



**LIFE SCIENCE
NATION**

Connecting Products, Services & Capital

Keys to Successful Partnering

Antoinette Lowre

Business Development Manager

US Mid-West & Canada

a.lowre@lifesciencenation.com



LIFE SCIENCE NATION

Connecting Products, Services & Capital

INVESTOR DATABASE

10,000+ early-stage life science investors representing several 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

Upcoming RESI Events

RESI JPM San Francisco, January 10-12, 2023

Digital RESI, March 14-16, 2023

RESI Boston, June 5-7, 2023

RESI Boston, September 18-20, 2023

Digital RESI, November 14-16, 2023

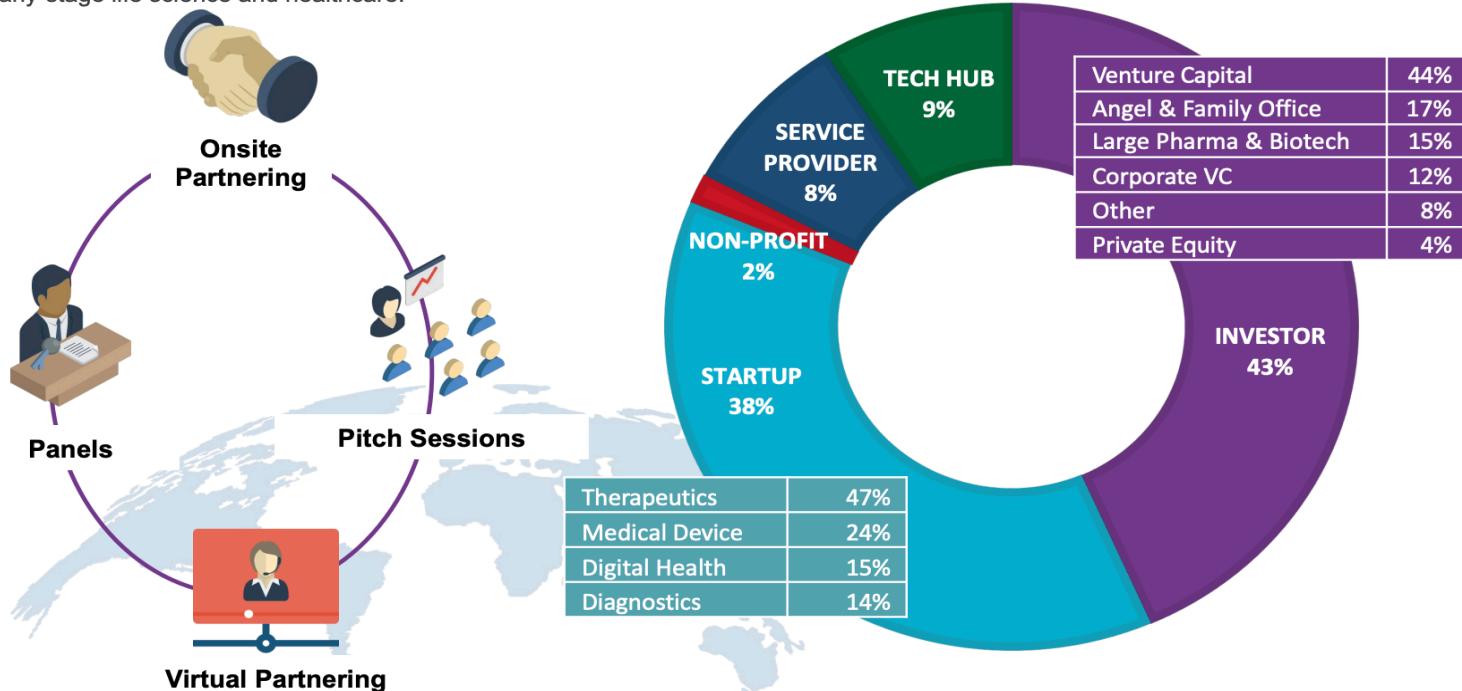




RESI Conference At A Glance

The **Redefining Early Stage Investments (RESI)** conference series connects start-ups and early-stage investors and strategic channel partners. RESI is uniquely cross-border and cross-domain, connecting start-ups with global investors across the silos of drugs, devices, diagnostics and digital health (4 Ds). RESI caters to both the earliest stage start-ups, those seeking grants, seed and angel capital, and the early-stage firms who seek series A and B funding. RESI is a unique and powerful tool for sourcing assets and advancing innovation across early-stage life science and healthcare.

Over the past decade, **300+** companies have raised **\$1.3B+** through **35+** RESI conferences and LSN products.



Getting Started

1. Profile Setup

- Brief overview/elevator pitch
- Complete all the sections in the profile
- Upload supporting materials
 - Logo
 - Website
 - Investor Deck
 - Executive Summary
 - Tear Sheet

2. Identify Meeting Targets/ Research the Investor Firm

- Start on company website
 - Read about mission and fund mandate
 - Look at portfolio companies
 - Research their team through bios or LinkedIn

3. Request meetings

- Send out many meeting requests
- Follow up on requests 3-4x

Outbound Meeting Request Message

- **Introduce yourself**
 - Title
 - Name of your company
- **Introduce Your Company**
 - Where your company is based
 - What sector your company is in (drugs, devices, diagnostics, digital health or R&D Services)
 - The modality you are using
 - The indication you are treating or problem you are trying to solve
 - Your product's stage of development
- **Key Value Proposition/Elevator Pitch**
 - Use the next part of the message to describe the key value/proposition of your technology
 - High-level description of the core technology and its major differentiators from current products or solutions
- **The Stage of Your Fundraising Campaign**
 - Clearly stage where you are in the fundraising process
 - What the use of proceeds will be
- **Reaffirm the reason you are reaching out**
 - Reference a relevant data point
- **Customize the message**
- **The Next Step**
 - Identify when you plan on connecting with them
- **Request the meeting.**

Meeting Request Message

‘Greeting’ XYZ,

My name is **Name**, I am the **Title** of **Company Name** a **commercial stage medical device** company that has developed (*Insert major value proposition – Tagline*). **Company Name** is currently raising a **\$10 million Series A** financing to **describe use of funds of our lead asset for Indication. Sentence on why you are interesting to this specific investor**. After doing my research (*Reference relevant data - Reaffirm*).

If it makes sense for your investment strategy, (here you should personalize the message to each investor) I would like to organize an introductory call to discuss this opportunity further. I will be in touch shortly to gauge your interest and availability. I look forward to speaking with you soon.

Best,

Signature

Meeting Request Message

Real example from successful company at RESI:

Hi XYZ, **company name** is a commercial stage **University of XYZ** spin-out with a portfolio of surgical and imaging technologies to deliver Empowered Patient Care with point-of-care ultrasound in new perioperative applications.

The company's first technology is a dual-component system comprising an FDA-cleared bioabsorbable implant (**XYZ**) and an FDA-cleared custom automated ultrasound (**XYZ**) to detect post-operative vascular complications in reconstructive, transplant, and vascular surgeries prior to catastrophic surgical failures that represent a \$2B annual market and cost hospitals \$174,000 per instance. **Company X** also developing pipeline products for angiography/surgical navigation and perfusion assessment.

Company X closed a \$\$\$ venture round in early 2018, recently secured a \$\$\$ NIH grant to pursue the **XYZ** market for the technology, confirmed ~\$\$\$ in reimbursement for that market, and are now raising a \$\$\$ round for commercial growth and accelerating pipeline product development. **Company X** is currently in negotiations with a potential lead and is evaluating other lead candidates and syndicate partners. Looking forward to connecting. All the best, **XYZ**.

Meeting Request Message

Frank,

My name is John Doe, CEO, Sample Therapeutics, an early stage therapeutic company based out of New York developing an antibody drug conjugate (ADC) for pancreatic cancer. Our lead asset (OK-101) is in the middle of Phase 1 clinical trials and is open to partnership opportunities.

OK-101 leverages Sample Therapeutics' proprietary ADC technology to deliver doxorubicin to cancer tissue more efficiently, thereby reducing toxicity and increasing its efficacy. Unlike traditional ADCs, Sample Therapeutics' platform uses a two-part ADC system in which antigen-specific antibodies are injected into the body first, followed by the small molecule that then binds to the antibodies in the cancer tissue. This system increases the versatility of known ADC technology and avoids the common liver toxicity problems found in traditional systems.

Currently we are at the beginning stages of our fundraising campaign to complete our Phase 2 by Q4 2016. Given your firm's experience in clinical stage oncology assets, and what I read in your profile our company seems to match your investment interests.

I think we are a good fit for your investment strategy and would like to have an opportunity to connect with you at the RESI Conference.

Follow Up Frequently

1. Follow Up 1 – Product/Tech

- Why is your product and technology unique?
- Is it first in class?
- Best in class?
- Dive into your company's differentiated value

Follow Up Frequently

1. Follow Up 2 – Management/Team

- Highlight management and team
- How have your people had a notable impact on business development?
- What makes your team special?
- Highlight individual successes and accomplishments

Follow Up Frequently

1. Follow Up 3 – One Pager

- Condense all important information you have shared into a one-pager tear sheet

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

- XXXXX XXXXX
- XXXXX XXXXX
- XXXXX 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 selectively 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 sensory stimuli, and/or 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 reuptake inhibitors (SSRIs) can mitigate some of the behaviors that accompany FXS; however, limited efficacy may be achieved and side effects are a frequent issue
- Buspirone is used off-label to treat the repetitive behaviors and anxiety resulting from FXS, but 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

Outreach Campaign Schedule

Partnering for RESI JPM opens on **Monday, December 19**

Partnering Tutorials: Tuesday, December 20 @ 2PM EST
Wednesday, December 28 @ 12PM EST

RESI JPM January 10 Marines Memorial Hotel
January 11 & 12 Virtual partnering

Partnering for RESI JPM closes on Friday, Feb 3

Introduction	Between December 19 – December 22
Follow Up 1	Between December 27 – December 30
Follow Up 2	Between January 3 – January 5
Follow Up 3	Before Sunday January 8 th or as follow up

Takeaway

Your success in partnering is directly proportional to the effort you put into it.

Let's see some examples!

Investor Meeting

Conduct your meeting

- If at all possible, have two attendees from your company
 - One person to take notes
- Plan for initial presentation <15 minutes
 - Be prepared for a conversation without slides and make it a conversation, leaving time for questions and discussion
- Have backup slides at hand to address questions





LSN Investor Database

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[Click Image to Open Expanded View](#)

INVESTOR

MANDATE

CONTACTS

VIEW INVESTMENT

G M C

LSN Investor Analyst: Karen Deyo

Latest update: Jun 25, 2021

Mandate Summary

Allocation Information:

LSN 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 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. LSN considers investment opportunities worldwide.

Sectors & Subsectors of Interest:

LSN 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:

LSN generally invests in privately held companies and likes to work with experienced management teams who have had prior startup successes. LSN 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 [Name Redacted] (Managing Director) at [Email 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:	<ul style="list-style-type: none">Venture
Capital Structure Preference:	<ul style="list-style-type: none">Equity
Ownership Preference	<ul style="list-style-type: none">Private Company

Investment Interest

Investment Sector Preference:	<ul style="list-style-type: none">Biotech Therapeutics
Subsector:	Opportunistic
Indications:	Opportunistic
Geographical Exposure:	<ul style="list-style-type: none">Global
Therapeutic Product Development Phase:	<ul style="list-style-type: none">Pre-ClinicalPhase IPhase II



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Thank you for joining us!
Happy Partnering!

resi@lifesciencenation.com
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