

# 20<sup>th</sup> Annual SoCalBio Conference

September 28, 2018  
Westin Long Beach, CA

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Featuring Greater Los Angeles Value-Based  
Bioscience Innovations

- Emerging Company Presentations
- Distinguished Speakers
- Expert-Led Panel Discussions
- Company Exhibits
- Networking



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*The trade association of the  
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# Contents

<b>Pamphlet Sponsors.....</b>	<b>3</b>
<b>Conference Welcoming Committee .....</b>	<b>4</b>
<b>About SoCalBio .....</b>	<b>5</b>
<b>SoCalBio Contact Information .....</b>	<b>6</b>
<b>SoCalBio Innovation Catalyst Program .....</b>	<b>7</b>
<b>2018 Cohort of Company Presenters.....</b>	<b>10</b>
<b>Floor Plan .....</b>	<b>13</b>
<b>Agenda at a Glance .....</b>	<b>14</b>
<b>Detailed Agenda .....</b>	<b>15</b>
<b>List of Speakers, Panelists, and Moderators ....</b>	<b>29</b>
<b>List of Sponsors and Exhibitors .....</b>	<b>31</b>

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September 28, 2018 . Westin Long Beach, CA

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## Welcoming Committee



**Robert Greenberg, MD, PhD**  
*Exec. Chairman*  
Alfred Mann Foundation



**Jonathan Lasch, PhD**  
*Executive Director*  
AMI - USC



**Michael Wise**  
*Partner*  
Perkins Coie



**Robert (Bud) Bishop, PhD**  
*President*  
Pasadena BioCollaboative  
Incubator



**Peter Blaisdell, PhD**  
*Chairman*  
SoCalBio Innovation Catalyst  
Program



**Joseph Boystak**  
*Managing Partner*  
Health2047 Capital Partners



**Steve Goldman**  
*President & CEO*  
Geshtalti



**Jeremy Grunstein, PhD**  
*Executive Director*  
Business Development Amgen



**Thomas Lobl, PhD,**  
*Entrepreneur-in-Residence*  
AMI-USC



**Charles McWilliams**  
*Sr. VP, Strategic Alliances*  
VWR



**Jennifer Neff, PhD**  
*Founder & CEO*  
AllVivo Vascular



**Michael Reilly**  
*President & CEO*  
Excelse Bio

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# About SoCalBio

**Advocacy**

**Business Development**

**Talent Nurturing**

**Networking**

Since its founding 20 years ago as (part of the Rebuild LA initiative), the Southern California Biomedical Council (SoCalBio) has supported growth of bioscience-related industries across the Greater Los Angeles region.

An organization built by and for Los Angeles-area entrepreneurs, SoCalBio pursues ongoing programs that help local firms gain access to capital, potential partners and business support services. The organization's marquee event – the annual SoCalBio Conference -- has grown to become the region's premier showcase for emerging life-science companies and technologies. SoCalBio is also tasked with promoting technology transfer and workforce training, while informing policy makers and the public at-large about the benefits of the region's bioscience-related industries.



*SoCalBio serves the Greater Los Angeles region, a home to more  
Than 1000 biotech & medtech firms*

In addition, SoCalBio delivers value to its members through exclusive benefits essential to running a bioscience or digital health company. Such benefits include a comprehensive group purchasing program that enables members to conserve cash and enjoy significant discounts on everything from lab/office supplies and waste management to insurance, PR news distribution and shipping.

SoCalBio helped develop the watershed Battelle Master Plan for growing Los Angeles County's biotech cluster and its members are more committed than ever to helping build support for the plan among local stakeholders and policymakers. SoCalBio is proud to serve as the focal point for industry-driven partnerships to support the plan based on local entrepreneurial resources embedded within the community.

SoCalBio looks forward to beginning its third decade as the voice of the bioscience and digital health communities across Greater Los Angeles. In partnership with local, state and national organizations (such as California Technology Council, Biotechnology Innovation Organization and Medical Device Manufacturing Association), SoCalBio embraces its role as the region's primary advocate and watchdog for the issues that impact local biotech, medtech, diagnostic and digital health communities.

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**5**

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September 28, 2018 . Westin Long Beach, CA

### **SoCalBio Innovation Catalyst Program**

SoCalBio members take their role in promoting entrepreneurship and nurturing local innovators seriously. Through the **SoCalBio Innovation Catalyst Program**, a large network of company executives and business professionals affiliated with SoCalBio member companies, new firms selected to make business presentations during the annual SoCalBio Conference receive significant guidance and **pro bono** support services and mentoring that help position them for success.

SoCalBio thanks the following members of its Innovation Catalyst Program who helped in screening, selecting and mentoring the 2018 cohort of company presenters.

#### **Chairman, SoCalBio Innovation Catalyst Program**



**Peter Blaisdell, PhD**

Formerly Executive Director, Global Study Management, Amgen  
Member of the Scientific Advisory Board of  
Meditope Biosciences and Afecta Pharmaceuticals

#### **Innovation Catalyst Program Members Who Helped in Screening, Selecting and Mentoring the 2018 Cohort of Company Presenters:**

- **Roger Anderson**, PhD, Biotech Consultant
- **Bud Bishop**, PhD, President, Pasadena BioCollaborative Incubator and SoCalBio Board Member
- **George Colindres**, Senior Counsel, Perkins Coie LLP, Los Angeles
- **Steven Corr**, Partner, Jones Day
- **Stelian Damu**, Sr. Manager, Moss Adams
- **William Dolphin**, PhD, Investor & Serial Entrepreneur

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- **Steve Goldman**, President & CEO, Geshtalti; Member, Keiretsu Forum; and SoCalBio Board Member
- **Zafiris Gourgouliatos**, PhD, President, Leilux, Inc.
- **Earle Hager**, Managing Partner, The Neutrino Donut, LLC
- **Winn Hong**, Sr. Director, Engineering and Business Development, AMI – USC and Member of the SoCalBio Innovation Catalyst Program
- **David Hood**, President & CEO, DH3 & Associates
- **Wendie Johnston**, PhD, Exe. Director, LA/Orange County Biotech Center
- **Jerry Joseph**, Verity Associates
- **Jerry Knotts**, President, Central Coast Venture Forum
- **Richard Koffler**, Founder, Greenwings Biomedical
- **Mohammad Kondri, MPH, MBA**, Trade Commissioner, Life Sciences & Medtech, Consulate General of Canada
- **Gary Lazar, MD**, President & CEO, Soundstim Therapeutics, Inc.
- **Hal Lieberman**, Sr. Associate, Exceleration Management
- **Thomas Lobl, PhD**, Entrepreneur-in-Residence, AMI-USC
- **Steve Maylish**, CEO, Fusion Biotech and Member of the SoCalBio Innovation Catalyst Program
- **Charles McWilliams**, Sr. VP, VWR and Member of the SoCalBio Innovation Catalyst Program
- **Mordechai Nosrati, MD**, USC Keck School of Medicine
- **Michael Reilly**, VP of Business Development, Integrity Bio Inc., and SoCalBio Board Member
- **David Rubenson**, Director, Nobadslides.com
- **Mark Siegfried**, Director of Client Relations, Stanton Chase
- **Louis Touton**, Partner, Jones Day
- **Yingly Wang**, PhD, Attorney, Perkins Coie and Member of the SoCalBio

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September 28, 2018 . Westin Long Beach, CA  
Innovation Catalyst Program

- **Stephen Williams**, PhD, Partner, Catalyst Advisors, LP
- **Michael Wise**, Partner, Perkins Coie, and Secretary of the SoCalBio Board of Directors
- **Scott Witte**, SVP, UDI/Transdev
- **Greg Zikos**, Entrepreneur-in-Residence, AMI-USC

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## **2018 Cohort of Company Presenters**

This SoCalBio Conference will showcase the following emerging biotech, device, diagnostics and digital health companies:

1. **Activ Sitting Inc.** (Exercise chair with built-in behavior-change software)
2. **Airware** (Patented breakthrough in non-invasive, optical monitoring of interstitial glucose)
3. **Avenda Health** (A clinic-based treatment for prostate cancer that preserves sexual and urinary function)
4. **Cactus Medical** (Technology to automatically detect ear infections in children)
5. **Capricor** (First-in-class biological therapies for the treatment of rare diseases)
6. **Caringly** (Handoff application developed by nurses for nurses)
7. **Charlot Biosciences** (A novel microfluidics platform for cellular analysis)
8. **DxTerity Diagnostics** (A patient-centric genomics company bringing the power of real-world genomics with from-home RNA monitoring to improving the management of immune-mediated disease)
9. **ExpyHealth** (A PreHab and ReHab digital health solution that guides patients through a daily program to prepare for and recover from surgery)
10. **Eyedaptic** (Wearable augmented reality (AR) vision assistance for those with AMD and retinal disease)
11. **Ferrologix** (Low cost, disposable chip that enables rapid, aseptic purification of rare cells from large ( $10^9$ ) mixed populations using a technique called magnetic ratcheting cytometry)
12. **Immix Biopharma** (A clinical-stage company developing a platform to block tumor resistance to treatment)
13. **NanoDerm Pharmaceutical** (Slow-release nanoparticle intradermal solutions for skin diseases)
14. **Novelogs Biotechnology Inc.** (Immunotherapeutic antibodies targeting soluble NKG2D ligands (MICA/B) using a novel interceptor approach)
15. **OncoTracker** (Diagnostics and therapeutics for multiple myeloma)
16. **PharmetRx** (Next gen. drug discovery and development)
17. **Precision NanoSystems** (Offering solutions to support all stages of nanomedicine development from discovery to clinical manufacturing)
18. **Senseer** (Smart micro-sensing platform technologies for remote monitoring to guide evidence-based treatment)
19. **Sixal** (Therapeutics to prevent anaphylaxis from food allergies)
20. **SMSbiotech** (A unique patented technology to manufacture human

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September 28, 2018 . Westin Long Beach, CA

Extracellular Matrix for use in regenerative medicine)

- 21. **StimAire** (A novel technology that allows for the wireless, non-surgical stimulation of the hypoglossal nerve which reduces hypopnea events in patients with obstructive sleep apnea)
- 22. **Valley Fever Solutions** (Developing Nikkomycin Z as a cure for Valley Fever)
- 23. **Visus Technology** (Motion analytics and home health for improved clinical outcomes)
- 24. **Voxel Healthcare** (Medical imaging company focused on building a suite of 3D measurement tools for MRI brain images of children during development that leverages recent developments in machine learning technology)
- 25. **WeHealth** (A digital platform to recruit patients into clinical trials)

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# INNOVATION RISES IN THE WEST

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6:20 AM  
PDT

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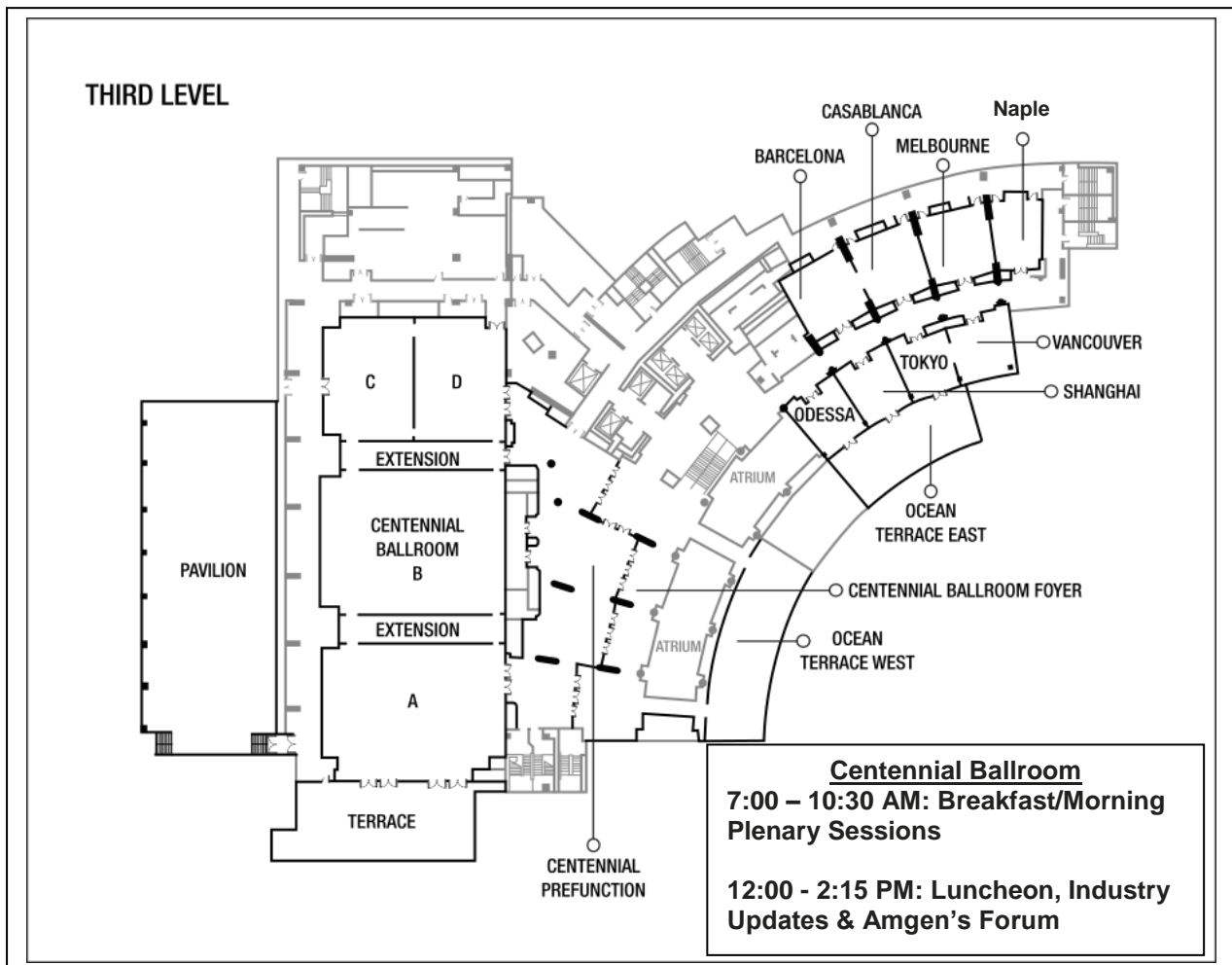
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## Floor Plan



### Barcelona/Casablanca

**10:45 – 11:50 AM: Biotech Therapeutics Presentations**

**2:30 – 3:35 PM: Biotech Therapeutics Presentations**

**3:45 PM: Breakout Session: Tapping Non-Dilutive Funding**

**4:45 PM: Breakout Session: Meet Angel Investors**

### Melbourne/Naples

**10:45 – 11:50 AM: Med Device Presentations**

**2:30 – 3:35 PM: Med Device Presentations**

**3:45 PM: Breakout Session: Med Device Risk Mitigation**

**4:45 PM: Breakout Session: Meet Local VCs**

### Tokyo/Vancouver

**10:45 – 11:50 AM: Digital Health Presentations**

**2:30 – 3:35 PM: Biotech Research Instruments and Tools Presentations**

**3:45 PM: Breakout Session: Valuation of Pre-Product Companies**

**4:45 PM: Tapping Family Offices for Capital**

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September 28, 2018 . Westin Long Beach, CA  
**Agenda at a Glance**

7:00 AM	Registration and Breakfast ( <u>Centennial Pre-function</u> )
8:00 AM	Introductions ( <u>Centennial Ballroom</u> )
8:30 AM	Morning Fireside Chat on Immunotherapy ( <u>Centennial Ballroom</u> )
9:15 AM	Break
9:30 AM	Chairman's Symposium on Healthcare Moonshots ( <u>Centennial Ballroom</u> )
10:30 AM	Break
10:45 AM	Emerging Company Presentations in Three Parallel Tracks: <ol style="list-style-type: none"><li>1. Biotech (<u>Barcelona/Casablanca</u>)</li><li>2. Device (<u>Melbourne/Naples</u>)</li><li>3. Digital Health (<u>Tokyo/Vancouver</u>)</li></ol>
12:00 Noon	Luncheon ( <u>Centennial Ballroom</u> )
12:30 PM	Industry Updates ( <u>Centennial Ballroom</u> )
1:00 PM	Amgen's Forum on Nurturing Innovators ( <u>Centennial Ballroom</u> )
2:15 PM	Break
2:30 PM	Emerging Company Presentations in Three Parallel Tracks: <ol style="list-style-type: none"><li>1. Biotech (<u>Barcelona/Casablanca</u>)</li><li>2. Device (<u>Melbourne/Naples</u>)</li><li>3. Tools &amp; Instruments (<u>Tokyo/Vancouver</u>)</li></ol>
3:35 PM	Break
3:45 PM	Breakout Sessions <ol style="list-style-type: none"><li>1. Tapping Non-Dilutive Funding (<u>Barcelona/Casablanca</u>)</li><li>2. Medical Device Cyber Risk Mitigation (<u>Melbourne/Naples</u>)</li><li>3. Valuation and Term Sheets (<u>Tokyo/Vancouver</u>)</li></ol>
4:45 PM	Breakout Sessions <ol style="list-style-type: none"><li>1. Meet Angel Investors (<u>Barcelona/Casablanca</u>)</li><li>2. Meet Local VCs (<u>Melbourne/Naples</u>)</li><li>3. Raising Money from Family Offices (<u>Tokyo/Vancouver</u>)</li></ol>
5:45 PM	Closing Reception ( <u>Centennial Pre-function &amp; Ballroom</u> )
7:00 PM	Conference Adjourns

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## **Detailed Agenda**

- 7:00 AM**    **Registration and Breakfast**
- 8:00 AM**    **Introduction and Welcoming Remarks**
- 8:30 AM**    **Morning Fireside Chat**  
**(Centennial Ballroom)**

**Immunotherapy from Science to Value:**  
***Los Angeles as the Epicenter of Precision Medicine***

This fireside chat will focus on the future of immunotherapy and precision medicine following the success of Kite Pharma in bringing the first CAR T-Cell Drug – YESCARTA – to market. The chat will also explore how Los Angeles can build on the success of Kite to be the epicenter of precision medicine.

**Moderators**

- **Peter Blaisdell**, PhD, Scientific Advisor, Meditope and Chair, SoCalBio Innovation Catalyst Program
- **Stephen Williams**, PhD, Partner, Catalyst Advisors LP and Member of the SoCalBio Innovation Catalyst Program

**Distinguished Guest:**

- **Peter Emtage**, PhD, Global Head of Cell Therapy Research, Kite Pharma, a Gilead Company

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## 9:30 AM **Chairman's Special Symposium on Healthcare Moonshots (Centennial Ballroom)**

### **Trends in Developing Therapeutic Devices: Will Medical Devices Replace Drugs in Treating Diseases?**

Medical technology innovations are accelerating due to advances in science and the convergence of disciplines such as biology, engineering and physics. Such convergence manifests itself in the rise of new segments of the medical device industry, such as electroceuticals. These new segments promise to fundamentally transform the health care delivery by offering faster, cheaper and better treatments of disease. Is this a pipe dream or are we closer to transforming this promise into reality?

#### **Moderators:**

- **Robert Greenberg**, MD, PhD, SoCalBio Chairman & Executive Chairman, AMF
- **Thomas Lobl**, PhD, Entrepreneur-in-Residence, AMI-USC and Member of the SoCalBio Innovation Catalyst Program

#### **Panelists:**

- **Mike Faltys**, CTO, SetPoint Medical
- **Stephanie Fertig**, MBA, Director, NINDS Small Business Programs, NIH
- **Allison Komiyama**, PhD, Owner & Principal Consultant, Acknowledge Regulatory Services
- **Victor Pikov**, PhD, CEO, MediPace, Inc. and Former Director, Research Platform, Galvani Bioelectronics

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### 10:45 AM Emerging Company Presentations in Three Parallel Tracks

#### **Track I (Biotech Therapeutics)** **(Barcelona/Casablanca)**

##### **Moderators:**

- **Mohammad Kondri**, Trade Commissioner, Consulate General of Canada and Member of the SoCalBio Innovation Catalyst Program
- **Yingly Wang**, PhD, Attorney, Perkins Coie and Member of the SoCalBio Innovation Catalyst Program

- 10:50     Immix Biopharma** (A clinical-stage company developing a platform to block tumor resistance to treatment)
- 11:05     Valley Fever Solutions** (Developing Nikkomycin Z as a cure for Valley Fever)
- 11:20     Capricor** (First-in-class biological therapies for the treatment of rare diseases)
- 11:35     Precision NanoSystems** (Offering solutions to support all stages of nanomedicine development from discovery to clinical manufacturing)

#### **Track II (Device Presentations)** **(Melbourne/Naples)**

##### **Moderators:**

- **Josue Villalta**, Partner, Knobbe Martens and Member of the SoCalBio Innovation Catalyst Program
- **William Dolphin**, PhD, Cue Squared and Member of the SoCalBio Innovation Catalyst Program

- 10:50     StimAire** (Wireless, non-surgical stimulation of the hypoglossal nerve which reduces hypopnea events in patients with obstructive sleep apnea)
- 11:05     Senseer** (Smart micro-sensing platform technologies for remote monitoring to guide evidence-based treatment)
- 11:20     Cactus Medical** (technology to automatically detect ear infections in children)
- 11:35     Eyedaptic** (Wearable augmented reality (AR) vision assistance for those with AMD and retinal disease)

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### Track III (Digital Health Solutions) (Tokyo/Vancouver)

#### Moderators:

- **Bill Lewis**, Executive VP, Bolton & Company and Member of the SoCalBio Innovation Catalyst Program
- **Steve Goldman**, Member, Keiretsu Capital and Member of the SoCalBio Innovation Catalyst Program

- 10:50 ExpyHealth** (A PreHab and ReHab digital health solution that guides patients through a daily program to prepare for and recover from surgery)
- 11:02 Visus Technology** (Motion analytics and home health for improved clinical outcomes)
- 11:14 Voxel Healthcare** (Medical imaging company focused on building a suite of 3D measurement tools for MRI brain images of children during development that leverages recent developments in machine learning technology)
- 11:26 WeHealth** (A digital platform to recruit patients into clinical trials)
- 11:38 Caringly** (Handoff application developed by nurses)

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**12:00 Noon**    **Luncheon**  
**(Centennial Ballroom)**

**12:30 PM**    **Industry Updates**  
**(Centennial Ballroom)**

**1:00 PM**    **Amgen's Forum on Nurturing Innovators:**  
**(Centennial Ballroom)**

### **Trends in Healthcare Investments, Partnering, and Exits**

This session will feature an introductory presentation and an informative discussion on the bioscience funding landscape, partnering opportunities, M&As and IPOs. It is designed to help emerging bioscience entrepreneurs navigate the complex strategic investing, partnering, and M&A landscape.

#### **Moderator:**

- **Joseph Boystak**, Managing Partner, Health2047 Capital Partners and SoCalBio Board Member

#### **Introductory Presentation:**

- **Soraya Scroggins**, Managing Director, Medical Technology, Life Science Tools & Diagnostics, Barclays

#### **Panelists:**

- **Kara Bortone**, PhD, Head of JLABS San Diego
- **John Donello**, PhD, Vice President, Research Pharmacology, Allergan
- **Jeremy Grunstein**, Executive Director, Technology / Out-licensing, Business Development, Amgen
- **Alex Rabiee**, Director, Transactions, Business Development, Amgen
- **Chester Wong**, Senior Manager, Transactions, Business Development, Amgen

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September 28, 2018 . Westin Long Beach, CA

2:15 PM Break

### 2:30 PM Emerging Company Presentations in Three Parallel Tracks

#### Track I (Biotech Therapeutics) (Barcelona/Casablanca)

##### Moderators:

- **Charles McWilliams**, Sr. VP, VWR and Member of the SoCalBio Innovation Catalyst Program
- **Winn Hong**, Sr. Director, Engineering and Business Development, AMI–USC and Member of the SoCalBio Innovation Catalyst Program

- 2:35      **NanoDerm Pharmaceutical** (Slow-release nanoparticle intradermal solutions for skin disease)
- 2:50      **OncoTracker** (Diagnostics and therapeutics for multiple myeloma)
- 3:05      **Novelogs Biotechnology Inc.** (Immunotherapeutic antibodies targeting soluble NKG2D ligands (MICA/B) using a novel interceptor approach)
- 3:20      **Sixal** (Therapeutics to prevent anaphylaxis from food allergies)

#### Track II (Med Device Presentations) (Melbourne/Naples)

##### Moderators:

- **George Colindres**, Attorney, Perkins Coie and Member of the SoCalBio Innovation Catalyst Program
- **Stelian Damu**, Sr. Manager, Moss Adams and Member of the SoCalBio Innovation Catalyst Program

- 2:35      **Avenda Health** (A clinic-based treatment for prostate cancer that preserves sexual and urinary function)
- 2:50      **DxTerity Diagnostics** (A patient-centric genomics company bringing the power of real-world genomics with from-home RNA monitoring to improving the management of immune-mediated disease)
- 3:05      **Airware** (Patented breakthrough in non-invasive, optical monitoring of interstitial glucose)

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3:20      **Activ Sitting Inc.** (Exercise chair with built-in behavior-change software)

### Track III (Tools and Instruments) (Tokyo/Vancouver)

#### Moderators:

- **Steve Maylish**, CEO, Fusion Biotech and Member of the SoCalBio Innovation Catalyst Program
- **Richard Koffler**, President & CEO, Greenwings Biomedical and Member of the SoCalBio Innovation Catalyst Program

2:35      **Charlot Biosciences** (A novel microfluidics platform for cellular analysis)

2:50      **PharmetRx** (Next gen. drug discovery and development)

3:05      **SMSbiotech** (A unique patented technology to manufacture human Extracellular Matrix for use in regenerative medicine)

3:20      **Ferrologix** (Low cost, disposable chip that enables rapid aseptic purification of rare cells from large ( $10^9$ ) mixed populations using a technique called magnetic ratcheting cytometry)

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### 3:45 PM **Breakout Sessions**

#### **Session I: Tapping Non-Dilutive Funding for Success (Barcelona/Casablanca)**

The use of non-dilutive funds should be an important component of your fund-raising strategy. Such funding has many benefits.

- Non-dilutive funds can provide needed cash, particularly in the seed and early stages, to support your R&D efforts.
- Non-dilutive funding allows founders and existing shareholders to retain company ownership and control.
- Furthermore, non-dilutive funding provides important validation of the team and technology thereby helping in follow-on rounds of funding from private equity and other investors.

This session will provide tips on how to access non-dilutive funding from government sources such as NIH, DoD, and BARDA

#### **Moderator:**

- **Dave D. Hood**, President and CEO, DH3 & Associates and Member of the SoCalBio Innovation Catalyst Program

#### **Panelists:**

- **Ross Donaldson**, President and CEO, Critical Innovations LLC
- **Stephanie Fertig**, MBA, Director, NINDS Small Business Programs, National Institutes of Health
- **Jennifer Neff, Founder & CEO**, PhD, AllVivo Vascular
- **Andrew Norris**, PhD, Founder, BCN Biosciences

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### **Session II: The Numbers Game: Do You Know the Value of Your Technology or Company?** **(Melbourne/Naples)**

This breakout session will help you understand what is involved in evaluating a new biotechnology or the company seeking to commercialize it. The valuation of pre-product, particularly pre-clinical companies is a challenge. Investment deals often collapse because of disagreement between company founders and investors over company valuation. Learning how to account adequately for the cost, risk, and time inherent in product development is essential to research a realistic assessment of company value and decide whether to accept a term sheet.

#### **Moderator:**

- **Greg Zikos**, Entrepreneur-in-Residence, AMI-USC

#### **Panelists:**

- **George Colindres**, Attorney, Perkins Coie and Member of the SoCalBio Innovation Catalyst Program
- **Tim Croushore**, Managing Director, Southern California / Phoenix Practice Leader Valuation Services Group, Moss Adams
- **Soraya Scroggins**, Managing Director, Medical Technology, Life Science Tools & Diagnostics, Barclays

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### **Session III: Med Device Makers and Cyber Risks** **(Tokyo/Vancouver)**

Whether you are a device investor or a medtech company raising funds to support its R&D activities, conduct clinical studies and meet overall operational responsibilities, you should learn how to strategically manage cyber risks as the digital technology continues to evolve.

#### **Moderator:**

- **William Lewis**, Executive VP, Bolton & Company

#### **Panelists:**

- **Noel Bertman**, Sr. Life Sciences Underwriter Chubb
- **Richard Hagemeier**, Exec. VP, CPCU of Bolton & Company
- **Robert Starr**, Sr. Claims Adjuster, Chubb

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### 4:45 PM Breakout Sessions

#### **Session 1: Meet Local Angel Investors (Barcelona/Casablanca)**

Southern California is home to a number of organized angel investors that are active in the biotech, medtech and digital health industries. Many emerging companies that first made presentations at the Annual SoCalBio Conference ended up with seed or early stage funding deals from these angels. The list includes companies such as **Neural Analytics** (West Los Angeles), **Episona** (Glendale), **Allegro Ophthalmic** (San Juan Capistrano), and **Capillary Biomedical** (Irvine). In this breakout, you will have a chance to hear from and meet these angels. You will learn how to position your company to attract funding from organized individual investors or “super angels.”

#### **Moderator:**

- **Steve Goldman**, Member, Keiretsu Forum and Member of the SoCalBio Innovation Catalyst Program

#### **Presenters:**

- **Dimitri Villard**, Member, Tech Coast Angels
- **Anthony Valencia**, Member, Pasadena Angels
- **Connie Harrell**, President, Keiretsu Forum SoCal
- **Vuong Trieu**, PhD, CEO, Autotelic Inc.

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### **Session II: Meet Local Venture Investors (Melbourne/Naples)**

A recent survey by SoCalBio has identified about 275 Investment firms in Southern California. Of these about 105 funds indicated interest in investing in some aspect of healthcare or the biosciences. But the majority operates in the middle markets with no interest in early stage funding, particularly when it involves high-risk biotech therapeutics or class III devices. The SoCalBio Conference provides a forum for local funds interested in emerging bioscience technologies to identify suitable investment targets. During this breakout, you will get to meet some of these funds and learn how to position your firm to raise capital from local institutional sources.

#### **Moderator:**

- **Jay Goth**, Managing Partner, Forentis Fund

#### **Presenters:**

- **Troy Barring**, Adventus Ventures
- **Victor Subandhi**, General Partner, Blangkond Ventures
- **Alex Suh**, Managing Director, California Technology Ventures
- **Kara Bortone**, PhD, J&J Innovation
- **Dan Wasserman**, Mammoth Health Innovation
- **Richard Weil**, Partner, Mount Wilson Ventures
- **Jerry Chen**, Associate, Mucker Capital
- **Chris Bostick**, PhD, OCV Partners
- **John Morrissey**, Shea Ventures
- **David Lee**, Managing Partner, Solve Ventures
- **Yoshi Fukushima**, Executive VP, Takenaka Partners
- **Gerard Casale**, Managing Director, TYLT Ventures
- **Jay Goss**, Partner, WaveMaker Three-Sixty Health LP
- Others TBA

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### **Session III: Raising Money from Family Offices** **(Tokyo/Vancouver)**

The United States has an estimated 500-1000 single-family offices and around 2500-3000 multi-family offices that manage nearly \$750 billion in assets. Although the highest proportion resides in New York, many family offices are in California, especially Los Angeles. Some of these family offices are an emerging source of funding biotech, medtech and digital health companies. But, where can you find them? How can you approach them? Should you consider raising money from family offices? This breakout will provide actionable insights on tapping funds from family offices.

#### **Moderators:**

- **David Crean**, Objective Capital Partners
- **Jim Hedges**, Los Angeles Family Office Association

#### **Panelists:**

- **Dylan Hixon**, Managing Partner, Gideon Hixon Fund (invited)
- **L. Robert Johnson**, Managing Partner, Founders Capital Partners (invited)
- **Geoff Rosenhain**, CEO, Jado Investments (invited)
- **David A. Alpern**, Partner, Varsity Health Partners (invited)
- **David Dahl**, CEO, Whittier Trust (invited)

#### **5:45 PM    Closing Reception** **(Centennial Pre-function and Ballroom)**

Join us for food and drinks to celebrate the conclusion of the conference. This is a great opportunity for networking, one last chance to connect in person with fellow entrepreneurs, speakers and participating investors.

#### **7:00 PM    Conference Adjourns**

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### Thanks to Speakers, Panelists and Moderators

1. **David Alpern**, Partner, Varsity Health Partners (invited)
2. **Troy Barring**, Adventus Ventures
3. **Peter Blaisdell**, PhD, Scientific Advisor, Meditope and Chair, SoCalBio Innovation Catalyst Program
4. **Kara Bortone**, PhD, J&J Innovation
5. **Chris Bostick**, PhD, OCV Partners
6. **Noel Bertman**, Sr. Life Sciences Underwriter Chubb
7. **Joseph Boystak**, Managing Partner, Health2047 Capital Partners and SoCalBio Board Member
8. **Gerard Casale**, Managing Director, TYLT Ventures
9. **Jerry Chen**, Associate, Mucker Capital
10. **George Colindres**, Attorney, Perkins Coie and Member of the SoCalBio Innovation Catalyst Program
11. **Tim Croushore**, Managing Director, Southern California / Phoenix Practice Leader Valuation Services Group, Moss Adams
12. **David Crean**, Objective Capital Partners
13. **David Dahl**, CEO, Whittier Trust (invited)
14. **Stelian Damu**, Sr. Manager, Moss Adams and Member of the SoCalBio Innovation Catalyst Program
15. **William Dolphin**, PhD, Cue Squared and Member of the SoCalBio Innovation Catalyst Program
16. **Ross Donaldson**, President and CEO, Critical Innovations LLC
17. **John Donello**, PhD, Vice President, Research Pharmacology, Allergan
18. **Peter Emtage**, PhD, Global Head of Cell Therapy Research, Kite Pharma, a Gilead Company
19. **Mike Faltys**, CTO, SetPoint Medical
20. **Stephanie Fertig**, MBA, Director, NINDS Small Business Programs, National Institutes of Health
21. **Yoshi Fukushima**, Executive VP, Takenaka Partners
22. **Jay Goss**, Partner, WaveMaker Three-Sixty Health LP
23. **Steve Goldman**, Member, Keiretsu Forum and Member of the SoCalBio Innovation Catalyst Program
24. **Jay Goth**, Managing Partner, Forentis Fund
25. **Robert Greenberg**, MD, PhD, SoCalBio Chairman & Executive Chairman, AMF
26. **Jeremy Grunstein**, Executive Director, Technology / Out-licensing, Business Development, Amgen
27. **Richard Hagemeier**, Exec. VP, CPCU of Bolton & Company
28. **Connie Harrell**, President, Keiretsu Forum SoCal
29. **Jim Hedges**, Los Angeles Family Office Association
30. **Dylan Hixon**, Managing Partner, Gideon Hixon Fund (invited)
31. **Winn Hong**, Sr. Director, Engineering and Business Development, AMI-USC and Member of the SoCalBio Innovation Catalyst Program

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32. **Dave D. Hood**, President and CEO, DH3 & Associates and Member of the SoCalBio Innovation Catalyst Program
33. **L. Robert Johnson**, Managing Partner, Founders Capital Partners (invited)
34. **Richard Koffler**, President & CEO, Greenwings Biomedical and Member of the SoCalBio Innovation Catalyst Program
35. **Allison Komiyama**, PhD, Owner & Principal Consultant, Acknowledge Regulatory Services
36. **Mohammad Kondri**, Trade Commissioner, Consulate General of Canada and Member of the SoCalBio Innovation Catalyst Program
37. **David Lee**, Managing Partner, Solve Ventures
38. **William Lewis**, Executive VP, Bolton & Company
39. **Thomas Lobl**, PhD, Entrepreneur-in-Residence, AMI-USC and Member of the SoCalBio Innovation Catalyst Program
40. **Steve Maylish**, CEO, Fusion Biotech and Member of the SoCalBio Innovation Catalyst Program
41. **Charles McWilliams**, Sr. VP, VWR and Member of the SoCalBio Innovation Catalyst Program
42. **John Morrissey**, Shea Ventures
43. **Jennifer Neff, Founder & CEO**, PhD, AllVivo Vascular
44. **Andrew Norris**, PhD, Founder, BCN Biosciences
45. **Victor Pikov**, PhD, CEO, MediPace, Inc. and **Former Director**, Research Platform, Galvani Bioelectronics
46. **Alex Rabiee**, Director, Transactions, Business Development, Amgen
47. **Geoff Rosenhain**, CEO, Jado Investments (invited)
48. **Soraya Scroggins**, Managing Director, Medical Technology, Life Science Tools & Diagnostics, Barclays
49. **Robert Starr**, Sr. Claims Adjuster, Chubb
50. **Victor Subandhi**, General Partner, Blangkond Ventures
51. **Alex Suh**, Managing Director, California Technology Ventures
52. **Anthony Valencia**, Member, Pasadena Angels
53. **Dimitri Villard**, Member, Tech Coast Angels
54. **Josue Villalta**, Partner, Knobbe Martens and Member of the SoCalBio Innovation Catalyst Program
55. **Vuong Trieu**, PhD, CEO, Autotelic Inc.
56. **Yingli Wang**, PhD, Attorney, Perkins Coie and Member of the SoCalBio Innovation Catalyst Program
57. **Dan Wasserman**, Mammoth Health Innovation
58. **Richard Weil**, Partner, Mount Wilson Ventures
59. **Stephen Williams**, PhD, Partner, Catalyst Advisors LP and Member of the SoCalBio Innovation Catalyst Program
60. **Chester Wong**, Senior Manager, Transactions, Business Development, Amgen
61. **Greg Zikos**, Entrepreneur-in-Residence, AMI-USC

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September 28, 2018 . Westin Long Beach, CA

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