strategies for industry researchers to help them find non-dilutive funding. Our Precision Funding Plans are a detailed overview of active funding opportunities tailored to your current and future research questions. These plans are based on direct discussions with researchers to align their needs with realistic funding targets and future research. We update these reports quarterly to ensure they reflect new opportunities we've found. With decades of experience in grant proposals and extensive review of thousands of funding options, our goal is to help researchers build a robust portfolio for high-quality grants that sets them up for grant proposal success.



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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 #1, 2

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

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

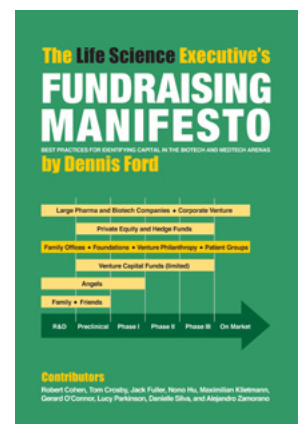
Subscribing companies receive a vetted Global Target List (GTL) of likely partners garnered through one-on-one interviews with the LSN research team, which can be organized into three tiers of Investor Priority:

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

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

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

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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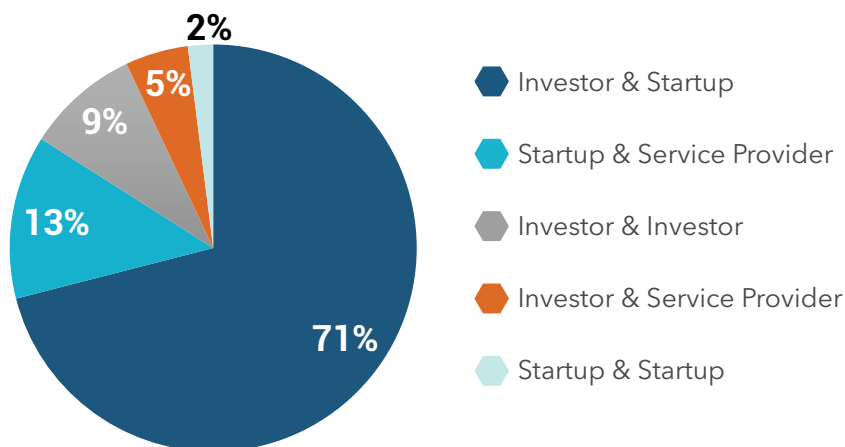
SEPT. 25: IN-PERSON PARTNERING MEETING SEPT. 26-27: VIRTUAL PARTNERING MEETING

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%

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

Who Meets with Whom at RESI Conferences



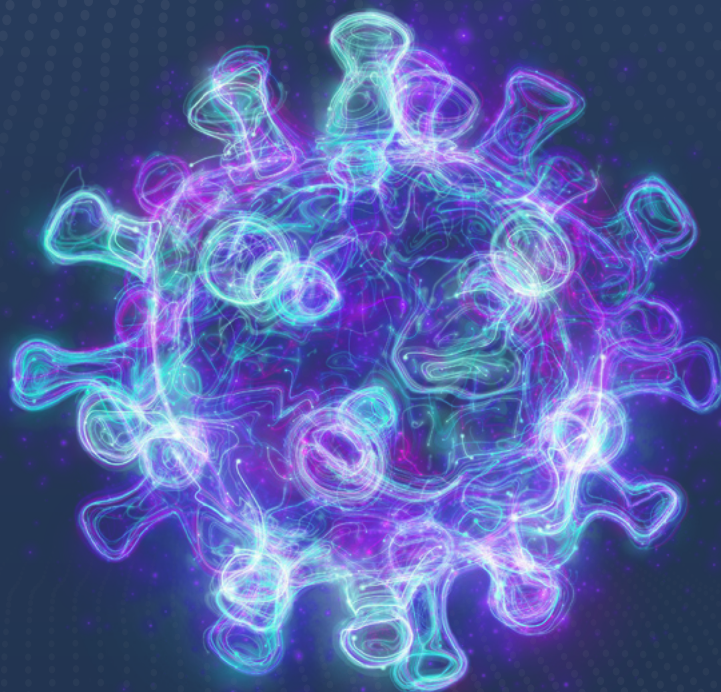
RESI provides a partnering forum for all stakeholders in the early stage life science world to reach out to others and build the relationships that will carry new technologies towards commercialization.



Join us at our RESI Workshop
September 25 at 2PM
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9:00 AM - 4:50 PM | INVESTOR PANELS

Location: St. George A

Moderator & Panelists

9:00 - 9:50 AM

PARTNERING WITH PHARMA PANEL

Pharma Seeking Early-Stage Assets

Gauri Nair, Senior Director Business Development, AbCellera 

Fabrizio Conicella, Head COI&C, Center of Open Innovation & Competence, Chiesi

Neel Desai, Executive Director, Business Development & Licensing, Biogen

Asli Sahin, Director, Search & Evaluation, Neuroscience, AbbVie

Fiona Mack, Vice President, Head Co.Lab Cambridge US, Bayer

Joshi Venugopal, Head of Region Europe, Novartis Gene Therapy & Rare Diseases, SVP, Novartis

10:00 - 10:50 AM

ANGEL INVESTORS PANEL

Explaining the Process of Engagement

David Fogel, Angel Investor, Mass Medical Angels 

Charles Cameron, Founder & Managing Director, Hub Angel Investment Group

Kristin King-Jankiewicz, Member & Head of Group Management, Boston Harbor Angels

John Pennett, Angel Investor, Mid Atlantic Bio Angels

11:00 - 11:50 AM

DIGITAL HEALTH PANEL

Accelerating Technologies to Improve Quality of Care

Priyanka Kanal, Investor, McKesson Ventures 

Ian Chiang, Partner, Flare Capital Partners

Tomoko Ishikura, Partner, Kicker Ventures

Jun Jeon, Principal, Khosla Ventures


Michka Sharpe, Senior Associate, BrightEdge

Elia Stupka, Managing Director (Rome/Singapore), Angelini Ventures

1:00 - 1:50 PM

EARLY STAGE THERAPEUTICS PANEL

Bringing the Newest Therapies to the Clinic

Ashim Subedee, Director, Catalyst Office, Biomedical Advanced R&D Authority (BARDA) 

Chris Garabedian, Chairman & CEO, Xontogeny

Allan Gobbs, Managing Partner, ATEM Capital

Jill Goldstein, Senior Associate, Vida Ventures

Claire Leurent, Managing Director, AbbVie Ventures

Squire Servance, Founder & Managing Partner, Syridex Bio

2:00 - 2:50 PM

DIAGNOSTICS PANEL

Advancements for Personalized Care and Medicine

Bruce Cohen, Venture Partner, Xeraya Capital 

Nat Brinn, Partner, VC23

Deborah Hemingway, Managing Partner, Ecphora Capital

Hannah Mamuszka, Managing Partner, 10Edison Capital

James Murray, Partner, ExSight Ventures

Soyoung Park, General Partner, 1004 Venture Partners

3:00 - 3:50 PM

FAMILY OFFICES PANEL

Perspectives on Early Stage Investments

Andrew Merken, Sharholder, Polsinelli PC 

John Abeles, General Partner, Northlea Partners

Michael Langer, Founder & Managing Partner, T.Rx Capital

John Parker, Founder and Managing Director, Springhood Ventures


David Prim, Principal, Broadview Ventures

Sunil Shah, CEO, o2h Ventures

4:00 - 4:50 AM

AI IN HEALTHCARE PANEL

Investing in the Intersection of Science and Technology

Ronald Dorenbos, Vice President, Business Development, Evotec 

Wayne Boulais, Co-Founder & Partner, Tensility Venture Partners

Carter Caldwell, Program Director, Penn Medicine Co-Investment Program, Penn Center for Innovation

Shahram Hejazi, Partner, BioAdvance

Garrett Peterson, Chief Revenue Officer, Yahara Ventures

Mike Thomas, Managing Partner, Bold Brain Capital

9:00 AM | PARTNERING WITH PHARMA PANEL

Pharma Seeking Early-Stage Assets

Big pharma companies are actively looking outwards for innovative new therapeutics to add to their pipelines. This panel brings together speakers from various big pharma companies discussing topics such as:

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

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

Gauri Nair, Senior Director Business Development, AbCellera



Gauri Nair is the Senior Director of Business Development at AbCellera, where she excels in fostering strategic partnerships and alliances within the biotech sector. With a deep scientific background and over a decade of experience in pharmaceutical industry and technology transfer, she effectively bridges science and business. Gauri's expertise lies in driving external research partnerships, managing high-impact alliances, and advancing innovation. Her passion for building foundational relationships and engaging with the life sciences ecosystem underscores her commitment to delivering transformative healthcare solutions through breakthrough biologics.

Fabrizio Conicella, Head COI&C, Center of Open Innovation & Competence, Chiesi



Fabrizio is today Vice-president Center of Open Innovation & Competence Chiesi Farmaceutici. Fabrizio covered in the past a CEO position in Life Science District, a Life Science Venture builder and he was General manager of OpenZone and Zcube (Zambon Pharma Group) and general manager of Bioindustry Park Silvano Fumero. Over the years he has also gained experience in defining general management, in developing innovation strategies and management, in developing innovative business model and growth and go-to-market strategies, in the implementation of business development activities and in evaluating projects, startups and business plans. He is also university and MBA professor in Innovation management at Bologna Business school.

Neel Desai, Executive Director, Business Development & Licensing, Biogen



Neel Desai is an Executive Director in the Business Development group and has been with Biogen for over 6 years. During his time at the company, he has worked on multiple transactions supporting the neurodegeneration, immunology, and multiple sclerosis development units. Prior to joining Biogen, Neel held a variety of roles at Piramal Life Sciences, MedImmune / AstraZeneca, and Vertex Pharmaceuticals. He also holds an MBA and a Masters degree in the biosciences.

Asli Sahin, Director, Search & Evaluation, Neuroscience, AbbVie



Asli is a Director at AbbVie's Search and Evaluation, covering neuroscience investments, collaborations, and M&A. Molecular Neuroscientist by training with a PhD at Brown University and postdoctoral work at MGH/Harvard, followed by the transition to Allergan's External Science and Innovation Team and Abbvie Strategy Leadership Program. Asli's search and evaluation efforts focus on investigating strategic opportunities for in-licensing early- and late-stage clinical assets, co-promotion/co-marketing partnerships, and acquisitions in diverse disease areas with a focus on CNS disorders. Asli works from AbbVie's Kendall Square Office.

Fiona Mack, Vice President, Head Co.Lab Cambridge US, Bayer



Fiona Mack is currently Vice President, Head of Bayer Co.Lab Cambridge, US, which is a part of the Business Development & Licensing function. In this role, she is building a life science incubator to accelerate innovations within the fields of cell and gene therapy, oncology, immunology, cardiovascular medicine, and digital health. Prior to joining Bayer, Fiona was Head of JLABS@TMC, and has held senior leadership positions at Ipsen, Roche, and Pfizer. Fiona earned her Ph.D. in Cell and Molecular Biology from the University of Pennsylvania and her undergraduate degree in Biology from Cornell University. Her innovative work has been published in high impact journals and she also has several granted patents. Fiona currently serves as a Board member for NEHI, KSA and GABC.

Joshi Venugopal, Head of Region Europe, Novartis Gene Therapy & Rare Diseases, Senior VP, Novartis



Joshi Venugopal is the Head of Region Europe, Gene Therapy & Rare Diseases at Novartis, where he leads the successful launch of industry-leading gene therapies, driving over \$1 billion in annual revenues. With a diverse background spanning R&D, early pipeline development, and in-market commercialization, he has managed P&L responsibilities and large teams across various cultural settings. Previously, as Global Head of New Products, Joshi played a pivotal role in shaping a \$60 billion early pipeline and spearheaded strategic initiatives during Novartis' 2022 pivot. His experience includes high-level engagement with C-suite and board members, underpinned by his tenure as Chief of Staff to Novartis' Chairman.

10:00 AM | ANGEL INVESTORS PANEL

Explaining the Process of Engagement

This panel focuses on angels in Biotech investment and how angels assess current biotech investment trends and criteria. Topics may include:

- Types of deals Biotech angels like to do
- What it's like to work with an angel investor
- How biotech and investment landscapes evolving

Angel investors have been one of the first go-to investors as an incredibly important source of capital for fundraising entrepreneurs. Panelists will highlight the perspective of an angel when approaching a deal in the space. Angels will explain their investment preferences and their evaluation criteria, and provide overall advice in how to approach and build relationships with them. The panel will serve as an educational opportunity for scientist entrepreneurs to better understand the trends in angel investment in the bio-pharmaceutical field.

David Fogel, Angel Investor, 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.

Charles Cameron, Founder & Managing Director, Hub Angel Investment Group



Demonstrated history of creating and connecting networks of venture capital funds in US and Europe, with 17 years' experience in DACH countries. Founder of Hub Angel Investment Fund, working out of our seventh fund. Consulted with hundreds of global entrepreneurs and founders in creating and growing their businesses. Global business development professional skilled in Management Strategy, Marketing, and Raising Capital. Worked in 40+ countries in Europe, Asia, Africa, and North America. LinkedIn profile: [linkedin.com/in/charliecameron](https://www.linkedin.com/in/charliecameron)

Kristin King-Jankiewicz, Member & Head of Group Management, Boston Harbor Angels



Kristin King-Jankiewicz is Head of Group Management for Boston Harbor Angels and an active Angel investor. She serves as a mentor with Endless Frontier Labs, Stern NYU and Yale University Entrepreneur-in-Residence. With over 25 years experience within corporate development, commercial and technical roles, Kristin has worked on healthcare solutions for startup venters as well as multinational companies. She is currently Chief Business Officer FiteBac technologies, most recently Vice President Corporate Development, M&A Defibtech Nihon Kohden.

John Pennett, Angel Investor, Mid Atlantic Bio Angels



John Pennett is a member of the Mid-Atlantic Bio Angels and the Partner-in-Charge of the National Technology and Life Sciences Group at Eisner Advisory Group LLC. With 35 years of public accounting experience, John specializes in advising public and private life sciences and technology companies. He has led over 50 IPOs, private financings, and M&As with a combined valuation exceeding \$3 billion. John is also a mentor to early-stage companies, a frequent writer and speaker, and the publisher of EisnerAmper's Catalyst newsletter. His expertise extends to risk advisory, outsourced accounting, and international services, making him a key figure in the industry.

11:00 AM | DIGITAL HEALTH PANEL


Accelerating Technologies to Improve Quality of Care

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

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

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



Priyanka Kanal, Investor, McKesson Ventures 

Priyanka is an investor at McKesson Ventures and focuses on healthcare software and tech-enabled services companies. She is passionate about elevating underrepresented founders across the healthcare ecosystem. Prior to joining McKesson Ventures, she was a Manager at Accenture Strategy advising pharmaceutical companies on drug commercialization, product launch, and digital innovation. Priyanka holds a B.S. in Economics and B.A. in Public Policy Studies from Duke University.



Ian Chiang, Partner, Flare Capital Partners

Ian is a Partner at Flare Capital, where he leads investments in healthcare and technology startups, including Knownwell, Inbound Health, and RightMove, where he serves as a Board member. He also spearheads Flare Scholar Ventures' investments in early-stage companies. Before Flare, Ian was a Senior Vice President at Cigna, co-founding CareAllies and developing innovative healthcare solutions. He co-founded XcelDx, partnering with Scanwell Health, which was later acquired by BD. With a career starting at McKinsey & Company, Ian holds a BS in Biological Engineering from Cornell and an MBA from Harvard Business School, actively advising and mentoring healthcare startups.



Tomoko Ishikura, Partner, Kicker Ventures

Tomoko is a Managing Partner at Kicker Ventures. She specializes in cross-cultural communications and partnerships, and leads the I/O and Global Fit Programs at Kicker. She mentors global entrepreneurs and is especially skilled at creating impactful connections and providing thoughtful proactive support. Before founding Kicker Ventures, Tomoko served as Business Development Advisor to Nipro, a global medical device company. In the past, she worked for Axios International in France, UNICEF in Rwanda, PwC's PRTM and Aquumen Biopharmaceutical—a biotech startup in Japan. In addition to her role at Kicker Ventures, Tomoko teaches meditation classes in San Francisco and brings thoughtful and practical approaches back to her work. Tomoko is a pharmacist by training and holds an MBA from INSEAD.



Jun Jeon, Principal, Khosla Ventures

Jun Jeon is a Principal on the investment team, focusing on life sciences and healthcare investments. With over a decade of experience in bench and clinical research, Jun has contributed to immuno-oncology, microfluidics, rare diseases, and clinical trials, earning multiple peer-reviewed publications and NIH fellowships. His career includes roles at Oshi Health and Octant Bio in business development, and he co-founded Bio Launch (now Nucleate Philly) while pursuing his M.D. at the University of Pennsylvania. Jun's expertise spans from academia to venture capital, where he drives innovation and equity in healthcare through strategic investments and operational leadership.



Michka Sharpe, Senior Associate, BrightEdge

Michka joins the BrightEdge team from Flagship Pioneering, where she helped build transformative companies in health, sustainability, and agriculture. She led R&D teams, developed venture concepts, and served as Interim Director of Discovery, utilizing machine learning to advance RNA tools. Michka earned a Ph.D. in developmental and regenerative biology from Harvard Medical School, studying cardiomyocyte proliferation. Her work has been published in top-tier journals, and she received several prestigious fellowships, including the National Science Foundation grant. Michka also founded a tech venture, raising capital and winning the Manne Prize Innovator's Award. She holds a B.Sc. in Neuroscience from Emory University and enjoys squash and using game theory to model Formula 1 strategies.



Elia Stupka, Managing Director (Rome/Singapore), Angelini Ventures

Elia is a visionary leader with over 20 years of experience in healthcare, technology, and life sciences. Currently a board member at Genialis, an AI drug discovery company, Elia has held influential roles including Senior Vice President and General Manager at Health Catalyst, where he led the Life Sciences business through its IPO. His extensive background spans academia, industry, and clinical settings, with contributions to the human genome annotation, gene therapy development, and data science at Dana-Farber Cancer Institute. Elia advises and supports fast-growing biotech and health-tech startups globally, leveraging his deep expertise to drive innovation and transformative solutions in the life sciences.

1:00 PM | 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.

Ashim Subedee, Director, Catalyst Office, Biomedical Advanced R&D Authority (BARDA)



Ashim Subedee is the Director of the Catalyst Office at the Division of Research, Innovation, and Ventures (DRIVE) within BARDA at the U.S. Department of Health & Human Services. He leads efforts to advance health security innovation through public-private partnerships, including BARDA Ventures and the J&J-BARDA Blue Knight collaboration. Previously, Ashim supported biomedical entrepreneurship at the NIH, driving initiatives at the NCI Small Business Development Center and the SEED Office. He played a key role in launching the NIH Proof of Concept Network and NCI SBIR programs. Ashim holds a PhD in Biological and Biomedical Sciences from Harvard University, where he researched triple-negative breast cancer.

Chris Garabedian, Chairman & CEO, Xontogeny



Chris Garabedian founded Xontogeny in 2016 to support early-stage biotech, medtech, and healthtech companies. He is also the Portfolio Manager of the Perceptive Xontogeny Ventures Fund, which provides Series A investments. With decades of experience in the biopharma industry, Chris has a proven track record of success, including his tenure as President and CEO of Sarepta Therapeutics from 2011 to 2015, where he led the development of the Duchenne Muscular Dystrophy program. He has also held leadership roles at Celgene and Gilead. Chris serves on several life sciences boards, speaks at industry conferences, and contributes to academic and industry advisory boards.

Allan Gobbs, Managing Partner, ATEM Capital



Allan Gobbs is the Managing Partner at ATEM Capital, a New York-based Life Sciences venture firm. He has led five portfolio companies to go public on NASDAQ, including Atea Pharmaceuticals and Syndax Pharmaceuticals, and overseen the acquisition of four others, such as Tobira Therapeutics by Allergan for up to \$1.7 billion. Allan is also the CEO and Chairman of YCare, Chairman of PGxAI, and President of Virry Health. Before ATEM Capital, he was an investment banker at Barclays Capital, advising on deals exceeding \$20 billion. Allan is a member of the Forbes Business Council, the Private Directors Association, and serves on the NIH National Cancer Institute Review Committee.

Jill Goldstein, Senior Associate, Vida Ventures



Jill has over 10 years of experience in life sciences research. She received her B.S. in Biochemistry and German Studies with high distinction at Worcester Polytechnic Institute. Jill completed her Ph.D. at Yale University in Molecular, Cellular, and Developmental Biology where she studied skin stem cell biology in the context of tissue maintenance and cancer. She was awarded an NIH F32 Fellowship to pursue postdoctoral training at Harvard University in Stem Cell and Regenerative Biology where she studied blood and muscle stem cell function in settings of aging and tissue regeneration. She chaired the 2019 Gordon Research Seminar on Stem Cells and Cancer and participated as a Fellow at Vida Ventures. Jill's research has resulted in over 10 scientific publications and she is a co-inventor on three patents.

Claire Leurent, Managing Director, AbbVie Ventures



Claire is a trained molecular and cellular biologist with extensive experience in preclinical and clinical drug development. She combines her scientific expertise with deep experience in investment stages, from Seed to IPO, acquired in corporate venture funds. Known for building bespoke financing structures and business models, Claire drives progress in transformative technology development. She holds a PhD from the Institute of Genetics, Molecular and Cellular Biology in Strasbourg, France, and an MBA from MIT Sloan. With 14 years of drug development experience at Forenap Pharma, Wyeth, and Pfizer, she has also served as an investor at Samsung Ventures, JJDC, and as an Entrepreneur in Residence at the NIH.

Squire Servance, Founder & Managing Partner, Syridex Bio



Squire Servance is the Founder and Managing Partner of Syridex Bio, a life sciences investment firm focused on advancing global health equity. He oversees the firm's operations, strategy, investments, and fundraising. Previously, Squire was General Counsel and Corporate Secretary at Repligen Corporation, advising the CEO and Board on legal matters, including intellectual property, business development, and compliance. Before that, he was Associate General Counsel at Baxter International, leading legal functions for its \$2.2B global pharmaceuticals division. Squire is also a dedicated volunteer and leader on various Duke and Rutgers boards.

2:00 PM | DIAGNOSTICS PANEL

Advancements for Personalized Care and Medicine

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.



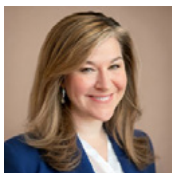
Bruce Cohen, Venture Partner, Xeraya Capital 

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.

Nat Brinn, Partner, VC23



Nat Brinn has a successful track record of venture capital and other private investments, acquisitions, corporate development and business management. He is a partner of VC23 and Vital Venture Capital. Nat's venture capital firms and he, as a direct investor, have invested in over 40 early-stage biotechnology and software companies including Gingko Bioworks, Quantalife (acquired by Bio-Rad), Twist Bioscience (now publicly traded with a market cap in excess of \$750 million), 10X Genomics (now publicly traded with a market cap in excess of \$6 billion), AxioMx (acquired by Abcam), HealthTell (acquired by iCarbonX), CD Diagnostics (acquired by Zimmer), General Automation Lab Technologies, Tangen Biosciences, Talee Bio (acquired by Roivant), and Shoreline Biome. Nat has served as a board director of many of these portfolio companies.



Deborah Hemingway, Managing Partner, Ecphora Capital

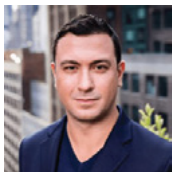
Dr. Deborah Hemingway is the Founder & Managing Partner of Ecphora Capital, an early-stage medtech venture capital firm in Baltimore, Maryland. Dr. Hemingway has had extensive activity in the entrepreneurial ecosystem having founded, funded, or held board positions at 53 companies. Throughout her 20+ years of entrepreneurial experience, she honed her expertise in medical device commercialization, strategic growth, and investing. Dr. Hemingway holds a Ph.D. in biophysics from the University of Maryland, College Park.

Hannah Mamuszka, Managing Partner, 10Edison Capital



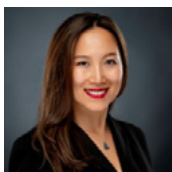
Hannah Mamuszka is Managing Director at 10Edison Capital, a new venture capital fund focused on early stage and early market diagnostic companies. She is also the Founder of Alva10, which she started in 2016 to bridge the gap between payors and diagnostic developers to align on value and evidence thresholds. Hannah is a frequent speaker and writer on driving change in healthcare, and is on the editorial board for the Journal of Precision Medicine, where she also writes a regular column on the challenges of implementing change in medicine. Hannah serves on the Board of Directors for Bionano Genomics (BNGO) and the University of North Carolina's Carolina Health Informatics Program (CHIP).

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.

Soyoung Park, General Partner, 1004 Venture Partners



Soyoung is a visionary leader who aims to keep people healthy through transformative longevity technologies and healthcare infrastructures. During 15+ years of extensive experience in entrepreneurship and investment, Soyoung has invested in 20+ emerging life sciences companies and contributed to the exits of 3 companies through acquisitions, including Nellix Endovascular (acquired by Endologix), Hotspur Technologies (acquired by Teleflex) and GBT (sold to Pfizer). She also serves as a mentor and speaker for numerous reputable global accelerators and life science conferences, sharing her wealth of knowledge and experience with the next generation of leaders. Soyoung holds an MBA from the Fuqua School of Business at Duke University, with a focus on Health Sector Management and Strategy.

3:00 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.

Andrew Merken, Sharholder, Polsinelli PC



Andrew Merken specializes in corporate and transactional matters across the business lifecycle, from start-up formation and venture funding to growth stage collaborations, M&A, and exit strategies like IPOs. He provides comprehensive legal support, working closely with clients and transactional experts. On the institutional side, Andy represents VC funds, angel investors, family offices, and private foundations in investments and collaborations, as well as investment banks in public offerings, private placements, and M&A transactions. His primary focus is on life sciences and high-tech companies, though he also advises clients in industries such as consulting, real estate, professional services, and food services.

John Abeles, General Partner, Northlea Partners



Dr. John H. Abeles, born in 1945 in Rhodesia (now Zimbabwe), earned his medical degree and a degree in Pharmacology from the University of Birmingham, England. After practicing medicine in London and Connecticut, he held senior roles at US pharmaceutical companies, including Sterling Drug, Pfizer, and USV. In 1975, he became the first full-time MD securities analyst on Wall Street with Kidder Peabody. Dr. Abeles later founded MedVest Group, a biomedical consulting entity, and Northlea Partners, his family office with a focus on biomedical venture capital. He has advised and invested in numerous early-stage biomedical companies, many of which were acquired or went public. Dr. Abeles serves on various advisory boards, including those at UC Berkeley, Stanford University, and the University of Kansas, and is active in healthcare and non-profit organizations in the US and Israel. He is also a Fellow of the Royal Society of Medicine and a patron of the arts and charities.

Michael Langer, Founder & Managing Partner, T.Rx Capital



Michael is Head of Search, Evaluation and In-licensing for all new technology and products at Pear Therapeutics. Michael is the founding partner at Old Silver VC. He also invests directly into Seed and/or Healthcare/Biotech focused venture capital funds as a Limited Partner. He is a mentor and Judge at MassChallenge Healthtech and a mentor at MassConnectDH. He co-founded the Young Coder's Society. He is a World Economic Forum Global Shaper, serves on The Discoverers Committee at the Museum of Science, the Visionaries Circle at The Possible Project and is the Senior Advisor of Special Projects at the Galenus Foundation. Prior to Pear and Old Silver VC, Michael spent time at: Akili Interactive Labs, Udacity, Modern Meadow, Polaris Partners, The Harvard Experiment Fund and Boston Seed Capital. Michael has a BA from Lehigh University.

John Parker, Founder and Managing Director, Springhood Ventures



John founded Springhood Ventures to provide critical early support to companies developing important healthcare solutions for children. In this role, he also established and manages the program-related investment (PRI) initiative of the Charles H. Hood Foundation, a Boston-based private foundation that supports pediatric research, where he also serves as a trustee. Springhood invests on a mission-first basis in seed-stage companies developing important pediatric medical solutions. He is also an observer on the boards of Prapela, Inc., Aldatu Biosciences, Breegi Scientific, and Noninvasix, Inc. Previously, John spent 25 years in the alternative investment industry, including senior roles in venture capital, private equity, and hedge funds. John has a BA from Dartmouth College and an MBA from Dartmouth's Tuck School of Business.

David Prim, Principal, Broadview Ventures



David supports the Broadview investment team in identifying and screening new opportunities, conducting due diligence, negotiating deal structures, and engaging with portfolio companies. Before Broadview, he was a Senior Associate at Locust Walk, where he led corporate development strategy and supported deal execution for biopharma and medtech clients. Previously, David was a consultant at ClearView Healthcare Partners, advising on strategy across the product lifecycle for various life science clients. He holds a PhD in Biomedical Engineering from the University of South Carolina, where his research focused on vascular grafting, and a BS in Biomedical Engineering with honors. David serves as a Board Director of CorFlow Therapeutics and as a Board Observer for Puzzle Medical Devices and Vascular Graft Solutions.

Sunil Shah, CEO, o2h Ventures



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.

4:00 PM | AI IN HEALTHCARE PANEL

Investing in the Intersection of Science and Technology

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.

Ronald Dorenbos, Vice President, Business Development, Evotec



Ronald Dorenbos is the Vice President of Business Development at Evotec, known for his strategic and innovative leadership. With a passion for leading cross-functional teams and driving innovation, Ronald has delivered impactful strategies, including a digital transformation for a global pharma operating in over 90 countries and revitalizing an underperforming oncology asset for a top 10 pharmaceutical company. A keynote speaker on AI, pharma, and healthcare innovation, Ronald brings positive energy to diverse projects. His extensive global academic and industry network further enhances his ability to identify and seize out-of-the-box opportunities, helping organizations perform at their best.

Wayne Boulais, Co-Founder & Partner, Tensility Venture Partners



Wayne Boulais has 24 years of venture capital experience and is currently Co-founder and Managing Director of Tensility Venture Partners. Tensility is a seed stage firm focused on Enterprise Software applications of Artificial Intelligence. A few of the firm's notable exits are Duo Security, DocuSign, Kenna Security. The firm is currently raising their Fund III. Wayne and his co-founder at Tensility focus on founders creating Clinical Digital Health, Security, Vertical Industry and AI infrastructure applications. Prior to his investment experience, Mr. Boulais worked at Mercer Management Consulting (now Oliver Wyman) and Raytheon Corporation. Mr. Boulais holds an MBA from the Massachusetts Institute of Technology as well as a Master and Bachelor of Electrical Engineering from the University of Massachusetts.

Carter Caldwell, Program Director, Penn Medicine Co-Investment Program, Penn Center for Innovation (PCI)



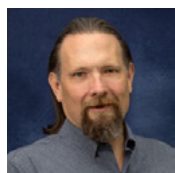
Carter is the Director of the Penn Medicine Co-Investment Program, overseeing investments in cell therapy, gene therapy, mRNA, lipid nanoparticle, and connected health sectors. With decades of experience as an entrepreneur and investor, he sources faculty-driven investment opportunities, manages co-investor relationships, and supports program governance. Previously, he was a Managing Director at Cross Atlantic Capital Partners, managing over \$500 million in assets. He also founded and led two software companies, Quazant Technology and Acorn Systems, the latter acquired by Ignite Technologies in 2014. Carter holds an MBA from Columbia University and a BA in Philosophy, Politics, and Economics from the University of Pennsylvania.

Shahram Hejazi, Partner, BioAdvance



Dr. Shahram Hejazi is a life science investor and entrepreneur with experience in managing early-stage ventures and large global companies. As Managing Director and CEO of BioAdvance, he focuses on investments in research tools, diagnostics, devices, and digital health. He serves on the boards of Halo Labs, Talex Medical, and Oncora Medical, and chairs the Philadelphia Pediatric Device Consortium at CHOP. Previously, he was President of Kodak's life science division and CEO of Zargis Medical. Dr. Hejazi holds a PhD in electrical engineering from SUNY Buffalo and has executive education from Stanford University.

Garrett Peterson, Chief Revenue Officer, Yahara Ventures



Garrett Peterson, Chief Revenue Officer at Yahara Software, has 35 years of IT management experience, specializing in life sciences and Biohealth informatics. He leads Yahara's development of advanced software solutions for Biohealth and scientific instrumentation, contributing to projects like CDC laboratory systems and global digital health platforms. His background as CIO of Wisconsin's State Public Health Laboratory gives him valuable insights into tech transfer and research labs. Garrett holds a BA in Computer Science and an MBA, blending technical expertise with business acumen. He is active in the Biohealth community and enjoys playing music with his band, The Yaddogs.

Mike Thomas, Managing Partner, Bold Brain Capital



Mike was a Venture Capitalist at Inova Health System Strategic Investments (ISI), where he managed a \$150M strategic fund with a 33.9% IRR and a 1.3x multiple on invested capital. Before Inova, Mike spent over 20 years as a healthcare technology CEO, raising \$125M in capital and delivering shareholder returns ranging from 4x to 80x, including one IPO and one acquisition. He was the founder and CEO of Appian Medical, focusing on sleep apnea, and previously led iSonea Ltd, where he grew its market cap from \$4M to \$250M. Mike began his career at Merck and GlaxoWellcome and holds a degree in Microbiology from Cornell. He serves on the boards of Tanzen Medical and Bone Index Limited.

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- Thermo Fisher eProcurement System
- Bio Waste Removal
- Lab Coats
- Utilities
- Shared & Private Office Space
- Conference Rooms
- Stocked Break Room

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

Location: St. George B

Pitch Company

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



Easel #1



Easel #2



Easel #55



Easel #22

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



Easel #28



Easel #54



Easel #5



Easel #15

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



Easel #6



Easel #46



Easel #33

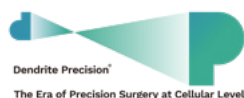


Easel #38

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



Easel #3



Easel #49



Easel #4



Easel #40

2:00 - 2:50 PM
INNOVATOR'S PITCH
CHALLENGE #5
DIGITAL HEALTH & AI



Easel #7



Easel #8

Easel #32

Easel #45

3:00 - 3:50 PM
INNOVATOR'S PITCH
CHALLENGE #6
THERAPEUTICS



Easel #53



Easel #27



Easel #16



Easel #17

4:00 - 4:50 PM
INNOVATOR'S PITCH
CHALLENGE #7
THERAPEUTICS



Easel #9



Easel #12



Easel #11



Easel #44

9:00 AM | SESSION 1 - MEDICAL DEVICES



Easel #1

Annoviant, Inc. is a healthcare company founded in 2018, focused on developing and commercializing innovative devices targeted at enhancing the quality of life for cardiovascular patients. The company employs two full-time staff members and utilizes a patented soft tissue regeneration technology platform. Annoviant benefits from the expertise of a seasoned team of subject matter experts and a dedicated board of advisors. The company is supported by leading hospitals, research institutions, established vendors, incubators, and device consortiums. Annoviant has received a total of \$7.5 million in funding from the National Institutes of Health (NIH) and private investors.



Easel #2

Bloomer Tech focuses on improving outcomes for women's cardiovascular care by using novel digital biomarkers and patented textile-based sensors. Heart diseases and strokes are the leading causes of death and disability worldwide. For women it is not only harder to recognize, diagnose and treat, but after a heart episode or a stroke women face worse outcomes, like poorer quality of life and early death compared to men of the same age. Universal approaches have led to women being 7x more likely to get misdiagnosed compared to men. Life-stage like being pregnant, postpartum, premenopausal or postmenopausal can ALL be blindspots for today's traditional universal approaches. Bloomer Tech is ushering in a new age of personalized diagnostics with the launch of the Bloomer Tech-Augmented Garment (TAG), the world's first medical-grade device that looks and feels like an everyday bra and generates digital biomarkers of a woman's heart, lungs, hormones, inflammation, and metabolism.



Easel #55

Image Navigation Ltd. Is on a mission to move digital dentistry from planning to execution. Our renowned Image Guided Implantology (IGI) systems are considered state-of-the-art clinical devices for precise surgeries. Having assisting thousands of dental professionals around the world, our systems enhance skills and elevate patient experiences. At its heart, the company has a team of passionate, dedicated dentists, experienced executives, electronics and software engineers, who are committed to delivering advanced dentistry tools and to understanding the unique needs of dental practitioners.



Easel #22

PhotoPill developed the IBD-Cap - a disposable electronic capsule for treatment of Crohn's Disease flares with minimal side effects, high efficiency and low cost non medicinal solution. Current leading treatments for Crohn's Disease are biologic medications which are associated with side effects, are limited in efficiency and are very expensive. The IBD-Cap is a new treatment modality to provide a non-chemical treatment with minimal to no side-effects, high efficiency and lower cost per flare-up alternative to the biologic treatments. The IBD-Cap is a medical device which will be used as a medication: taken 3 times per week, over a period of 10-12 weeks, during a flare-up. The company successfully completed animal pre-clinical studies, Proof Of Concept with Ulcerative Colitis patients and has now begun a multi-center study with Crohn's Disease patients using the IBD-Cap.

10:00 AM | SESSION 2 - THERAPEUTICS



BioXtek dynamic, rapidly growing startup poised to revolutionize regenerative medicine & cosmetic treatments. In just 2 years, we already made a significant impact on the market. Our sterile amniotic patches, which are utilized in the wound care industry, generated an impressive \$10 million in sales in our very first year. We're now in the process of elevating these patches from their current human transplant 361 status to FDA-approved med device. We've recently launched an innovative topical exosome cosmetic aimed at the facial aesthetics market. Despite being new, this product has achieved \$100,000 in sales within the first two months. This early traction highlights the significant potential in the high-demand anti-aging and skincare sectors. Most exciting is our proprietary Wharton's Jelly Amniotic Fluid therapeutic. We are on track to submit our IND application to the FDA by December 2024. Addressing a wide spectrum of pathologies, positioning BioXtek @ forefront of regenerative therapeutics.



RedGene Inc. aims to contribute to the health and welfare of humans and companion animals through blood-related disease research and regenerative medicine treatment technology. RedGene is working on the development of cell-based cultured artificial red blood cells for universal blood donation for humans or companion animals by utilizing cutting-edge gene editing technology and stem cell culture technology. In addition, we are developing cultured red blood cell (cRBC)-based drug delivery platform technology to solve treatments for blood diseases, cancer diseases, and brain diseases that have high unmet medical needs. Through this platform technology, we are improving the health and welfare of humans and companion animals.



Sarcomatrix: Pioneering Innovations in Muscle Disease Therapy Sarcomatrix is at the cutting edge of muscle disease research and therapy development. We are dedicated to transforming the treatment landscape for muscular disorders with our innovative cell-based assay technology, designed to unlock the therapeutic potential of small molecules. By targeting the $\alpha 7$ integrin, a critical protein in muscle health, we aim to identify compounds that could lead to groundbreaking treatments, offering new hope to millions affected by muscle-related conditions. At Sarcomatrix, we are not just advancing science; we are strategically positioned in a high-growth market, aiming to set new standards in muscle therapeutics. Our approach combines robust research and development with a commitment to societal impact, providing a unique opportunity for collaboration and investment in a future where muscle diseases are no longer a limitation. Join us as we push the boundaries of what's possible in muscle disease treatment.



UN&UP is a technology development business founded by experienced life-sciences entrepreneurs developing breakthrough therapies to equalize care disparities. We partner with the NIH SBIR program to de-risk novel transformative technologies which promise to redefine current standards of care. UN&UP has earned multiple NIH awards to develop several advanced magnetic control technologies including nanomagnetic substrates for ischemic stroke, neuroprotection, chemotherapy, immunotherapy and tumor embolization, and next-generation interventional robotic systems to improve patient outcomes in procedures in the brain, heart and lungs. Once de-risked, UN&UP creates new companies focused on rapid commercialization around these novel technologies.

11:00 AM | SESSION 3 - THERAPEUTICS



Easel #6

Focal Medical is a clinical stage oncology company that has developed an energy-based drug delivery system for local and precise delivery of small molecules with known activity against the targeted tumor type. Our local drug delivery platform amplifies a drug's therapeutic index by delivering 10 to 100 times the drug directly to the target solid tumor versus systemic delivery, while virtually eliminating all systemic exposure. By greatly increasing the amount of active drug delivered, we are overcoming barriers to drug resistance with the aim of shrinking or eradicating tumors that are otherwise non-treatable, giving oncologists new treatment options and patients hope, where none previously existed. Our first indication in locally advanced, unresectable pancreatic cancer has received FDA clearance of our IND to begin a first-in-human clinical trial as a combination product. Additional indications in other refractory solid tumors are in development.



Easel #46

Diakonon Oncology (DOC) is developing a highly differentiated "double-loaded" dendritic cell therapy for aggressive and hard-to-treat cancers. Where others have failed, this groundbreaking technology cracks the code on harnessing the incredible power of dendritic cells - the ideal immunotherapy modality - to fight cancer. Our lead asset, DOC1021 generated a 93% 12-month survival rate among 16 newly diagnosed glioblastoma (GBM) patients in its Phase I trial. Expected 12-month survival for similar patients is 53% with the standard of care. DOC recently closed an over-subscribed \$11.4M Seed financing which will fund operations into late 2025. And we are currently raising a \$40M Series A to fund a randomized controlled Phase 2 study in GBM - slated to start in 4Q24 - and to expand the pipeline in other immunogenic solid tumor indications with high unmet need.



Easel #33

miRecule's approach to the design of highly advanced antibody RNA conjugates (ARCs) involves the use of its platform technology which integrates patient's genomic sequencing information, protein expression data, and prognostic data with high throughput screening of RNA to identify its drug candidates. Complementary proprietary technologies identify optimal antibody targets in order to direct RNA therapeutics with high precision to specific diseased tissues. miRecule's primary indication focus is in neuromuscular indications, with a secondary focus in oncology. In 2022, miRecule entered into a strategic collaboration with Sanofi to develop a best-in-class nanobody RNA conjugate to treat the second most common form of muscular dystrophy -FSHD. miRecule's own proprietary lead program, MC-30, targets the 6th most common form of cancer, head and neck cancer afflicting more than 30,000 patients annually.



Easel #38

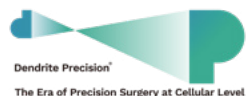
OncoLize develops a platform-technology to treat solid tumors using injectable drug depots: "Treating tumors from the Inside". Our hydrogel drug depots are injected with thin needles or with long catheters to deliver chemo or other drugs inside solid tumors. In this way we release the drug at high concentrations over days to weeks on target, but with minimal side effects in the rest of the body. With lead indication Pancreatic cancer small animal models we have outstanding results, now preparing for final safety/tox studies to file for First-in-Human studies. Broad applicability with a range of Chemo-drugs in PoC studies in lung- and pancreatic models, now expanding into immune modulating drugs. Excellent cost and scale-up potential, broad platform technology with granted patents. Seeking Series A funding at Euro 8-12 million. Experienced and ambitious founder team supported by relevant seed-investors who will continue for the long term.

1:00 PM | SESSION 4 - MEDICAL DEVICES



Easel #3

Audiance's first target is advanced batteries for Active Implantable Medical Devices (AIMDs), crucial for treating conditions from auditory to cardiac disorders. These devices, implanted surgically, require safe, durable, and compact batteries. Rechargeable batteries are essential for their power needs, sustaining thousands of cycles with minimal capacity loss to extend intervals between surgeries. Using its proprietary gel polymer electrolyte, and with funding from NIH, Audiance has developed a platform technology for batteries that are safe, wirelessly rechargeable, and endure 3500 cycles without capacity degradation (validated through rigorous testing with Cochlear, Inc). With funding from the DOE and NASA, Audiance is developing microbatteries for wearable sensors and IoT devices, and batteries that operate in extreme environments encountered in space missions. Audiance's team includes experts from top universities and industry leaders, ensuring they can deliver batteries that exceed electrochemical, safety, and reliability standards for a wide range of applications.



Easel #49

Dendrite Precision Instruments Co., Ltd. (Dendrite Precision) is a pioneering micro-precision optical microscopy company. With over a decade of dedicated research, the company has established the world's only ultra-micro optical system technology, applicable across biological research, medical fields, semiconductor manufacturing, and industrial inspection. Dendrite Precision has developed the EndoSCell, an in vivo and in vitro cellular optical scanner. This technology provides real-time cellular imaging, designed for effective margin identification during tumor surgeries and for detecting lesions and microvasculature in non-tumor surgeries. The purpose and effect of this technology are to maximize safe removal, reduce tumor recurrence rates, and improve patient function retention. The company's technological capabilities have been recognized by national major projects, solidifying its role as a key player in the field. With a robust pipeline of technological innovations, Dendrite Precision aims to become a global leader in precision optics, representing China's advanced optical technology on the world stage.



Easel #4

HydroCision, Inc., is a privately held medical device company focused on the commercialization of its proprietary FluidJet technology. HydroCision's primary focus is to improve surgical outcomes by enabling novel minimally invasive solutions to meet unmet clinical needs across various medical specialties. We have developed a proprietary method of delivering and utilizing a pressurized, high-velocity jet of sterile saline to selectively resect and remove targeted tissue in a minimally invasive manner. HydroCision has established a unique portfolio of technologies in the area of FluidJet-assisted soft tissue resection. Single-use handpiece instruments have been specifically designed to cut and remove tissue faster and with higher precision than other surgical modalities, thereby enhancing clinical and economic outcomes in multiple fields of surgery.



Easel #40

Synakis is an innovative startup at the forefront of ophthalmic biotechnology, dedicated to developing breakthrough solutions for vision restoration. Our flagship product is a cutting-edge vitreous substitute designed to improve outcomes for patients undergoing retinal detachment surgery. By leveraging advanced biomaterials and synthetic biology, we aim to replicate the natural vitreous humor, offering enhanced stability and biocompatibility compared to existing options. Our team, composed of experts in translational medicine, materials science, and clinical research, is committed to addressing unmet needs in ophthalmology. With a strong foundation in research and a clear pathway to commercialization, Synakis is poised to transform the treatment landscape for retinal disorders, providing hope to millions at risk of vision loss.

2:00 PM | SESSION 5 - DIGITAL HEALTH & AI



Easel #7

At Kinis Ai Inc, we innovate at the intersection of Ai and biosensor technology to enhance human movement, focusing on fall risk prediction, rehabilitation, and sports performance optimization. Our advanced biosensors capture detailed movement data, analyzed by Ai for personalized insights. We're committed to transforming preventive care, rehabilitation, and athletic training with our state-of-the-art technology, leading the way in biomechanics innovation for improved safety, recovery, and performance.

LUCID

Easel #8

LUCID is turning music into an anti-psychotic to disrupt the dementia and older adult mental health ecosystem. LUCID developed Resonance Rx with three patents created and transferred at Ryerson Univ. in Toronto, a Japanese pharma partner with significant capital investment, and the Univ. of Southern California. Resonance Rx helps care teams reduce agitation and anxiety, reduce dependence on psychiatric medication, and enable safer independent living for people living with dementia through real-time listener-adapted AI music therapy. Resonance Rx received FDA authorization in December '23 and Medicare reimbursement in May '24. LUCID launched a scalable web-based version of Resonance Rx to 28 paying clinical practices in the US in early July, deploying to a waitlist of 1,400 patients. The forecasted ARR for Resonance Rx at year-end is 1.6M



Easel #32

PreTeL is an AI driven FemTech company focused on improving the survival prospects for premature babies and Pitocin induction deliveries by providing personalized information on the timing and likelihood of a premature birth and the uterine response to Pitocin. We have redefined the physiology of the uterus and developed an AI/ML based monitoring system for pregnant patients experiencing preterm labor symptoms - when going to the hospital ER for care and to provide dosing decisions for Pitocin induction. This is accomplished from wearable sensors allowing for the determination of regional uterine activity, not previously utilized in personalized clinical evaluation. These solutions can be seamlessly integrated into existing labor and delivery patient monitoring systems resulting in the reduced need for scarce bedside nurse and physician resources. The ability to determine preterm labor status will reduce unnecessary hospitalizations, while decreasing neonatal respiratory distress syndrome and intraventricular hemorrhage.



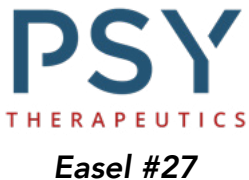
Easel #45

uMed builds consented patient Cohorts that accelerate research and generate insights that improve outcomes for patients By leveraging uMed's ACCESS platform which is embedded across a global network of healthcare institutions, researchers can rapidly access patients and their data to create insights derived from the decentralized collection of electronic health records, clinical outcomes, patient-generated data and biosamples. This addresses critical evidence gaps needed to accelerate bringing new medicines and innovations to patients.

3:00 PM | SESSION 6 - THERAPEUTICS



Owl Therapeutics, a spin-out of Gryphon Bio, is a clinical-stage biopharmaceutical company created to develop best-in-class, artificial intelligence (AI)- and diagnostic-powered therapeutics for traumatic brain injury (TBI) and brain health. The company has rapidly built a promising, diversified pipeline of small and large molecule medicines poised to address the highly unmet needs of patients with neurodegenerative disease. Owl is led by a proven, cohesive, interdisciplinary, and internationally recognized team with deep scientific, clinical, and business experience in drug development and commercialization. Through a partnership with Gryphon Bio, Owl's pipeline is powered by novel diagnostic blood tests for enrichment and tracking of responding patients. This de-risks and accelerates our drug discovery and development workflows, thereby increasing the likelihood of achieving successful outcomes in clinical trials and regulatory approvals. Owl's pipeline is also powered by novel artificial intelligence (AI) and machine learning technologies to further improve our workflows and clinical trials.



Psy Therapeutics is discovering and developing innovative medicines to improve the lives of people and families affected by neuropsychiatric and neurodegenerative disorders. Our robust pipeline of small molecule drug candidates applies validated, chemistry-based platform technologies to targets supported by known biology. This risk-contained approach has led to the discovery of highly brain-penetrant and well-tolerated molecules that overcome the limitations of existing therapies. Psy's progress is driven by our team of accomplished biopharmaceutical executives, renowned Scientific Advisory Board (SAB) members, and recognized world experts in our target disease areas. Psy is raising \$10M through a convertible note with \$6M remaining. These funds will be used to advance Psy's lead program into the clinic, marking a major value inflection point for the company and investors.



ReGENE LLC was launched by MIT alumni and UMass professors to integrate evolutionary and molecular approaches for the development of small-molecule therapies targeting the basic mechanisms of health-span and lifespan control. Specifically our priority pipeline focuses on the development of the novel therapy for Alzheimer's Diseases and related dementias. Our approach capitalizes on extensive experimental data which demonstrated significant slow down in aging-associated health deterioration in mouse longevity experiments, including improved short-term memory, glucose metabolisms, frailty scores, muscle strength and other health indicators in aging mice, as well as significant extension of health span and lifespan. At the current step ReGENE is supported by angel investments and SBIR funding with the major focus on small molecule therapy optimization for Alzheimer's Disease.



Easel #17

Somatolyнк, Inc. is a drug discovery and development company (incorporated in Delaware, 2017) focused on small molecule therapeutics targeting somatostatin receptors. Our current program is dedicated to the advancement of orally bioavailable non-peptide small-molecule somatostatin receptor subtype-4 (SSTR4) agonists for the treatment of Alzheimer's disease (AD). AD is the most common form of dementia. In the United States alone there are an estimated 6.9 million people living with AD, which is predicted to grow to 13.8 million by 2060. Extensive research supports the use of a SSTR4 agonist as a viable treatment across prodromal to moderate AD stages to mitigated cognitive decline and disease progression. We have developed patented selective and high affinity SSTR4 agonist with robust activity. We are funding is through the National Institutes of Health, National institute on Aging (STTR: R41AG080914).

4:00 PM | SESSION 7 - THERAPEUTICS



Easel #9

Adipo Therapeutics was founded to advance the treatment of obesity by increasing energy expenditure. Adipo's technology uses Notch-inhibiting nanoparticles to convert energy-storing white fat to energy-burning brown fat, leading to weight loss and blood glucose control with no change in calorie intake. The treatment is being developed to be used alone or in combination with current anti-obesity medicines which are expected to have a market potential of \$100+B annually by 2030. Adipo's executive team is highly experienced in drug development and manufacturing scale up. We also employ a team of consultants and experts who guide the science and operational execution. To date, we have raised over \$4M through an equity round and convertible note and have used the funds efficiently. We are currently raising Series A funding to advance the asset to Phase 1 human clinical studies.



Easel #12

At Aeterna, we developed a novel concept of therapeutics where the administration of non-neutralizing antibodies will result in accumulation of active mAb:ligand complexes leading to pathway agonism of the targeted ligand. Such an approach represents a unique and compelling means of therapeutic intervention with potentially broad applicability across human disease.



Easel #11

Jeevan Therapeutics is a seed-stage, stealth biotech company based in the Boston area, dedicated to developing next-generation medicines for treating cancers and immune disorders. Our first-in-class pipeline is uniquely positioned in two key areas: the abCat platform, which targets the Wnt/ β -catenin pathway to transform the treatment landscape for colorectal cancer (CRC) and address immune aging-related vulnerabilities in cancer immunotherapies for patients lacking effective treatments; and the JT α -ADC, an immune-targeting antibody-drug conjugate designed to enhance the quality of life for patients by prolonging remission in those with autoimmune diseases.



Easel #44

TACTICAL THERAPEUTICS™, INC. (TTI), has developed a patented cancer therapeutic, Carboxyamidotriazole Orotate (CTO), as an Orphan Drug to treat glioblastoma (GBM) and solid cancers. CTO is a first-in-class, best-in-class small molecule which has shown safety & efficacy in GBM and solid cancers in three Phase I trials. The value proposition is, CTO is safe and targets many mutations and therefore will be cost effective and require fewer targeted drugs to inhibit GBM and solid cancers. It inhibits Calcium signaling linked to many cancer processes and is a brain penetrant crossing Blood-Brain-Barrier. CTO is differentiated from other drugs in the market by showing significant efficacy and Safety in very sick GBM patients in Phase IB. Virtual business model-full-time CEO, part-time management & Scientific Advisors. Intellectual Property is 8 US Patents and 75 international lasting to 2036. Private company, Series A raise for randomized Phase 2 in recurrent GBM on Orphan Fast Track.



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)

LANDING YOUR COMPANY IN THE BOSTON LIFE SCIENCE ECOSYSTEM

On September 24, Life Science Nation (LSN) hosted a free pre-conference event at Cambridge Innovation Center (CIC) for RESI Boston attendees and other international companies in town for Boston Biotech Week. Titled "Landing Your Company in the Boston Life Science Ecosystem," the event offered invaluable insights into the renowned Boston-Cambridge life science hub and guidance on establishing a strong US market presence.

Event Details:

Date and Time: September 24th, 2024, 9:00 AM - 4:00 PM

Location: CIC Cambridge, One Broadway, Cambridge, MA

Cost: Free for RESI Boston attendees and international startups



Agenda Highlights:

9:30 AM: Massachusetts Life Sciences Center: Intro to the Massachusetts Life Science Hub

10:00 AM: MassBio: Fueling the Ecosystem in MA

11:00 AM: California Bank: Banking in the US

1:00 PM: CEO Round Table: Pros and Cons of being based in Greater Boston

2:00 PM: BDO: Accounting and Tax Considerations

3:30 PM: Cambridge Innovation Center (CIC): Where to Land in Boston

Attendees gained insights from key players in the Boston-Cambridge life science ecosystem, learning how to navigate the landscape, optimize resources, and tap into the vast opportunities available in this globally recognized powerhouse of life sciences. The collaborative ecosystem here fosters innovation and growth, making it an ideal environment for companies at all stages of development.

To learn more, contact RESI@lifesciencenation.com



RESI LONDON 2024

December 4: In-person at 11 Cavendish Square, London, UK
December 5-6: Virtual Partnering only



Join us on 4 December 2024, as One Nucleus and Life Science Nation (LSN) bring together Genesis 2024 and RESI London, co-located at 1 Wimpole Street and 11 Cavendish Square. RESI London also offers a 2-days of virtual partnering on December 5-6, expanding your networking opportunities. This collaboration aims to connect early-stage life science companies to LSN's global network of capital investors and licensing partners under the theme "Maximizing Returns from Life Science Innovation." Participate in keynotes, panels, tailored matchmaking, and the Innovator's Pitch Challenge. Enjoy exclusive discounts* by registering for both events.



****The Genesis 2024 discount code will appear in your RESI London confirmation email.***

Register to RESI London



Pitch at RESI London



To learn more, contact RESI@lifesciencenation.com



RESI JPM 2025

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



The 43rd JPM Healthcare Conference will take place from January 13-16, 2025. As the largest and most comprehensive healthcare investment symposium, it attracts thousands of life science professionals globally. Concurrently, the 50th RESI Conference will be held in-person on January 14 at the San Francisco Marriott Marquis, followed by two days of online partnering meetings. RESI JPM conferences draw over a thousand attendees, including more than 500 early-stage life science investors, innovators, and industry experts.



Save \$800 on super early bird rates by October 4th, 2024. (No Discount Code Need)

Register to RESI JPM



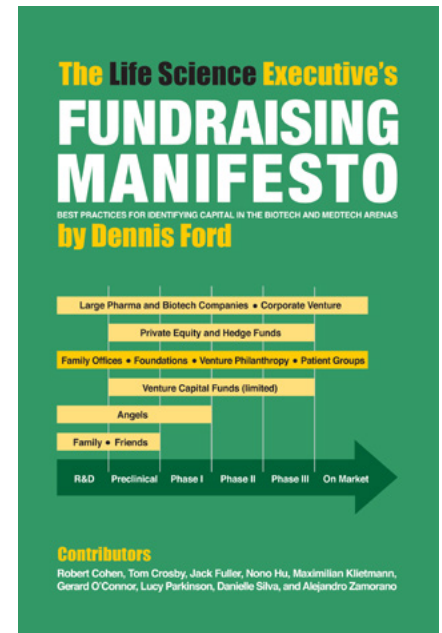
Pitch at RESI JPM



To learn more, contact RESI@lifesciencenation.com

ENTREPRENEUR EDUCATION PROGRAM

For over a decade, Life Science Nation (LSN) has been connecting early-stage life science technologies with investors, partners, and collaborators to accelerate market entry. LSN has worked with over 5,000 scientist-entrepreneurs transitioning from academia to business development, helping them address gaps in their knowledge of business, sales, and marketing. The Focus on Cures (FOC) Accelerator Entrepreneurial Education Curriculum is designed to equip these startups with essential tools, such as building accurate investor lists, managing Customer Relationship Management (CRM) systems, and executing global partnering campaigns. LSN Founder & CEO, Dennis Ford, has developed a proven process, based on his book *The Life Science Executive's Fundraising Manifesto*, which helps entrepreneurs craft compelling narratives and streamline their approach to global partnerships. By following this process, early-stage companies are better prepared for the lengthy and complex process of launching a global campaign, setting them up for long-term success.



COMPONENTS OF A GLOBAL PARTNERING CAMPAIGN

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

To learn more, contact K.deyo@lifesciencenation.com

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

Location: St. George C

Pitch Company

9:00 - 9:50 AM
INNOVATOR'S PITCH
CHALLENGE #8
DIAGNOSTICS



Easel #56



Easel #26



Easel #50



Easel #25

10:00 - 10:50 AM
INNOVATOR'S PITCH
CHALLENGE #9
MEDICAL DEVICES



Easel #43



Easel #35



Easel #52



Easel #39

11:00 - 11:50 AM
INNOVATOR'S PITCH
CHALLENGE #10
THERAPEUTICS



Easel #18



Easel #34



Easel #19



Easel #47

1:00 - 1:50 PM
INNOVATOR'S PITCH
CHALLENGE #11
MEDICAL DEVICES



Easel #31



Easel #14



Easel #51



Easel #29

2:00 - 2:50 PM
INNOVATOR'S PITCH
CHALLENGE #12
THERAPEUTICS



Easel #42



Easel #10



Easel #37



Easel #36

3:00 - 3:50 PM
INNOVATOR'S PITCH
CHALLENGE #13
R&D TECHNOLOGIES



Easel #24



Easel #23



Easel #20



Easel #41

4:00 - 4:50 PM
INNOVATOR'S PITCH
CHALLENGE #14
MEDICAL DEVICES



Easel #30



Easel #13



Easel #21



Easel #48

9:00 AM | SESSION 8 - DIAGNOSTICS



Easel #56

Amplified Sciences is a clinical stage life science in-vitro diagnostics company with an ultra-sensitive molecular-sensing platform technology with composition of matter IP exclusively licensed from Purdue University focused on accurately detecting debilitating diseases sooner. Their lead assay (PanCystPro™), a tool for risk stratification of pancreatic cancer demonstrates +95% NPV in ruling out potential malignancy in high-risk pancreatic cystic lesion patients (https://ascopubs.org/doi/10.1200/JCO.2024.42.3_suppl.617) and operates with 50x less fluid volume than competitors thus enabling earlier detection and better stratification of patients at risk for pancreatic cancer. The company achieved CLIA regulatory certificate in November 2023 which enables PanCystPro's early access commercial launch in Q2 2024. In addition to raising \$4.4M of capital, over \$1.4M of non-dilutive grant including NIH-NCI and NSF Phase 1 SBIR grants earned to date.



Easel #26

CpG Diagnostics is a molecular diagnostics company dedicated to helping women live longer lives, cancer-free, using cell-free DNA methylation and machine learning. Our first product, OvaPrint™, has been specifically designed to identify whether a pelvic mass is cancerous or not, allowing the physician to evaluate the best course of action for their patient. CpG Diagnostics also has other tests in the pipeline for additional indications related to ovarian cancer and breast cancer.



Easel #50

Inmedix is concluding its FDA 510(k) clearance process to combine SaaS advantages and biotech ROI in a highly sought, high throughput, 5-min, CPT code reimbursed, point-of-service clinical diagnostic to finally quantify autonomic nervous system (ANS) stress state with individual, predictive precision. Validated in 9 clinical studies, this is the diagnostic that medicine has been waiting for to quantify stress and drive effective mitigation to improve care and reduce cost.



Easel #25

TELL focuses on solving the specific problem of the lack of early diagnosis and effective monitoring of neurodegenerative diseases, such as Alzheimer's, Parkinson's, and frontotemporal dementia. The root causes of this problem include: Delay in Diagnosis: Traditional clinical tests to detect neurodegenerative diseases are expensive and available in a limited number of geographical locations; Overlap of Symptoms: In the early stages, neurodegenerative diseases often present similar symptoms, making accurate diagnosis difficult; Subjectivity in Clinical Assessments: Clinical assessments are based on specialists' subjective impressions and are not always available everywhere. This limits the objectivity and availability of accurate diagnoses; Traditional tests are expensive and not always within the reach of vulnerable and low-resource populations. TELL addresses this problem by providing a non-invasive and accessible early diagnosis solution Using AI to perform speech analysis and extract digital biomarkers.

10:00 AM | SESSION 9 - MEDICAL DEVICES



Easel #43

AGelity Biomechanics is seeking to commercialize its platform of non-degradable, off-the-shelf implants for the functional treatment of cartilage defects. AGelity's initial focus is on cartilage lesions in the knee, a widespread problem for which there are no reliable early treatments. AGelity-OCI address all of the main requirements for cartilage repair - immediate stability, cartilage and bone integration, conformation with joint surface and patient and surgeon convenience - through an off-the-shelf solution utilizing a surgical technique similar to that of allograft and achieving a repair that functions like the surrounding cartilage. AGelity is the first spin-out from Hospital for Special Surgery, and a recipient of the prestigious NIH/SBIR Phase I/II grants and has received over \$2.2M in non-dilutive funding. AGelity plans to file for Phase III CRP grant potentially providing up to \$1.5M. AGelity-OCI has been granted FDA's Breakthrough Device Designation. AGelity is seeking \$8M to conduct its first-in-human clinical trials.



Easel #35

LexaGene Life Sciences is developing a fully automated PCR-based system for microbial contamination testing for biopharma drug manufacturing. Our 1st generation technology was purchased by two leading international companies the are enthusiastic about our technology and requested we develop a 2nd generation version to completely meet their needs. The capital we are raising will be used to commercialize our 2nd Gen system. We already have 40% of our capital raise committed.



Easel #52

A majority of newborns experience periods of dysregulated breathing and low oxygenation. For babies in hospitals, drug and ventilation treatments are risky and only partially effective. For healthy babies at home, monitoring devices detect problems, not solutions for worried parents. Our mattress pad provides a unique, noninvasive therapeutic stimulation that naturally improves breathing, oxygenation, and heart rate. Since 2018, we've become America's most-awarded pediatric medical device start-up. Selected by 3 of the world's best accelerators and supported by eight esteemed clinical partners, we've won over \$8M in non-dilutive awards. After securing FDA De Novo clearance this January, we will close our first equity investment while leveraging grants to complete clinical studies to expand our medical indications. We are Prapela, and we're pursuing a >\$1.5 billion global opportunity to become the standard of care for all newborns by co-branding our mattress with manufacturers of bassinets, incubators, cribs, and infant cots worldwide.



Easel #39

Solenic Medical is pioneering a non-invasive solution for infected implants, like prosthetic knees and hips, utilizing alternating magnetic fields (AMF). Designated a U.S. FDA Breakthrough Device, it targets infections complicated by biofilms on implant surfaces. Solenic aims to replace the costly and risky surgeries, currently the standard for chronic joint infections. The innovative approach addresses a critical need in orthopedics, offering a safer alternative for patients undergoing total joint procedures. The business revolves around a mobile cart system with treatment transducers and consumables for implant-related procedures. Revenue comes from procedure-based billing, initially leveraging the New Technology Add-on Payment (NTAP) on infection treatment surgeries such as DAIR and Revision procedures.

11:00 AM | SESSION 10 - THERAPEUTICS



Easel #18

AvantGuard is a Cornell University spin-off/IndieBio alum with \$8 million in grant funding from the NIH, NSF and others. We improved upon our own immune system to create a topical treatment against bacteria and fungi that performs better than antibiotics with no risk of resistance generation opening up a \$10 billion topical treatment market. Our first product is a hydrogel format that can treat ringworm and impetigo, or be used as a wound dressing among other applications for consumer and military markets.



Easel #34

MetCura, founded in 2022 in the Greater Boston area, is a product focused/clinical stage company building a pipeline of competitive first-in-class and best-in-class oral antibacterial and antiviral therapeutics to provide first line treatment solutions for serious infections with limited treatment options. Our current pipeline includes: 1) MET-102 (Phase 1 ready), a broad-spectrum hospital Gram (+) and Gram (-) product to address the highly unmet needs of hospital acquired respiratory tract infections, urinary tract infections, skin infections; 2) First anti-HPV therapy (at Lead Opt stage); and 3) MET-101, an oral single dose treatment against multidrug resistant gonorrhea (phase 2 ready). Our founders and senior management team have extensive experience (each with 20+ yrs) in anti-infective drug discovery & development, biotech start-up, strategic alliances, and venture capital/non-dilutive funding.



Easel #19

VALANX Biotech enables completely site-agnostic, precise protein conjugation with unprecedented yield. We provide complete conjugation freedom, allowing for superior optimisation of protein-drug 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.



Easel #47

Micoy Therapeutics aims to block harmful autoantibodies that lead to life-threatening infections and may promote malignancies. Approximately 20% of life-threatening COVID-19 cases and fatalities can be attributed to autoantibodies that disable the immune system, and similar effects have been seen with other common viruses such as influenza, cytomegalovirus, herpes, zika, dengue, etc. Unfortunately, these autoantibodies are prevalent in 5-10% of individuals over 65 years of age, and people with autoantibodies that block type I interferons are 100X more likely to develop life-threatening disease upon infection. Our team has developed several decoy therapeutic candidates that show promise in blocking these harmful autoantibodies. We are looking to raise ~\$5-7M to propel our lead asset through pre-IND studies.

1:00 PM | SESSION 11 - MEDICAL DEVICES



Easel #31

BackStop Neural is modernizing the electrode array for spinal cord stimulation (SCS) by leveraging a novel lead featuring thin film electrodes encapsulated with a proprietary softening polymer. Our thinner leads have the potential to dramatically expand the eligible patient population for SCS while increasing battery life leading to lower risk and patient burden. Our products will grow the \$2B SCS market as well as the emerging market for functional motor recovery.



Easel #14

Eisana Health is preventing side effects from cancer treatment, starting with a cooling system for hands and feet, to prevent painful and incurable nerve damage caused from many common chemo drugs. In a recent study, nerve damage was reduced by 55% with cooling, recommending that all patients receiving neurotoxic drugs should cool their hands and feet on the day of chemo. Unfortunately, there's no easy way to do it. Patients are struggling with ice cold solutions, designed for injury or rehabilitation. We are incorporating extensive input from oncologists, nurses, and patients, to easily allow several hours of uninterrupted, comfortable cooling. We are funded by the National Cancer Institute and are a member of Mayo Clinic's Innovation Exchange.



Easel #51

Swan NeuroTech is a female-founded medical device startup spun out of the University of Pittsburgh. We have developed a first-of-its-kind, drug-eluting nerve conduit to disrupt the \$8bn global peripheral nerve repair market. Peripheral nerve injuries (PNI) are the most common injuries to the nervous system, impacting over 20million patients per year. PNI cause devastating impacts to patient quality of life, including permanent disability, chronic pain, and inability to work. Current market solutions are not clinically effective and new treatment paradigms are urgently needed. Our biodegradable, drug-eluting nerve guide is the only product that combines mechanical and biological cues to functionally regenerate damaged peripheral nerves. Foundational science has been funded by the Department of Defense and the company is now raising seed capital to complete pre-clinical studies and secure IDE approval to begin first-in-human studies.



Easel #29

VACERE Medical seeks to eliminate brain damage and death caused by ischemic stroke and vasospasm. Currently, there is NO COMPETITIVE SOLUTION. We eliminate vasospasm as the leading cause of death and disability (50%!) following hemorrhagic stroke. We are PIONEERS in this space. One device - one mechanism of action - two solutions.



2:00 PM | SESSION 12 - THERAPEUTICS



AivoCode Inc. is an emerging biotech focusing on developing treatments for critical neurological diseases, such as traumatic brain injury, and Alzheimer's disease. AivoCode's approach involves using its validated platform technology to discover therapeutic targets that can be used to develop novel treatments for these conditions. With a focus on innovation and cutting-edge research, AivoCode is building a portfolio of therapeutic assets to significantly improve the management of these diseases, providing patients with better treatment options, and improving their overall quality of life.



Hervolution is focused on developing immune therapies against proteins from the human "dark genome." Humans have ancient genes from viral infections of our ancestors. The expression of these genes, called HERVs, are repressed when we are young and healthy; however, when we age, when a cell becomes cancerous, or a neuron starts to degenerate, these HERVs are activated. HERVs lead to the deleterious progression of aging and ALS as well as promote the metastasis of cancer and decreased survival. Normally the immune systems doesn't recognize HERVs - viewing them as "self." Hervolution's proprietary re-design of the HERV protein has broken this tolerance generating a potent immune therapy to HERVs - killing cells expressing HERVs and making antibodies to prevent HERVs from spreading disease. Recently raised a \$12M Series A to support a Phase 1 in Immune Oncology and is adding an additional \$5-7M to support a Phase 1 in ALS.



Unravel Biosciences, spun out of Harvard University's Wyss Institute in 2021, is the first rapid prototyping therapeutics company, integrating AI systems biology computation with rapid in vivo screening and clinical validation of discovered targets with unprecedented efficiency. Unravel leverages its proprietary BioNAV™ platform combining target and drug discovery, preclinical screening and patient stratification to find treatments for complex diseases. Unravel's platform has led to four clinical trials starting in 2025, novel molecule IP, and multiple clinical treatment success stories. Unravel's platform developed RVL002, a first-in-class new small molecule targeting mitochondrial metabolism, and RVL027, a molecule targeting a novel mechanism to treat dystonias. The rareSHIFT™ program provides platform access to dozens of foundation and biotech partners to accelerate and clinically derisk therapeutics while providing revenue and an sustainably expanding IP generation pipeline for Unravel.



Vasomune Therapeutics is a clinical-stage company focused on the development of a therapeutic to treat vascular dysfunction. Our drug AV-001 prevents vascular instability by reinforcing vascular integrity and reducing endothelial cell activation and has recently been granted FDA Fast Track status. AV-001 has demonstrated activity across multiple disease indications in over 20 peer-reviewed publications of pneumonia, sepsis, kidney injury and vascular dementia. Our Phase 2 program focuses on the prevention and treatment of ARDS due to bacterial or viral infections in patients with moderate-to-severe disease. Our Phase 1 program focuses on the prevention and treatment vascular dementia.

3:00 PM | SESSION 13 - R&D TECHNOLOGIES



Easel #24

Lipid nanoparticles (LNPs) are small, spherical vesicles that are revolutionizing drug delivery, offering unprecedented efficacy and control in protecting and transporting fragile drug molecules. The rise of nanotherapeutics like LNPs has become one of the most exciting developments in pharmaceutical technology today. However, a significant challenge in producing LNPs is overcoming the inefficiencies of current purification methods, which are often slow, wasteful, and expensive. At Amplify Dynamics, we've developed the first nanoparticle filtration system that harnesses the power of ultrasound with nanoscale precision to separate LNPs from contaminants. Our contactless technology delivers fast, automated, high-performance purification without the need for costly membranes, enhancing the purity and safety of LNP therapies while accelerating the development pipeline for the next generation of life-saving treatments.



Easel #23

EYWA Biotech is pioneering the production of sustainable psychedelic compounds through synthetic biology and genetic engineering. As the first GMP-certified platform of its kind in Latin America, we focus on developing high-quality APIs and formulations for the treatment of mental health disorders such as depression, anxiety, and PTSD. Our innovative approach not only ensures reduced environmental impact but also delivers cost-effective solutions with rapid therapeutic action. With a commitment to advancing mental health treatment, EYWA is at the forefront of the global movement towards next-generation psychiatric care.



Easel #20

FluoSphera S.A. is the only company providing a suite of high throughput, systemic, in vitro drug discovery solutions. Its proprietary chip-free platform uses flexible 3D cell systems that mimic the complex biology of the human body to rapidly and precisely study human response to systemic drug delivery. FluoSphera S.A. offers four distinct drug discovery solutions, streamlining the drug development process from hit identification to early preclinical stages. This innovative approach drastically reduces risks and provides a more accurate, predictive model for assessing therapeutic compounds.



Easel #41

Rapafusyn Pharmaceuticals is an innovative near-clinical stage biotech company pioneering RapaGlues™, a unique modality to address previously undruggable targets. RapaGlues™ are non-degrading molecular glues which bind FKBP, an abundant intracellular protein, bringing FKBP in proximity with a target of interest allowing formation of new protein-protein interactions to block a target's function. This approach has been validated by many marketed products with similar FKBP binding mechanisms. Rapafusyn has developed platform technology to extend nature's mechanism to a broad range of high-value targets including protein-protein interactions, intracellular domains of transmembrane proteins (enabling biologic substitution), SLCs, ion channels, and both internalized and membrane-bound GPCRs. Leveraging our industry leading libraries of RapaGlues™, we have developed an exciting pipeline of assets addressing areas of high unmet medical need, including our first development candidate for the prevention of Acute Kidney Injury, a common severe complication of cardiac surgery, and numerous additional compelling programs at earlier stages.

4:00 PM | SESSION 14 - MEDICAL DEVICES



Easel #30

BriteSeed is a surgical technology company that delivers real-time identification and visualization of hidden critical structures-including ureters, nerves, and blood vessels-in its portfolio of smart surgical instruments. These single use devices are designed for use in pelvic, abdominal, and thoracic procedures. The company's smart tools leverage proprietary, low-cost hyperspectral imaging technology and deep learning networks. This hardware is compatible with atraumatic and advanced energy tools used in open, laparoscopic, and robotic approaches. The company is backed by the TMC Venture Fund, NIH, NSF, and has received strategic partner funding.



Easel #13

Home Health Systems (HHS) is a medical device company focused on Aging in Place. We have developed the next generation remote monitoring and diagnostic equipment needed for the senior population and others that have chronic medical conditions. It is in FDA pre-submission with approval expected immanently. Use in hospitals, care homes and home care settings are targeted. HHS technology consists of a tiny, light, reusable wearable device, a phone application, a cloud based message broker with billing, management and ordering features, and a cloud based dashboard with integrated patient monitoring. Fast and easy EMR integration and 3rd party application integration is included. HHS is seeking investment of \$1.5M for immediate product launch. HHS has a huge target market, a rapidly growing market, proven technology which can be protected, recurring revenue and CPT codes for payment by Uncle Sam. Join us in our success now.



Easel #21

NOTA Laboratories aims to democratize nitric oxide's (NO) use in treating multiple life-threatening diseases in a market that has a SAM potential of \$11B. NO is produced throughout our bodies and acts as vasodilator, antimicrobial, anti-clotting and anti-inflammatory. NOTA's beachhead market is Persistent Hypertension of the Neonate (PPHN), and a number of opportunistic off-label uses such as cardio bypass surgery (CPB) and respiratory diseases like pneumonia and bronchiolitis. The LANOR AI System is a game-changer that incorporates both primary and backup systems in a highly portable case. The Company has raised \$6.5M from NIH and \$9M in investments from Pegasus in CA and Niterra, a Japanese conglomerate, who will further invest in this round and share due diligence. Management expects to be in market by Q4 '26 and to ramp sales >\$100M within 4-years. Gross Margins are >80% and OI is >20%. Join us and Say YES to NO.



Easel #48

RadioClash is the Future of Electro-Immunotherapy. Our team of physicians, medical device manufacturers, and engineers is developing the only patent-protected surgical electroporation probe that can be used in humans to shock tumors for local antigen release, while allowing for simultaneous delivery of local immunotherapy into the tumor to facilitate cancer vaccine generation for late stage (3 and 4) cancer. With a guaranteed 510(K) clearance pathway provided through the FDA Q-Sub, our turnkey manufacturing partnership with industry-leader BioTex Inc. will allow for development of a device with a 90%+ margin for a therapy with existing and outstanding reimbursement, and targeted for use in the high-growth interventional oncology space.



What a law firm *should be.*TM

Polsinelli's multidisciplinary team provides life sciences and healthcare clients with a full-service approach through every lifecycle stage, from start-up to rapid growth to liquidity. We counsel clients on everything from formation, 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 and ITC), 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).

Moderating Panel

"Family Offices – Perspectives on Early Stage Investments"



Andrew Merken
Shareholder
Venture Capital & Emerging
Growth Companies
Boston

Leading Workshop Discussion

"VC-Proofing Your IP, Licensing and FDA Approvals"

*What VCs want to see – and don't want to see
– in your IP, Licensing and FDA protocols.*



Tara Nealey, Ph.D.
Biotechnology &
Life Sciences Patent
Prosecution Chair
St. Louis



Michael Gaba
Food and Drug
Vice Chair
Washington, D.C.

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

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CAPABILITIES

Business

Health Care

Intellectual Property

Litigation

Labor & Employment

Real Estate

Regulatory

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

Location: St. George D

Presenters


9:00 - 9:50 AM



Michael Rice, SVP, Head of Advanced Therapeutics, Lumanity 
Laura Blumberg, Senior Director, External Innovation, Biogen
Lianna R. Orlando, VP of Research, Partner, CureDuchenne Ventures
Chris Garabedian, CEO Xontogeny and Portfolio Manager, PXV Fund
Lizzie Ngo, Principal, Longwood Fund
Beth Seidenberg, Co-founding Managing Director, Westlake Village BioPartners
Arjen Lemmon, Corporate Development and Strategy, Argenx


10:00 - 10:50 AM



Angela Lek, VP of research, Muscular Dystrophy Association 
Alan Beggs, Director of The Manton Center for Orphan Disease Research, Boston Children's Hospital
Olivier Danos, EVP & CSO, REGENXBIO
Rachel Saltzman, CEO, Armatus Bio

11:00 - 11:50 AM



Scott Kozak, VP, Research Business Development, Muscular Dystrophy Association 
Rachel Salzman, CEO, Armatus Bio
Anders Näär, President & CEO, Elenae
Casey Childers, Co-founder & CEO, Kinea
Matthew Lumley, CEO, Myosana

12:00 - 12:50 PM



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

1:00 - 1:50 PM



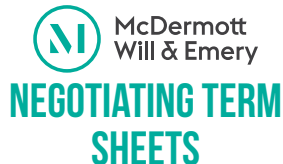
Tara Nealey, Ph.D., Biotechnology & Life Sciences Patent Prosecution Chair, Polsinelli
Michael Gaba, Food & Drug Vice Chair, Polsinelli
Kat Holliday, Sr. Associate Director of Technology Transactions, Harvard's Office of Technology Development

2:00 - 2:50 PM



Pratip Chattopadhyay, Founder and CEO, Talon Biomarkers

3:00 - 3:50 PM



Mark Mihanovic, Partner, McDermott Will & Emery
Richard Smith, Counsel, McDermott Will & Emery

4:00 - 4:50 PM



Barb Pearlman, Founder & President, CSP & CSL
Andrew Lau, General Manager & Director of Operations, CSP & CSL

While significant and dire unmet needs remain for many neuromuscular disease patients, recent progress has yielded significant disease modification for some and hope for others. Private and public investment in NMD 2023 and 2024 has outperformed the overall biotech sector and rebound in recent quarters driven by:

- Increased Biological understanding of disease etiology and therapeutic targets
- Technological innovations in therapeutic modalities and drug delivery
- Seemingly low bar for accelerated approvals based on biomarkers, even if clinical benefit is equivocal

The current environment has led to successful approvals of novel drug classes for an increasing number of patient groups previously without options. Among the many NMDs, Duchenne Muscular Dystrophy, Amyotrophic Lateral Sclerosis, Friedrich's Ataxia, Myasthenia Gravis, and Chronic Inflammatory Demyelinating Polyradiculoneuropathy have all benefitted from recent drug approvals. However, the sector is also facing controversy in related to regulatory ambiguity, equitable patient access and bioethical dilemmas. Today's panel will discuss trends in innovation, the investment options for early-stage therapeutic developers and will provide insight into how investors evaluate disruptive therapies and whitespace therapeutic opportunities to make investment decisions.

Michael Rice, SVP, Head of Advanced Therapeutics, Lumanity



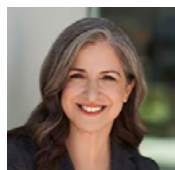
Mike leads Lumanity's Advanced Therapies and Rare Diseases practices, focusing on platform technologies for genetically defined and polygenic diseases. He co-heads hematologic oncology and Cardiometabolics practices with 25+ years of biotech experience, shaping strategy in gene therapy and cellular platforms. A co-inventor of non-nuclease gene editing technology, Mike holds an MBA in Biotechnology from the University of Delaware, an MS in Molecular Pharmacology, and a BS in Biology. He is a member of ASGCT, ARM, SITC, ASCO, and ASH.

Laura Blumberg, Senior Director, External Innovation, Biogen



Laura Blumberg has over 25 years of experience in Search and Evaluation, Business Development, and Drug Discovery in the pharmaceutical and biotech industries. After earning her Ph.D. in organic chemistry, she began her career at Pfizer as a medicinal chemist, contributing to drug discovery in Immunology, Oncology, and CNS. She later joined Alkermes, where she led CNS medicinal chemistry before transitioning to Business Development. Since 2021, Laura has been part of Biogen's External Innovation group, focusing on platform technologies and opportunities in Neuromuscular Diseases.

Lianna R. Orlando, VP of Research, Partner, CureDuchenne Ventures



Lianna Orlando, PhD, is Vice President of Research at CureDuchenne and a Partner at CureDuchenne Ventures, where she drives strategic investments for Duchenne Muscular Dystrophy treatments. Previously, she managed research grants and venture philanthropy at the Muscular Dystrophy Association and Fidelity Biosciences Research Initiative. A former junior faculty member at Massachusetts General Hospital, she holds a PhD in Neurobiology and a special fellowship master's from Harvard. Lianna also holds dual B.S. degrees in Chemistry and Magazine Journalism from Syracuse University and has taught at Harvard and worked as a freelance science writer.

Chris Garabedian, CEO Xontogeny and Portfolio Manager, PXV Fund



Chris Garabedian founded Xontogeny in 2016 to support early-stage technologies through clinical proof of concept. As Portfolio Manager of the Perceptive Xontogeny Ventures Fund, he oversees Series A investments across biotech, medtech, and healthtech. Previously, Chris was President and CEO of Sarepta Therapeutics, where he led the development of its Duchenne Muscular Dystrophy program. He also held leadership roles at Celgene and Gilead. Chris serves on several life sciences boards and is a frequent industry speaker. He holds advisory roles, including on the Corporate Relations Board for Keck Graduate Institute.

Lizzie Ngo, Principal, Longwood Fund



Dr. Lizzie Ngo is a Principal at Longwood Fund, where she helps create and support portfolio companies, including founding roles at Weaver Biosciences and Photys Therapeutics. Previously, she was an Associate at Flagship Pioneering and co-founded ventures like FL71 and FL74. Dr. Ngo earned her PhD in Biological Engineering from MIT, where she developed high-throughput assays to assess cancer susceptibility. Her work led to several publications, a pending patent, and numerous awards. She holds a B.A. in Genetics with a minor in Mathematics from Rutgers University, graduating summa cum laude as the top student in her class.

Beth Seidenberg, Co-founding Managing Director, Westlake Village BioPartners



Dr. Beth Seidenberg, co-founding managing director of Westlake Village BioPartners and general partner at Kleiner Perkins, has incubated and invested in over 40 biotech ventures, including ARMO Biosciences and Livongo Health. Her focus is on transforming biotech innovation into products that improve human health. With 25+ years of experience, Seidenberg has developed treatments for AIDS, cancer, and chronic diseases. A recognized leader, she received the 2022 Healthcare Businesswomen's Association "Woman of the Year" Award. Seidenberg holds a BA in biology and anthropology and an MD from the University of Miami School of Medicine.

Arjen Lemmon, Corporate Development and Strategy, Argenx



Arjen Lemmen is the Vice President of Corporate Development & Strategy at argenx, where he has played a key role since 2016. He has led successful transactions, including key initiatives within the Immunology Innovation Program and a strategic collaboration with Janssen for cusatuzumab. Prior to argenx, Arjen worked as a corporate finance specialist at Kempen & Co, focusing on M&A, Equity Capital Markets, and strategic advisory in the European life sciences sector. He holds a B.Sc. in Life Science & Technology from the University of Groningen and a Master of Engineering Management from Duke University.

AAV-based gene therapies are gaining traction as one-time treatment strategies to address the root cause of many neuromuscular diseases. Two gene therapies have received full FDA approval - Zolgensma (Novartis) and Elevidys (Sarepta) for the treatment of Spinal Muscular Atrophy and Duchenne Muscular Dystrophy, respectively. With numerous gene therapies now in clinical trials and their anticipated approval, the Muscular Dystrophy Association (MDA) will mediate a stimulating discussion panel on the many opportunities and remaining challenges across the gene therapy landscape. Examples of topics covered in this session will include funding prospects, clinical translation, reimbursement models and future gene therapy technologies.

Angela Lek, VP of research, Muscular Dystrophy Association 



Dr. Angela Lek is VP of Research at the Muscular Dystrophy Association (MDA) with expertise in muscular dystrophies and genetic therapies. She completed her PhD at the University of Sydney, studying Limb Girdle Muscular Dystrophy, followed by postdoctoral research at Boston Children's Hospital and Harvard Medical School on Facioscapulohumeral Dystrophy. Previously, she led a translational research program at Yale. At MDA, she oversees research grants, venture philanthropy, and the scientific direction of the Kickstart program for ultra-rare gene therapy development. Dr. Lek also consults on gene therapy projects, driving research from bench to clinic.

Alan Beggs, Director of The Manton Center for Orphan Disease Research, Boston Children's Hospital



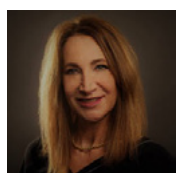
Dr. Beggs is Director of the Manton Center for Orphan Disease Research at Boston Children's Hospital and Sir Edwin & Lady Manton Professor of Pediatrics at Harvard Medical School. Following undergraduate studies at Cornell University, he obtained his PhD in Human Genetics at Johns Hopkins University, with subsequent postdoctoral training in medical and molecular genetics at Johns Hopkins and Boston Children's hospitals. Throughout his career, he has used the toolset of human molecular genetics to study normal muscle biology and pathophysiology in a variety of neuromuscular diseases with a particular focus on the congenital myopathies. In this role, and as founding director of The Manton Center, he has led the discovery of numerous novel rare and ultra-rare disease genes and has pioneered the development of gene replacement and other molecular therapies for neuromuscular disease.

Olivier Danos, EVP & CSO, REGENXBIO



Olivier Danos is Executive Vice President and Chief Scientific Officer at REGENXBIO. He is a pioneer in the field of gene therapy, and has dedicated his career to advancing the use of this technology to develop life-saving therapies for patients. Olivier joined REGENXBIO in 2017 from Biogen where he was a Senior Vice President in charge of Cell and Gene Therapy. Over the past twenty years, he has played leadership roles in cell and gene therapy as Director of the Gene Therapy Consortium of the University College of London, at the Necker Hospital - Enfants Malades in Paris, as Chief Scientific Officer of Genethon and as senior director of research at Somatix Therapy Corporation. He has held senior research positions in France at the Centre National de la Recherche Scientifique and at the Institut Pasteur. Olivier is the former President and a founding member of the European Society of Gene and Cell Therapy. Olivier received a Master's in Genetics and Molecular Biology at University of Paris Orsay, and his Ph.D. at the Pasteur Institute and University of Paris Diderot.

Rachel Saltzman, CEO, Armatus Bio



Dr. Rachel Saltzman is the CEO of Armatus Bio and a leader in drug development for rare diseases, where biology and business intersect to address unmet medical needs. Previously, she served as Executive Vice President at Alcyone Therapeutics and co-founded SwanBio Therapeutics, where she was CEO and later President and Chief Portfolio & Development Officer. In 2021, she founded UltraSquared Bio, a nonprofit dedicated to developing gene therapies for ultra-rare diseases. Prior to that, Dr. Saltzman was Chief Science Officer at The Stop ALD Foundation, advancing therapies for X-linked adrenoleukodystrophy. She holds a B.S. in Animal Science from Rutgers University and a DVM in Veterinary Medicine from Oklahoma State University, bringing deep expertise in both science and business to her work.

This session will showcase young companies in the neuromuscular rare disease therapeutic area. While there are dozens of promising companies and technologies, we are only able to highlight 4 very compelling companies here today:

Armatus - Dr. Rachel Salzman, CEO

Dr. Salzman is the Chief Executive Officer of Armatus Bio and an expert in drug development in rare diseases where complex biological and business issues intersect with serious unmet medical need. Advancing a vectorized RNAi therapeutic with improved performance to address urgent unmet needs in Facioscapulohumeral Muscular Dystrophy (FSHD), and Charcot-Marie-Tooth Disease (CMT)

Elenae - Dr. Anders Näär, President & CEO

Dr. Näär is a Professor of Metabolic Biology in the Department of Nutritional Sciences & Toxicology at the University of California, Berkeley. Elenae is developing precision RNA medicines targeting pathological RNAs with a state-of-the-art ASO therapeutics technology platform. Their lead therapeutic effectively alleviates disease pathology in mouse and pig Duchenne muscular dystrophy models, as well as in myocardial infarction-related heart failure and aging-related sarcopenia.

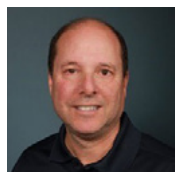
Kinea - Dr. Casey Childers, co-founder & CEO

Dr. Childers is co-founder and Chief Executive Officer of Kinea Bio, Inc. a start-up biotechnology company focusing on next generation genetic medicine for neuromuscular diseases, located in Seattle, Washington.

Myosana - Dr. Matthew Lumley, CEO

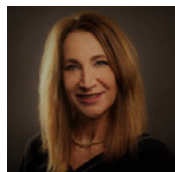
Myosana is pioneering a non-viral gene therapy platform to transform treatment of neuromuscular and cardiac diseases.

Scott Kozak, Vice President, Research Business Development, Muscular Dystrophy Association 



Scott is Vice President of Research Business Development at the Muscular Dystrophy Association, bringing over 35 years of experience in the pharmaceutical and life sciences industries. His roles have spanned marketing, brand management, business development, and corporate development, across Big Pharma, biotech, and diagnostics. He has co-founded three companies, including two in healthcare and one in ClimateTech, focused on biofuels and specialty chemicals. Scott also serves as an Entrepreneur-in-Residence at Yale Ventures and UConn's CCEI. He holds a BS in Marketing from the University of Connecticut and an MBA from Kennesaw State University's Coles School of Business.

Rachel Salzman, CEO, Armatus Bio



Dr. Rachel Salzman is the CEO of Armatus Bio and an expert in drug development for rare diseases. Previously, she served as Executive Vice President at Alcyone Therapeutics and co-founded SwanBio Therapeutics, where she held leadership roles through 2021. Dr. Salzman also founded UltraSquared Bio, a nonprofit advancing gene therapies for ultra-rare diseases. She was Chief Science Officer at The Stop ALD Foundation, focused on X-linked adrenoleukodystrophy. Dr. Salzman holds a B.S. in Animal Science from Rutgers University and a DVM from Oklahoma State University, applying her extensive expertise to bring innovative therapies to market.

Anders Näär, President & CEO, Elenae



Dr. Anders M. Näär is a Professor of Metabolic Biology at UC Berkeley and the President and CEO of Elenae Therapeutics, developing precision RNA medicines for Duchenne muscular dystrophy and other diseases. He earned a B.S. in Biochemistry/Biotechnology from the University of Lund and a Ph.D. in Molecular Pathology from UC San Diego. During his postdoctoral research at UC Berkeley, he discovered the human Mediator transcriptional co-activator complex. Previously, Dr. Näär was a Professor at Harvard Medical School. His work at Elenae focuses on advancing ASO therapeutics, including promising treatments for muscle and heart conditions.

Casey Childers, Co-founder & CEO, Kinea



Dr. Casey is the co-founder and CEO of Kinea Bio, a biotech company focused on next-generation genetic medicine for neuromuscular diseases. He earned his D.O. from Western University of Health Sciences and his Ph.D. in Physiology and Pharmacology from the University of Missouri, where he was also Chief Resident in Physical Medicine and Rehabilitation. Previously, he served as Chief Medical Officer at Asklepios Biopharmaceutical and was a professor at the University of Washington, co-directing the MDA Care Center. He led NIH-supported research on AAV gene therapy for X-linked myotubular myopathy, advancing it to a first-in-human trial in 2017.

Matthew Lumley, CEO, Myosana



Matthew has been CEO of Myosana Therapeutics and a Venture Partner at Medicxi since early 2023. Prior to his current roles, he has experience in biotech and big pharma, having held clinical development roles in rare disease at Moderna and roles in medical affairs and market access at Pfizer. He also has 10 years of experience as an academic clinician working in Internal Medicine and Cardiology. Matthew received his medical degree from Imperial College London and PhD in Cardiovascular Physiology from Kings College London. He is a full member of the Royal College of Physicians (MRCP) and is a member of the Faculty of Pharmaceutical Medicine (MFPM).

12:00 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, it's 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.



1:00 PM | POLSINELLI WORKSHOP VC-PROOFING YOUR IP, LICENSING AND FDA APPROVALS

What VCs want to see – and don't want to see – in your IP, Licensing and FDA protocols.

Tara Nealey, Ph.D., Biotechnology & Life Sciences Patent Prosecution Chair, Polsinelli



Dr. Tara Nealey chairs the Biotechnology and Life Sciences Patent Prosecution practice group at Polsinelli. Bringing a background in academic physiology research, she focuses her practice on clients with intellectual property questions relating to the full range of life science technologies. Her experience encompasses over two decades of IP counsel to clients of all sizes, including individual inventors, public and private universities and research institutions, start-up companies, mid-size firms and Fortune 500 companies. Tara has extensive experience guiding clients through development of robust patent portfolios; guiding international patenting strategy; analyzing patent landscapes and key competitors' patents; preparing freedom-to-operate (non-infringement) and patent invalidity opinions; analyzing strengths and weaknesses of patent portfolios, and handling IP due diligence in mergers and acquisitions; and analyzing in- and out-licenses of patented technologies. She routinely assists early stage companies with understanding the relevant patent landscape and securing the IP protection necessary for successful rounds of funding. Important aspects of Tara's practice also include advising on legal aspects of licensing and commercialization strategies, and reviewing technology and "know-how" licenses, confidentiality agreements, and material transfer agreements. She also counsels clients on trade secret protection and unfair competition, and related copyright and trademark issues.

Michael Gaba, Food & Drug Vice Chair, Polsinelli



Michael Gaba is the Vice Chair of Polsinelli's Food and Drug practice. He provides strategic FDA regulatory, Medicare policy, and federal relations counsel to an array of companies developing a variety of products in the life sciences space, whether traditional medical devices, digital health-based products, biotechnologies, biologic-device combinations, or pharmaceuticals. His primary goal is to bring companies to market and then help them remain there in the most efficient and effective manner possible. Michael draws on nearly 30 years of experience to navigate the FDA pre-market regulatory pathways, counsel companies on FDA post-market compliance matters, and resolve Medicare coverage, coding, and reimbursement disputes with the Centers for Medicare and Medicaid Services. By using his FDA and CMS experience during the product development phase, Michael is able to help maximize companies' opportunities to be appropriately compensated in the proper treatment venues, whether a physician's office, hospital outpatient or inpatient departments, ambulatory surgical centers or home care.

Kat Holliday, Sr. Associate Director of Technology Transactions, Harvard's Office of Technology Development



Kat Holliday has been Senior Associate Director for Technology Transactions in Harvard's Office of Technology Development for the last seven years where her responsibilities include contracts for industry sponsored research, as well as license and equity arrangements for start-up companies commercializing Harvard innovations, including those developed at Harvard Medical School, the Harvard Faculty of Arts and Sciences, the Harvard John A. Paulson School of Engineering and Applied Sciences and the Harvard T.H. Chan School of Public Health. Prior to OTD, Kat represented VionX Energy Corporation, a flow-battery, energy storage portfolio company of VantagePoint Capital Partners and Starwood Energy Group. She was previously a senior attorney in both the life sciences and clean energy practice groups at Mintz Levin in Boston, representing venture-backed companies and investors. She is a graduate of Harvard College and Harvard Law School.



2:00 PM | TALON BIOMARKERS WORKSHOP

HELPING BIOTECH AND PHARMA TAKE FLIGHT WITH INNOVATIVE IMMUNE ANALYSES

In this workshop, Talon Biomarkers will showcase three projects that used innovative methodologies to enhance immune analysis and biomarker discovery for biotech and pharmaceutical clients. These projects not only highlight the breadth of Talon Biomarkers' capabilities but also underscore the exceptional quality of our services.

The first project was conducted for a large pharmaceutical company whose translational scientists had contracted multiple CROs to run various 4-8 color flow cytometry panels. The small panels offered limited insight into immune mechanisms underlying disease, because of the small number of cell types analyzed by each. Moreover, data from studies using non-overlapping panels couldn't be aggregated for meta-analyses, and the data quality varied widely between CROs. Talon Biomarkers collaborated closely with the client's translational scientists, leveraging our deep immunology expertise to develop a single high-parameter (30-color) flow cytometry panel. This new panel significantly expanded upon the simpler panels previously used. Talon deployed proprietary software to efficiently develop, troubleshoot, and optimize this custom, high-content flow cytometry panel, providing a much more comprehensive analysis of immune mechanisms.

In the second project, Talon Biomarkers analyzed an extensive, existing dataset for a mid-sized biotech company. Using a novel and powerful approach, which will be detailed in this workshop, Talon identified the optimal dose of an immune-modulating therapy and suggested new biomarkers indicative of its efficacy.

For the third project, Talon Biomarkers identified correlates of efficacy for a glioblastoma therapy. We designed and executed the project for a small pharmaceutical company, validating a high parameter flow cytometry panel we developed in-house. We analyzed the data using powerful software co-developed with terraFlow Bioinformatics. This analysis revealed the specific cell types whose frequency strongly predicted patient survival. The results of our work formed the basis for three international conference presentations and earned our client a clinical trial award.

Together, these projects highlight Talon Biomarkers' laboratory and bioinformatic expertise, showing how we deliver cutting-edge solutions that drive pharmaceutical research and development forward.

Pratip Chattopadhyay, Founder and CEO, Talon Biomarkers

Dr. Pratip Chattopadhyay is an esteemed leader in the field of immunology and cytometry, known for his groundbreaking work in developing advanced cytometric assays and bioinformatics tools. As a post-doctoral fellow at the NIH, Dr. Chattopadhyay pioneered the use of CD154 expression to identify antigen-specific CD4+ T-cells, significantly advancing our understanding of immune responses. His work continued to revolutionize the field with the first 18-color flow cytometry experiments and the introduction of quantum dots and Brilliant dyes into flow cytometry, enhancing the multiplexing capabilities of this technology.

As the Founder and CEO of Talon Biomarkers, Dr. Chattopadhyay has positioned the company as a leader in biomarker discovery, providing cutting-edge immune monitoring services across various biomedical disciplines. His expertise in high-parameter cytometry technologies drives innovative research that aids in predicting patient outcomes, understanding disease pathogenesis, and designing effective drug therapies.

Dr. Chattopadhyay's contributions to the scientific community are reflected in his roles as an Associate Editor for the journal Cytometry, a former council member of the International Society for the Advancement of Cytometry, and as the Scientific Chair for CYTO2019. He holds a Ph.D. from the Johns Hopkins Bloomberg School of Public Health and a B.A. from the University of Virginia. Dr. Chattopadhyay is deeply committed to his local community in Mendham, New Jersey, where he founded Sci!, a mentorship program for disadvantaged youth, and Mendham Blue, a group advocating for public interests in government.



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

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 Bay Area Transactions Group, primarily focuses his practice on corporate finance matters and mergers and acquisitions (M&A). He represents companies in a broad range of industries, with particular emphasis on the technology, life sciences and healthcare sectors. Mark serves as lead counsel on behalf of issuers and underwriters in public offerings and private placements 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 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 U.S. Securities and Exchange Commission (SEC) filings and other securities compliance matters. He also advises investment banks on securities compliance issues and in acting as a financial adviser and delivering fairness opinions in the context of acquisitions and restructurings. Mark has lectured at various external and McDermott-sponsored programs on topics such as public offerings, emerging company and venture capital issues and corporate governance matters. He has also spoken on mergers and acquisitions and other corporate-law-related topics in various client seminars and has served as a guest lecturer for transaction-related courses at the University of Michigan Law School and Stanford Law School.

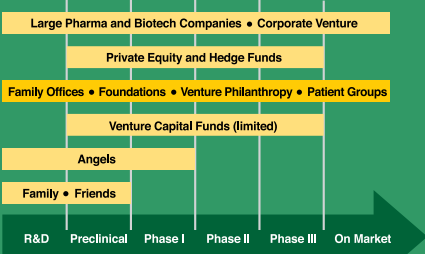
Richard Smith, Counsel, McDermott Will & Emery

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.



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
or visit the Life Science Nation table at the exhibit hall

4:00 PM | CAMBRIDGE SCIENTIFIC WORKSHOP**NAVIGATING THE STARTUP INCUBATOR, LABORATORY, AND EQUIPMENT
PROCUREMENT MARKET PLACE**

Startups that need access to incubators, laboratory space, and medical and research equipment have many options today. This workshop will map out how to determine the best opportunities for you and best practices to manage the process of evaluating lab space and procuring equipment. Topics discussed are the current laboratory and startup incubator space business models, equipment choices, and other auxiliary offerings like consulting and introduction to partners. How does a startup determine the best lab model and equipment for your current needs? Understand how to find and locate lab space and then ask the right questions to meet your current and future needs. The main topics to explore are inexperienced realtors with the cookie-cutter preconfigured lab space versus experienced customized midlevel and high-end build-out and the used versus new equipment. The workshop will explain what and where the pivot points are for shelling out the dollars for something new that will enhance and speed up product development and when to save money and go with the used, tried, and true. This workshop will empower you to navigate and make better choices and ask the right questions when choosing your laboratory and equipment providers.

Barb Pearlman, Founder & President, CSP & CSL

Barb Pearlman is the founder and president of Cambridge Scientific and Cambridge Scientific Labs (Cambridge, MA). She started Cambridge Scientific in 1997 with the mission of offering quality refurbished laboratory equipment at an affordable price. The company provides life science equipment to the biotech and pharmaceutical industry including startups, universities, and hospitals, both nationally and internationally. In recent years, Barb launched Cambridge Scientific Labs, a biotech incubator offering affordable private labs and shared lab space, fully furnished with equipment from Cambridge Scientific. She is eager to share her story of starting Cambridge Scientific as well as providing her expertise in the world of biotech to help you start your venture.

Andrew Lau, General Manager & Director of Operations, CSP & CSL

Andrew Lau brings over a decade of expertise to lab construction, having successfully built and managed a range of laboratories. His experience includes collaborating with hundreds of startups. Currently, Andrew oversees 25 labs, including both private suites and shared spaces. With a remarkable track record of constructing over 100,000 square ft. of lab space and working closely with over 100 technicians and engineers, Andrew combines technical acumen with strategic leadership. His proficiency extends to contractor negotiations, further solidifying his role as a seasoned professional in the field.

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