LIFE SCIENCE NATION

Connecting Products, Services & Capital

# Branding and Messaging from Seed to Series B


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# Introduction to LSN

*Connecting Products, Services & Capital*

## Data

| Sell-Side Business Development Database | Buy-Side Partnering Database |
|---|---|
| • Big Pharma, CRO, Service Providers looking for early-stage technology assets and companies to sell services to<br>• Allows companies to perform a global competitive landscape analysis | • Capital investors, strategic licensing partners, and product collaboration partners<br>• Allows companies to generate a Global Target List (GTL) |

## RESI

REDEFINING EARLY STAGE INVESTMENTS

**Platform For Connecting With Capital, Product Collaboration, In-licensing**

- Partnering and fundraising is a numbers game and must be done weekly, monthly, quarterly ongoing – that is why LSN hosts five conferences annually
- Enables companies to interact with their GTL

## Process For Telling Your Company Story

Finding your voice and developing your narrative across multiple modalities.

# LIFE SCIENCE NATION

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## INVESTOR DATABASE

10,000+ early-stage life science investors representing serval thousands investment firms

## BUSINESS DEVELOPMENT DATABASE

60,000 emerging biotech, medtech, diagnostics and healthcare IT companies

## FOCUS ON CURES ACCELERATOR

- Branding & Messaging
- Fundraising Workshop
- Sourcing & Ranking Service

## GLOBAL ROADSHOW PREP COURSE

A hands-on, comprehensive, one-day course designed to set up the early-stage life science executive for success as they conduct their global fundraise.

## RESI Conference Series

RESI REDEFINING EARLY STAGE INVESTMENTS

**1,000+** Participating Attendees

**2,500-3500+** Virtual Partnering Meetings

Participants from **30+** Countries

**3** days of uninterrupted partnering

| RESI Conference Series 2022 | |
|---|---|
| Digital RESI JPM 3-Day Conference | Jan 11-13 |
| Digital RESI 3-Day Conference | Mar 22-24 |
| RESI San Diego | Jun 14-16 |
| RESI Boston | Sep 20-22 |
| RESI Asia | Nov 15-17 |

# Innovator's Pitch Challenge

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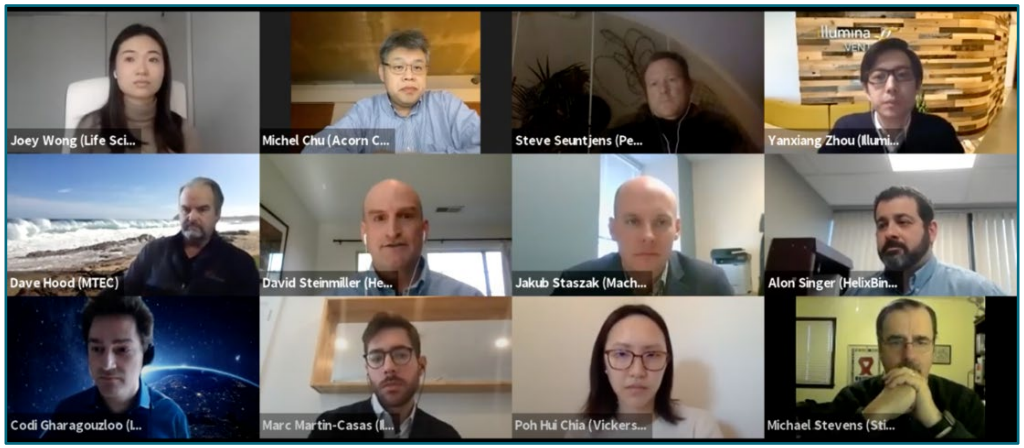


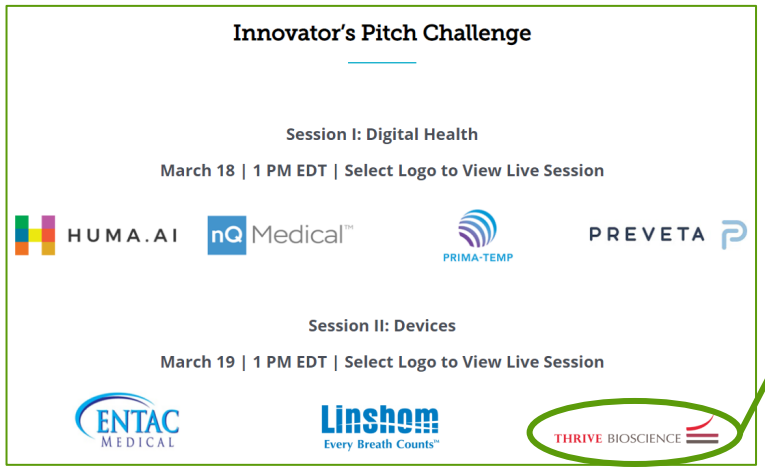


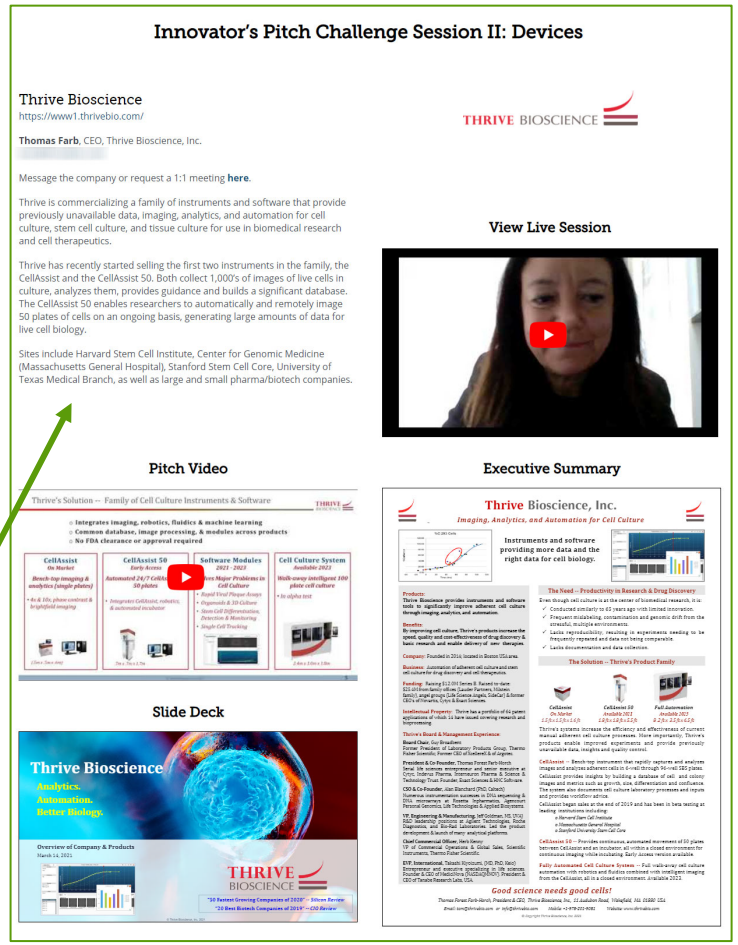




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# The Changing Investor Landscape

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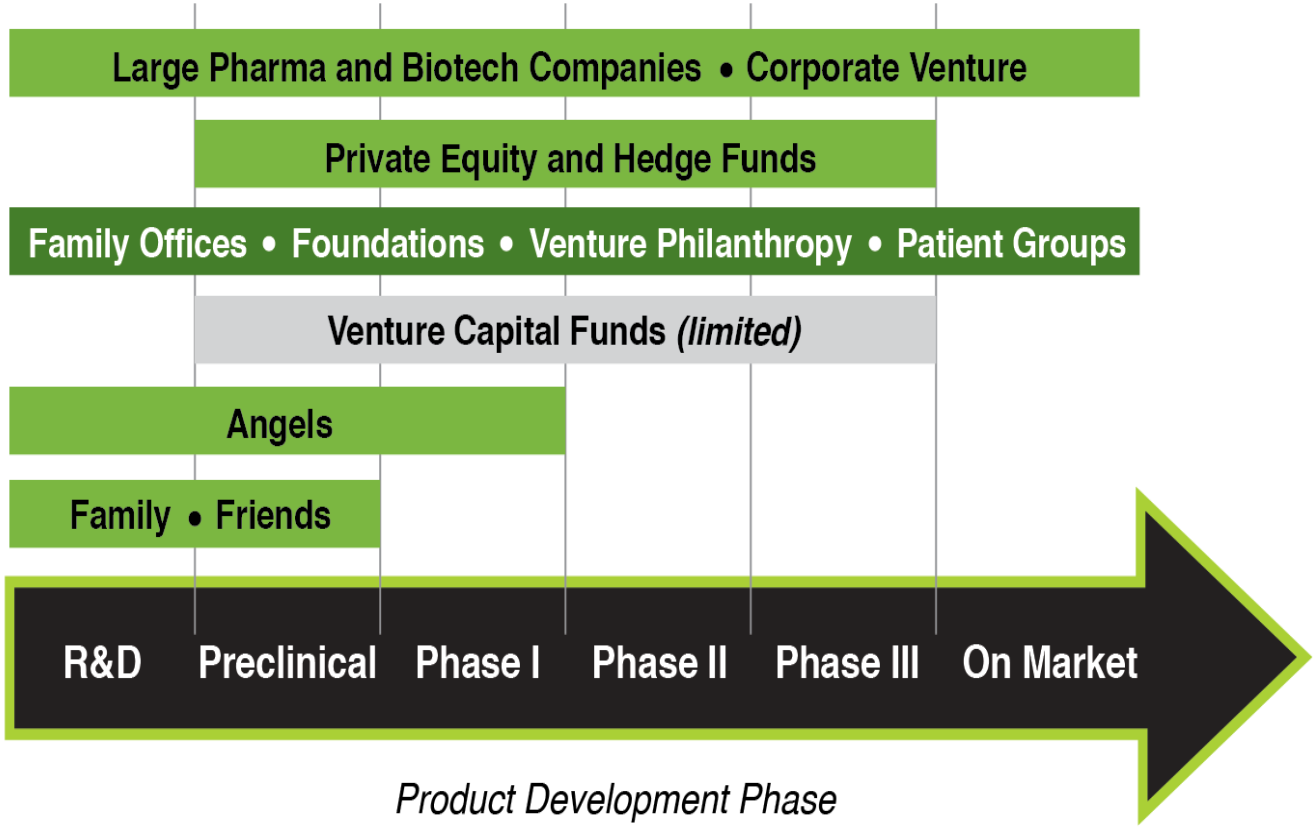
## Emerging Biotech Investment Timeline

### TODAY



# RESI Investors

*Connecting Products, Services & Capital*


***And More…***



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# Marketing Collateral

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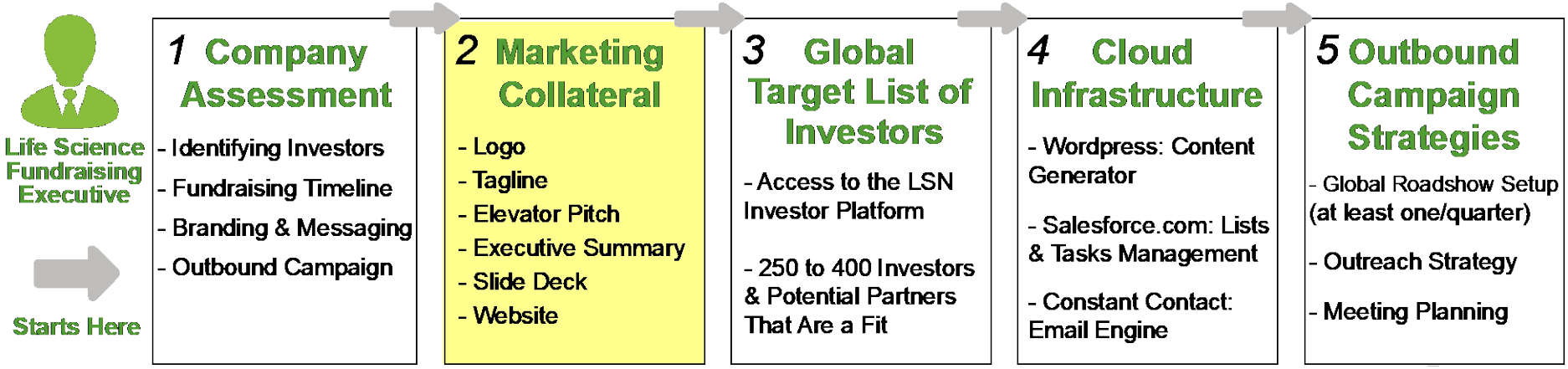
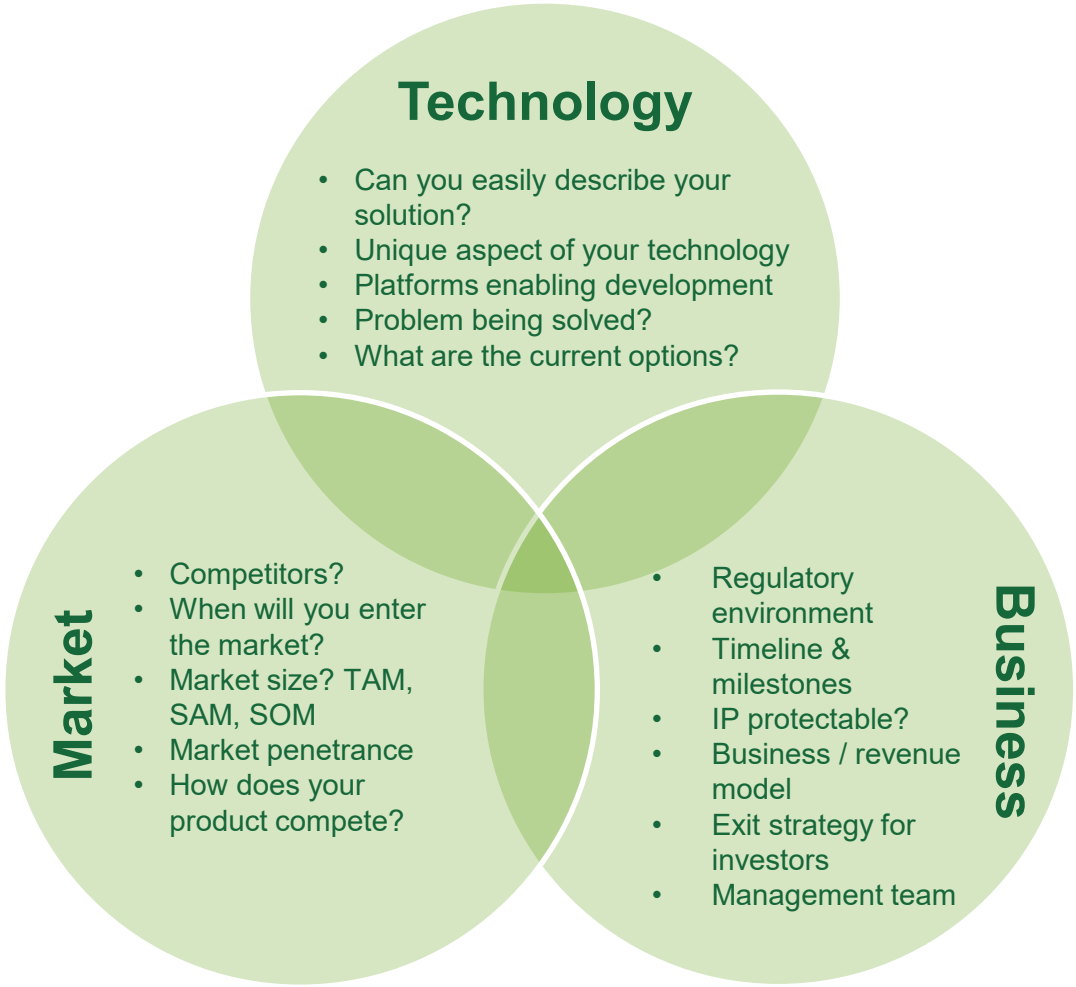



- It is essential to provide potential investors with high-quality, professional materials

  - Engage them – get a meeting!
  - Communicate your message clearly and concisely
  - Present the information they want to see in a way that helps them to decide quickly and easily if you are a potential fit for their needs.

# Know Your Company



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# Branding and Messaging

# The Importance of Telling Your Story



**To successfully bridge the gap from academia to startup and move into the business development domain, scientist-entrepreneurs must be able to tell their company story through a cogent set of marketing materials.**

**This process consists of being able to tell your company story through different modalities:**

- 5-7 words in a **tagline**
- 5-7 sentences in an **elevator pitch**
- Using the elevator pitch in a **one-pager** to describe your company structure and team
- Teasing out your own unique and compelling story in a two-page **executive summary**
- Using the executive summary to as the **first half of the slide deck**
- Focussing the **second half of the slide deck** on your specific value combination, be it your technology / team / market position / competitor differentiation etc.

# The Value This Story Imparts



## Marketing collateral is aimed at potential partners

Different investors and partners prefer to review different pieces of marketing collateral. It is essential therefore to develop your core marketing materials (the **one-pager**, the **executive summary**, the **slide deck**) and give them to your audience so that they can choose which one they want to review.

- Some investors will want to only look at a slide deck
- Others will prefer an executive summary and a one-pager
- Some partners will even prefer to look at all three

Each piece of marketing collateral tells the consistent story of your company, so as soon as you get your story straight and give your marketing materials to a partner who is a right fit, you should be able to get a meeting.

# Finding your Voice and Developing your Narrative for Different Players

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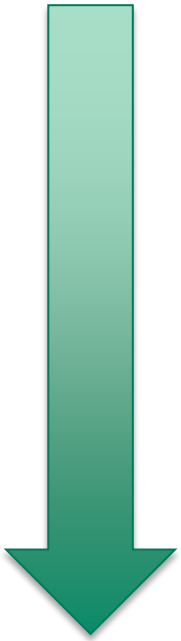
## Finding Your Voice

Netting out your value and being able to deliver it in such a way that you can do it in 5-7 words, 5-7 sentences, all the way through to your slide deck.

| You must be multi-lingual; this is to mean you must be able to speak different languages within the context of a deal. | | Language Required |
|---|---|---|
| **Gatekeeper** | Knows what the investment firm is looking for, but not an expert in the end product - they are vetting the opportunities | **General** |
| **Navigator** | Understands more specifically the configuration of the technology they are looking for – the BD person | **Technical** |
| **Evaluator** | This person will own the project, most likely be a Ph.D., and will have advanced scientific knowledge | **Advanced Scientific** |
| **Decision Maker** | The one who does a deal. This person will speak a heavily business-centric language involving financials, commercial aspects, metrics, market etc. | **Business** |



# Developing Your Logo

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**Clear Crisp Obvious**

Terra Bioworks

*Scaling Production of Microbial Medicines with Synthetic Biology*

LinkedUp Bioscience

*Transforming Antibody Drug Discovery for Incurable Diseases*

Ethismos Research Inc.

*Novel Multi-Modal Therapeutic for Prevention of Chronic Pain*

Reiley Pharmaceuticals Inc.

*Biomarker-Based Diagnostic Drug for Pinpointing Lower Back Pain*

# Tagline

*Distill Company Identity into a Single Line*

*Connecting Products, Services & Capital*

| EXAMPLE | TAGLINE | COMMENTS |
|---|---|---|
| **VAGUE** | "Innovate, Design & Optimized"<br><br>"Expanding Boundaries in Drug Discovery"<br><br>"Creating the Future of Oncology" | Little-to-no context if provided to the reader, resulting in a vague description that could be used for almost any company in life science. |
| **GENERALIZED** | "Taking the Pain Out of Bladder Cancer"<br><br>"Next Generation Protein Therapeutics"<br><br>"The Gold Standard in Vaccine Technology" | The reader is left with only the most basic understanding of the technology or indication that the company is developing, resulting in a less powerful statement. |
| **COMPELLING** | "Novel Multi-Model Therapeutics for Prevention of Chronic Pain" (**Ethismos**)<br>"Epigenetic Medicine Regulating Cancer Gene" (**Reglagene**)<br>"First-in-class serotonin receptor modulators for treating Fragile X Syndrome" (**Seropeutics**)<br>"Scaling Production of Microbial Medicines with Synthetic Biology" (**Terra Bioworks**) | Each tagline summarizes the unique value proposition of the company and is crafted to provide the reader with contextual framework for all additional information. |

# Elevator Pitch

*Describe Who You Are and What You Do in 5-7 Sentences*

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## Example 1: Reglagene

Reglagene deciphers gene-based mechanisms of disease to deliver breakthrough epigenetic medicines that manage gene expression, the process by which information from a gene is used in the synthesis of a target protein. Gene abnormalities often result in the manufacture of too little or too much protein causing a myriad of life-threatening diseases, such as cancer. Reglagene's medicines target the protein production problem at its source, the gene, and gets it back to functioning properly.


## Example 2: Ethismos

Ethismos has developed a breakthrough drug candidate, amitifadine, that prevents an irreversible acute to chronic neuropathic pain transition that affects 1 out of 2 patients in the months following breast cancer surgery (BCS). Amitifadine, a triple reuptake inhibitor, modulates the brain's physiological reactions to pain by targeting the brain serotonin (5-HT), norepinephrine (NE) and dopamine (DA) pathways to prevent the acute to chronic pain transition.

# Tear Sheet / One-pager

## *Net It Out on One Page*

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COMPANY ADDRESS HERE

COMPANY LOGO HERE

**Industry: Pharma**
- Target Indication: Fragile X syndrome and other autism spectrum disorders
- Future indications: variety of neurological disorders

**Management**
- XXXXX XXXXX, *Executive Chairman & CEO*
- XXXXX XXXXX, *Scientific Founder & Chief Scientist*

**Advisory Team & Board of Directors**
- XXXXX XXXXX
- XXXXX XXXXX

**Fragile X KOLs**
- XXXX XXXXX
- XXXXX XXXXXX
- XXXX XXXXX

**Intellectual Property**
- Exclusive worldwide license to all technology
- Several issued patents covering composition of matter, methods of treatment, novel bio distribution through 2028
- Pending patents could extend IP coverage through 2035

**Non-Dilutive Funding to Date**
- $10M in NIH & DOD grants

**Seeking a $20m Series A Round** XYZ Biotech anticipates achievement of the following milestones post financing
- File (12 months)
- Complete Phase I studies of both compounds (24 Months)
- Complete Phase IIa,b trials of both compounds (36 months)

**Executive Summary:**
- XYZ Biotech is a pre-clinical-stage company taking a targeted approach in the development of small molecule therapeutics to treat fragile X syndrome (FXS)
- XYZ Biotech is utilizing a structure-based design to effectively 'thread the needle' in developing selective modulators of key serotonin (5-HT) receptors believed to be involved in FXS and other neurological disorders
- Two distinct, first-in-class drug series have been developed that selectivity modulate unique combinations of receptor subtypes—with minimal off-target receptor binding that can lead to side effects seen with other drugs from this class
- XYZ Biotech is positioned to deliver two first-in-class drug candidates for clinical development approximately 12 months after program funding, and their intention is to pursue orphan drug status for both programs
- There is potential to pursue multiple indications beyond FXS, including other autism spectrum disorders, binge eating, schizophrenia, mania and addiction with these two series

**Market Opportunity/Unmet Need:**
- FXS is the most common monogenetic autism spectrum disorder (ASD)
- Typically diagnosed in early childhood, at 2 to 3 years, based on symptoms and confirmed by genetic analysis - well after significant neuronal impairment has occurred
- Beyond core ASD symptoms. such as repetitive stereotypical behaviors and deficits in social functioning, cognitive impairment and anxiety often occur
- Hyperactivity, attention deficit, psychosis/mania, hypersensitivity to s
- increased seizure potential may also be evident
- No currently approved drugs for treating the core symptoms of FXS
- Depending on the patient, anti-anxiety agents or serotonin selective r
- (SSRIs) can mitigate some of the behaviors that accompany FXS; ho
- may be achieved and side effects are a frequent issue
- Buspirone is used off-label to treat the repetitive behaviors and anxie
- it causes sedation and it brings cardio-tox risk

**XYZ Biotech Pipeline:**
- **ABC-001** has a unique profile with 5-HT1A, 5-HT2C, and 5-HT7 partial receptor agonist activity
- Lead compound, ABC-001, is highly effective in decreasing repetitive behaviors and motor stereotypy, and increasing social functioning in mouse models, suggesting efficacy in treating core fragile X symptoms
- Selective activation of target receptors, with minimal effects at other receptors, represents a unique receptor modulation profile
- XYZ Biotech anticipates that ABC-001 will have minimal side effects, such as suppression of locomotor activity, sedative/stimulant activity, or cognitive impairment seen with other drugs
- ABC-001 achieves efficacy similar to Buspirone in mouse models of repetitive behaviors, anxiety, social and cognitive deficit—but without sedation or the cardiovascular toxicity risk
- **ABC-002** exhibits a different, complementary, pharmacological profile with the potential to address cognitive dysfunction, attention deficit, hyperactivity, and psychosis associated with FXS and other autism disorders by selectively enhancing 5-HT2C signaling while reducing 5-HT2A/2B signaling
- Lead compound, ABC-002, exhibits a first-in-class pharmacological profile
- XYZ Biotech anticipates that ABC-002 will not produce the sedation or weight gain that typically accompany other antipsychotic drugs frequently used in FXS patients

**Technical Milestones Achieved:**
- Preclinical evaluation of the ABC-001 and ABC-002 series has confirmed that both platforms have favorable pharmacological profiles
- Both are efficacious with oral dosing, selectively modulate serotonin receptor activities with minimal off-target effects, demonstrate therapeutic efficacy and safety in animal models
- XYZ Biotech' compounds have been administered to Rhesus monkeys and demonstrated behavioral efficacy at 10 mg/kg and did not cause adverse effects such as nausea, sedation, movement disorders, or anxiety-like behaviors
- Extensive PK/metabolic profiling data with no toxicity observed in preclinical models
- Necessary chemistry is in place for scale-up to support advanced studies of both candidates

**Reiley Pharmaceuticals Inc.**
3749 Buchanan Street
Suite 475745
San Francisco, CA 94147

**Reiley Pharmaceuticals Inc.**
*Biomarker-Based Diagnostic Drug for Pinpointing Lower Back Pain*

**Industry: Diagnostics**
- **Target Indication:** Lower Back Pain
- **Future indications**: Opioid Misuse, Rheumatoid Arthritis, Worker's Compensation Assessment

**Management**
- **B. Michael Silber, PhD** ***President, CEO & Director*** Dr. Silber successfully contributed to the development and commercialization of 23 drugs, including 13 blockbusters in 35 years
- **Mark R. Reiley, MD** ***Founder & CMO*** The creative engine behind Kyphon (bought by Medtronic), Archus (bought by Globus), Reiley Orth[illegible]ics (merged with INBONE and [illegible]ght by Wright Mitchel), [illegible]ht by Wright Medical), [illegible]18) and now Reiley

**[illegible]rd of Directors**
- [illegible], MBA
- [illegible]*rman & Director*
- Keith[illegible]une
- *Dire[illegible]*
- Allan Basbaum, PhD Scientific Advisory Board, UCSF
- Leslie Z. Benet, PhD Scientific Advisory Board, UCSF
- Ronald T Borchardt, PhD Scientific Advisory Board, U Kansas Scientific Advisory Board, ex-Pfizer
- Donald R. Kiepert Board Advisor, Ex-Lantheus CEO, Curium BOD
- Stephen Hochschuler, MD Board Advisor, Chair, Texas Back Institute
- Frank Kayser, PhD Drug Discovery Advisor
- Daniel Cher, MD Clinical Development Advisor

**Intellectual Property**
- Exclusive worldwide license to all technology. Several issued patents covering composition of matter.
- Patents cover key links incorporating radioactive imaging substances.

**Funding to Date & Future**

RPI has raised $6.1M and is seeking $6M to complete two milestones leading to filing an IND & completion of a Phase 1a/b trial establishing POC in a small cohort of patients. Phase II trials will take 12-18 months at a cost of $20M.

**Executive Summary:**
- Reiley Pharmaceutical Inc. (RPI) is a precision medicine diagnostic company that will dramatically impact the Lower Back Pain (LBP) medical arena with its targeted diagnostic drugs that can pinpoint the exact source of LBP.
- RPI is the first to pursue diagnostic imaging agents in pain based on the key human biological signal involved in eliciting pain. These novel diagnostic agents, when injected into a patient as part of a LBP diagnostic test, can find the site of COX-2 overexpression, bind to the intracellular COX-2 enzyme and "light up" the cells, which enables a standard hospital- or office-based SPECT-CT scanner to quickly, sensitively and accurately identify and image the precise location of the pain source.
- RPI's technology is a game changer for the LBP diagnostic market, affecting millions of patients who suffer from LBP with a test that authenticates and facilitates a more precise and accurate treatment of their LBP condition – a first in the industry.

**Market Opportunity/Unmet Need:**


- 100 million people a year in the US have chronic pain, which costs the U.S. $300B (Direct) and $635B (Direct/Indirect). RPI believes that its diagnostic drug product, to be used in the RPI SPECT Imaging Test, has a patient universe of at least 10M patients per year, with a $750 USD per test price point.
- Back surgery success rates are only ~80%, solely due to bad diagnostics, $1.25 billion a year is spent on wrong lumbar spine fusions. RPI can become the standard diagnostic test for more informed decisions.
- There is no "GPS-like" tool that isolates the exact location, and no current examination process that can shine a light on the precise cause of LBP. A patient can walk into a doctor's office presenting with LBP and, many times, the physician struggles to pinpoint the exact source of the LBP.

**RPI Technology:**
- Leveraging sophisticated computational chemistry modeling to design drug products that will be capable of reaching the intracellular COX-2 enzyme, to potently bind and illuminate COX-2 overexpression in specific regions in the body associated with LBP.


- RPI utilizes rational drug design concepts to efficiently identify clinical candidates. This requires virtual and actual state-of-the-art compound screening of candidates, cell-based assays to ensure drugs are capable of crossing cell walls, and *in vitro* and *in vivo* pharmacokinetic, drug metabolism, pharmacology and SPECT studies in animals.
- This process creates a novel family of targeted precision diagnostics agents, literally changing the pain treatment paradigm for COX-2 pain related disorders.
- The Reiley products can also be used as a theragnostic in connection with therapeutic treatments, including drug or surgical.

**Technical Milestones Achieved:**
- After intense dynamic screening, the leading clinical candidate was selected to go into animal toxicology/safety studies to support entry into the first Phase 1a/b clinical trial.
- 1st generation product was evaluated in healthy subjects and patients with single-knee osteoarthritis to establish safety, toleration and proof-of-concept (POC) imaging studies. It was clear that the imaging drug lit up COX-2 overexpression in the affected knee only.
- RPI has designed and is testing its 2nd generation imaging drugs setting the company up for its current round of funding to support the next IND and Phase 1a/b trial.
- Phase 2 and 3 trials would be expected to take an additional 2-3 years. Regulatory strategy developed, with target for approval in 4 years. Broad IP position established, with several granted patents and several more provisional patents filed.



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# Executive Summary – "Your Story"

*Briefly Convey Opportunity in Clear & Concise Manner*

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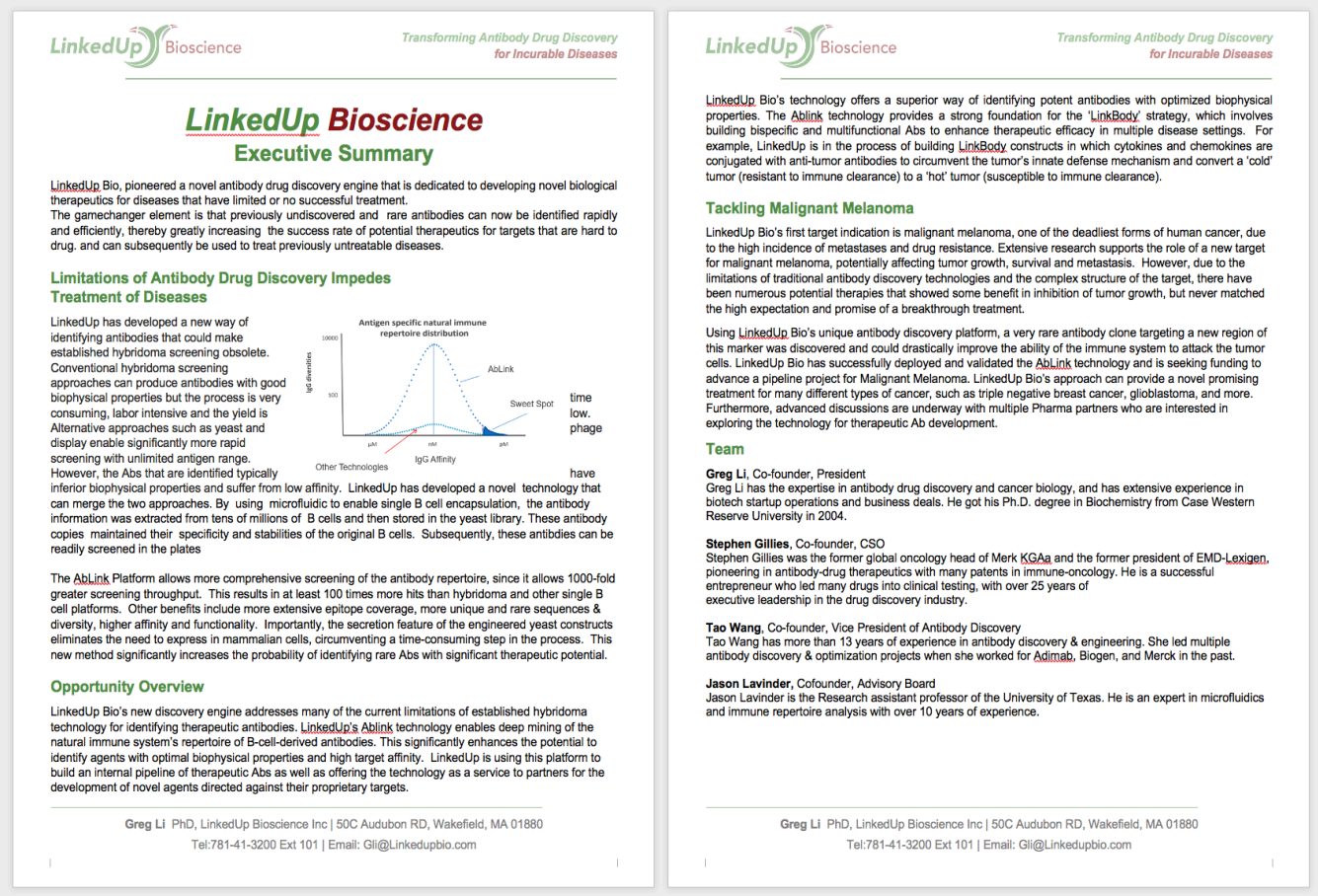
Logical extension of tagline and elevator pitch

Cogent 1- or 2-page company description

Highlights key data and information



LinkedUp Bioscience — *Transforming Antibody Drug Discovery for Incurable Diseases*

## LinkedUp Bioscience

### Executive Summary

LinkedUp Bio, pioneered a novel antibody drug discovery engine that is dedicated to developing novel biological therapeutics for diseases that have limited or no successful treatment.
The gamechanger element is that previously undiscovered and rare antibodies can now be identified rapidly and efficiently, thereby greatly increasing the success rate of potential therapeutics for targets that are hard to drug. and can subsequently be used to treat previously untreatable diseases.

### Limitations of Antibody Drug Discovery Impedes Treatment of Diseases

LinkedUp has developed a new way of identifying antibodies that could make established hybridoma screening obsolete. Conventional hybridoma screening approaches can produce antibodies with good biophysical properties but the process is very consuming, labor intensive and the yield is Alternative approaches such as yeast and display enable significantly more rapid screening with unlimited antigen range. However, the Abs that are identified typically



time
low.
phage
have
inferior biophysical properties and suffer from low affinity. LinkedUp has developed a novel technology that can merge the two approaches. By using microfluidic to enable single B cell encapsulation, the antibody information was extracted from tens of millions of B cells and then stored in the yeast library. These antibody copies maintained their specificity and stabilities of the original B cells. Subsequently, these antibdies can be readily screened in the plates

The AbLink Platform allows more comprehensive screening of the antibody repertoire, since it allows 1000-fold greater screening throughput. This results in at least 100 times more hits than hybridoma and other single B cell platforms. Other benefits include more extensive epitope coverage, more unique and rare sequences & diversity, higher affinity and functionality. Importantly, the secretion feature of the engineered yeast constructs eliminates the need to express in mammalian cells, circumventing a time-consuming step in the process. This new method significantly increases the probability of identifying rare Abs with significant therapeutic potential.

### Opportunity Overview

LinkedUp Bio's new discovery engine addresses many of the current limitations of established hybridoma technology for identifying therapeutic antibodies. LinkedUp's Ablink technology enables deep mining of the natural immune system's repertoire of B-cell-derived antibodies. This significantly enhances the potential to identify agents with optimal biophysical properties and high target affinity. LinkedUp is using this platform to build an internal pipeline of therapeutic Abs as well as offering the technology as a service to partners for the development of novel agents directed against their proprietary targets.

**Greg Li** PhD, LinkedUp Bioscience Inc | 50C Audubon RD, Wakefield, MA 01880
Tel:781-41-3200 Ext 101 | Email: Gli@Linkedupbio.com

LinkedUp Bioscience — *Transforming Antibody Drug Discovery for Incurable Diseases*

LinkedUp Bio's technology offers a superior way of identifying potent antibodies with optimized biophysical properties. The Ablink technology provides a strong foundation for the 'LinkBody' strategy, which involves building bispecific and multifunctional Abs to enhance therapeutic efficacy in multiple disease settings. For example, LinkedUp is in the process of building LinkBody constructs in which cytokines and chemokines are conjugated with anti-tumor antibodies to circumvent the tumor's innate defense mechanism and convert a 'cold' tumor (resistant to immune clearance) to a 'hot' tumor (susceptible to immune clearance).

### Tackling Malignant Melanoma

LinkedUp Bio's first target indication is malignant melanoma, one of the deadliest forms of human cancer, due to the high incidence of metastases and drug resistance. Extensive research supports the role of a new target for malignant melanoma, potentially affecting tumor growth, survival and metastasis. However, due to the limitations of traditional antibody discovery technologies and the complex structure of the target, there have been numerous potential therapies that showed some benefit in inhibition of tumor growth, but never matched the high expectation and promise of a breakthrough treatment.

Using LinkedUp Bio's unique antibody discovery platform, a very rare antibody clone targeting a new region of this marker was discovered and could drastically improve the ability of the immune system to attack the tumor cells. LinkedUp Bio has successfully deployed and validated the AbLink technology and is seeking funding to advance a pipeline project for Malignant Melanoma. LinkedUp Bio's approach can provide a novel promising treatment for many different types of cancer, such as triple negative breast cancer, glioblastoma, and more. Furthermore, advanced discussions are underway with multiple Pharma partners who are interested in exploring the technology for therapeutic Ab development.

### Team

**Greg Li**, Co-founder, President
Greg Li has the expertise in antibody drug discovery and cancer biology, and has extensive experience in biotech startup operations and business deals. He got his Ph.D. degree in Biochemistry from Case Western Reserve University in 2004.

**Stephen Gillies**, Co-founder, CSO
Stephen Gillies was the former global oncology head of Merk KGAa and the former president of EMD-Lexigen, pioneering in antibody-drug therapeutics with many patents in immune-oncology. He is a successful entrepreneur who led many drugs into clinical testing, with over 25 years of executive leadership in the drug discovery industry.

**Tao Wang**, Co-founder, Vice President of Antibody Discovery
Tao Wang has more than 13 years of experience in antibody discovery & engineering. She led multiple antibody discovery & optimization projects when she worked for Adimab, Biogen, and Merck in the past.

**Jason Lavinder**, Cofounder, Advisory Board
Jason Lavinder is the Research assistant professor of the University of Texas. He is an expert in microfluidics and immune repertoire analysis with over 10 years of experience.

**Greg Li** PhD, LinkedUp Bioscience Inc | 50C Audubon RD, Wakefield, MA 01880
Tel:781-41-3200 Ext 101 | Email: Gli@Linkedupbio.com

# Slide Deck

*10-12 Slides Expanding on all Major Points in Executive Summary*

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The first 5-6 slides should be a continuity of your elevator pitch and executive summary story

Rest of the slides should contain **essential** but more in-depth information that leverages your specific company value

- Cover with Logo & Contact Info
- Elevator Pitch / Current Status / Summary
- Unmet Medical Needs & Commercial Opportunities
- Origin, Description of Technology, IP (if applicable)
- Differentiation from Competitors
- Technology Validation & Supporting Data
- Product Pipeline, Current Financing Needs
- Risks & Risk Mitigation (if applicable)
- Management Team & Scientific Advisory Board

Supplementary data or information (in addendum)

# Use of Funds & Timeline on Major Milestones

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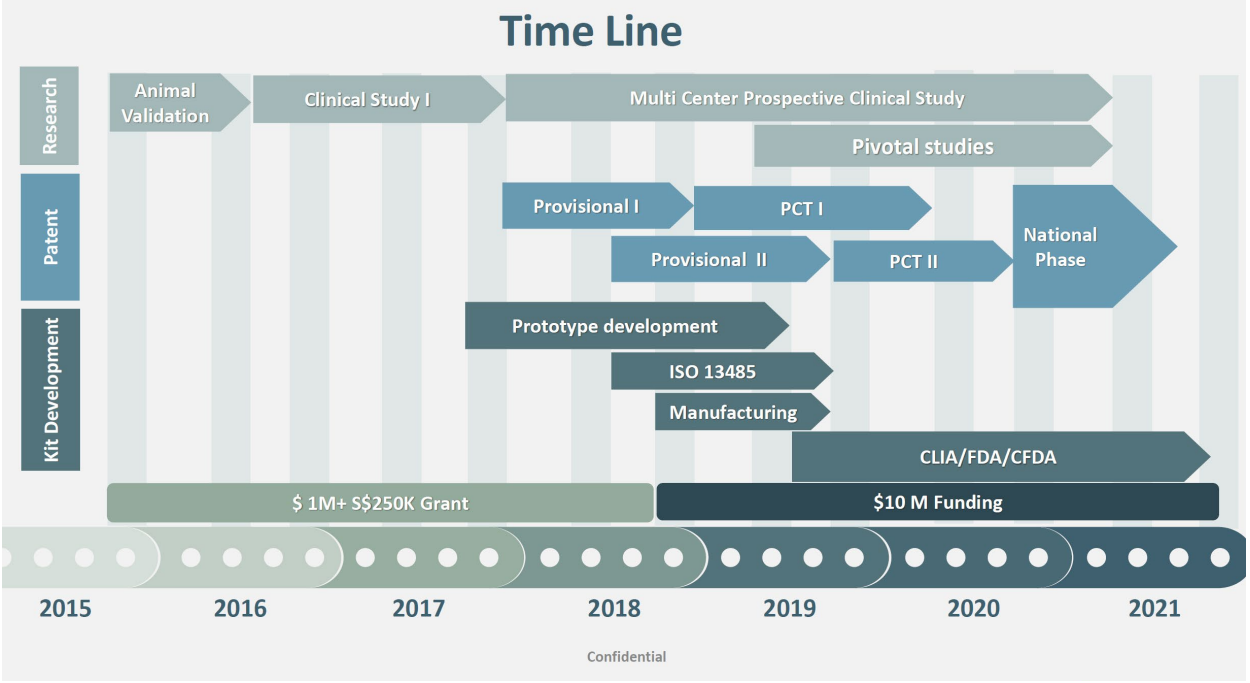
**LSN caters to companies raising:**

- Seed ($250k - $2M)
- Series A ($2M - $10M)
- Series B ($10M - $50M)

| Use of Proceeds | | |
|---|---|---|
| **Gross Proceeds** | **$8,000,000** | **Percent of Utilization** |
| R&D to support [redacted] configuration | $1,500,000 | 18.5% |
| OrbiMed payments to reclaim securitized IP | $3,000,000 | 37. 5% |
| Working Capital - 18 months | $3,500,000 | 44.0% |




**Be Transparent and Reasonable About Your Financial Needs**

**Have A Clear and Realistic Development Timeline**

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# How to Find Target Investors
## (that fit your stage of development and product)

# Find Target Investors

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## Investor Databases

- Detailed Investor Profiles
- Investor Contact Info

## Partnering Events

- In-person Events
- Digital Events

# LSN Investor Database Demo

*Connecting Products, Services & Capital*

INVESTOR | MANDATE | CONTACTS

[redacted]

G M C

LSN Investor Analyst: Karen Deyo

Latest update: Jun 25, 2021

## Mandate Summary

**Allocation Information:**

[redacted] is a Boston and Los Angeles based life sciences venture capital and company formation firm started in 2017 with approximately $1.8 billion under management. We are currently investing out of [redacted], a $825M fund that closed in the summer of 2021. The firm will make equity investments of approximately $40–60 million across all stages of private financing and can either lead investments or co-invest. [redacted] considers investment opportunities worldwide.

**Sectors & Subsectors of Interest:**

[redacted] invests primarily in therapeutics and invests broadly across different therapeutic areas and modalities. Areas of high interest include precision medicine approaches, gene therapy, autoimmune diseases, oncology, neurology (particularly diseases with genetically defined populations), ophthalmology, and rare diseases. The firm generally invests from preclinical (2–3 years pre-IND) through to Phase II, and prefers to invest in assets with good animal models and/or genetic evidence to support efficacy and target validation.

**Company & Management Team Requirements:**

[redacted] generally invests in privately held companies and likes to work with experienced management teams who have had prior startup successes. [redacted] is an active investor and the partners have deep experience in company building, and we are therefore interested in providing support on strategy, BD, recruiting and other areas of active management in addition to providing capital.

**Message From Investor:**

Interested companies that meet the aforementioned criteria can contact [redacted] (Managing Director) at [redacted], and are requested to mention LSN when reaching out.

## Capital Structure

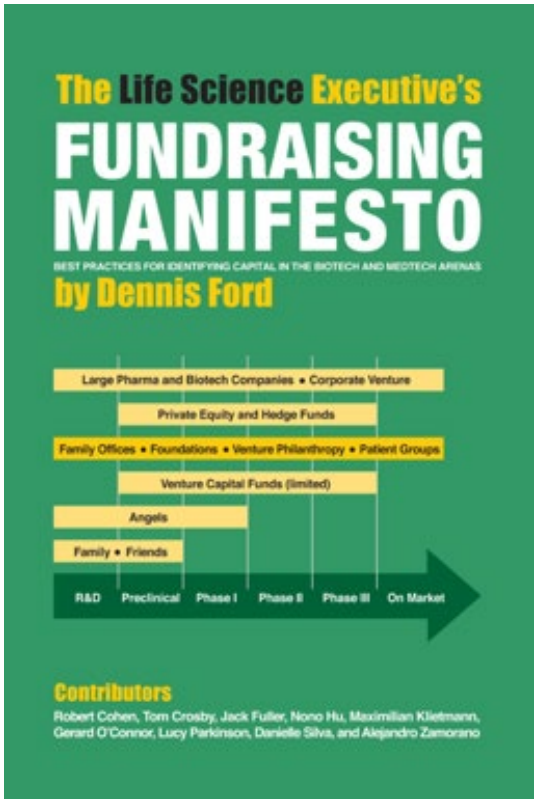
| | |
|---|---|
| **Most Recent Fund Vintage:** | 2021 |
| **Typical Allocation Size:** | USD 25.0 m |
| **Target fund size:** | USD 825.0 m |
| **Number of funds:** | 3 |
| **Investment Stage Preference:** | • Venture |
| **Capital Structure Preference:** | • Equity |
| **Ownership Preference** | • Private Company |

## Investment Interest

| | |
|---|---|
| **Investment Sector Preference:** | • Biotech Therapeutics |
| **Subsector:** | Opportunistic |
| **Indications:** | Opportunistic |
| **Geographical Exposure:** | • Global |
| **Therapeutic Product Development Phase:** | • Pre-Clinical<br>• Phase I<br>• Phase II |

# Augment Your Fundraising Knowledge

**Free Copy Will Be Provided to All Bootcamp Attendees**



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