LIFE SCIENCE NATION

Connecting Products, Services & Capital

Fundraising Boot Camp

Dennis Ford

Founder & CEO, Life Science Nation

Creator of Redefining Early Stage Investments (RESI) Conference

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LSN Holdings
Global Life Science Partnering Platform

LIFE SCIENCE NATION
Connecting Products, Services & Capital

Investor Platform
5,000 active early stage life science investors across 10 categories

Company Platform
40,000 emerging biotech, medtech, diagnostic and healthcare IT companies

Consulting Services
- Branding & Messaging
- Fundraising Workshop Series
- Sourcing & Ranking Service (SRS)
  - Asset Vetting & Ranking
  - Expert System
  - Secure Data Vault

RESI
REDEFINING EARLY STAGE INVESTMENTS

5 Annual Conferences

Boston Innovation Capital
Biotech & Medtech Fundraising

Fundraising Advisory Firm
Providing tactical assistance in executing fundraising campaigns in the biotech and medtech arenas.

Global Network of Investors
Securing meetings and fostering relationships with qualified investors that are a fit

Integrated with LSN and RESI
Making your fundraising more efficient and effective based on technology and relationships

The 3 Most Important Questions

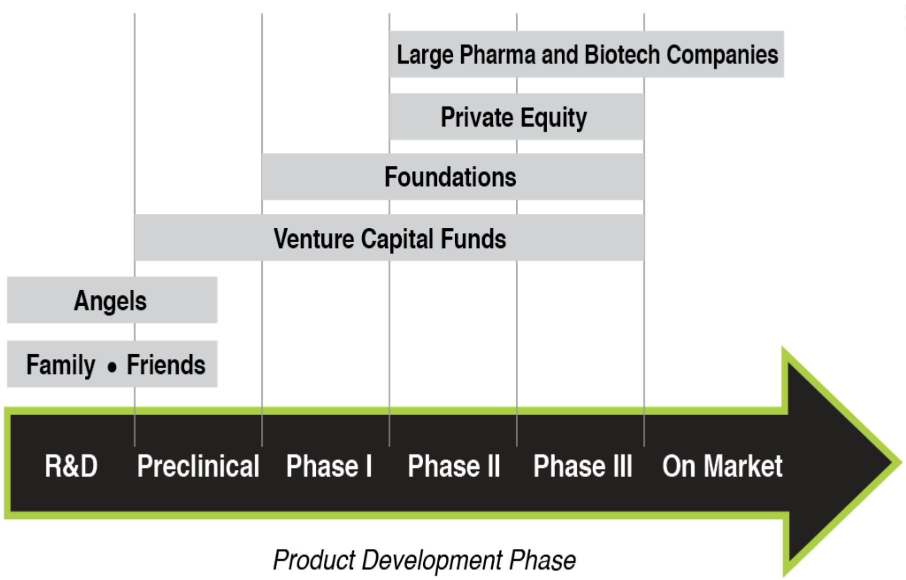
1. Are you actively raising capital?
2. Do you know how long it takes?
3. Do you know how much it costs?

Campaign Component	Typical Cost
Creating and maintaining your branding, messaging, marketing collateral and web presence for a year	$25,000 - $30,000
One conference per quarter, travel and expenses	$12,000 - $20,000
1-2 week road trip per quarter, two people	$10,000 - $15,000
Global target list of investors and campaign infrastructure	$10,000 - $12,000
Legal and processional fees	$10,000 - $20,000
TOTAL	**$67,000 - $97,000**

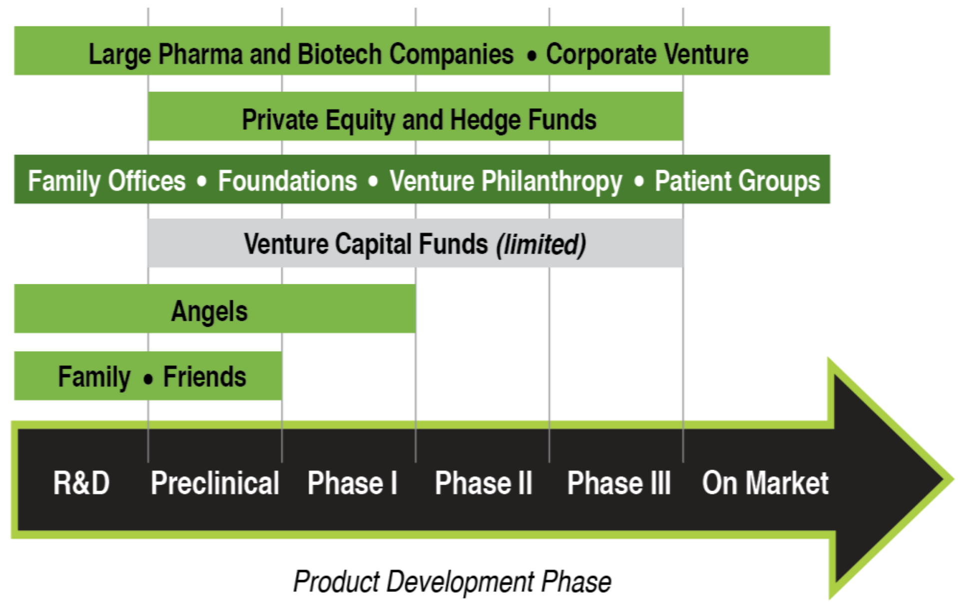
The Changing Investor Landscape

Emerging Biotech Investment Timeline

IN THE PAST



TODAY



Debunking the Top 10 Myths in Fundraising

1. The funding choices are limited to SBIR grants, friends & family, angels, VCs and strategics.

UPDATE: There are 10 categories of investors to go after. Fundraising is a numbers game so it's important to start with a large list of potential investors and then categorize the investors into tiers.

2. You must limit yourself to regional players.

UPDATE: It's a global marketplace. Investors are increasingly investing outside of their own region.

- In the past angel investors would generally only invest in their own region. Many of these investors are now syndicating with other angel groups outside of their region in order to source additional dealflow.
- Investors in Asia are also investing in companies outside of Asia to acquire distribution rights in the region.

Debunking the Top 10 Myths in Fundraising

3. The average fundraising process takes 6-9 months.

UPDATE: After interviewing more than 300 firms, LSN has uncovered that it generally takes 9-18 months to raise money in the life science space.

- Many fundraising companies make the mistake of starting the fundraising process too late. You don't want to be in a situation where you run out of runway, or where you are forced to take an unfavorable deal.

4. It is not necessary to understand how each category of investor works, just go after them all.

UPDATE: Each investor type has its own personality, strategy, and motivations. Knowing the nuances and subtleties of each is imperative.

- Also do your homework to determine what areas the investor focuses on prior to reaching out to them.

Debunking the Top 10 Myths in Fundraising

5. The science/technology is the only thing that matters to investors.

UPDATE: Investors buy you, your team, and your technology. It is imperative to showcase you and your team in marketing materials as well as technology.

6. It's always good to have many technologies and indications at once.

UPDATE: It's fine to have a platform technology, but it's important to pick a lead indication.

- Many companies make the mistake having too many balls in the air If you do have multiple technologies that you are working on that are not all in the same area, perhaps consider spinning out these assets into separate companies.

7. You need to be referred to an investor in order to get a meeting.

UPDATE: Investors care about fit for their investment mandates. Referrals help; however being a fit for what the investor is looking for is crucial and enough to get meeting.

Debunking the Top 10 Myths in Fundraising

8. Send investors as much information as you have.

UPDATE: Cogent, consistent, and crisp messaging makes you stand out.

- Investors get tons of emails a day. Your intro emails should only be a couple of short paragraphs. The response rate of short succinct emails is much higher than lengthy emails.
- Executive summaries should be 2 pages max and the slide deck should be around 10-12 slides.

9. Scientists are the rock stars and don't need the business or finance executives on the team.

UPDATE: Having experienced business development and finance specialists with the technology mavens creates a well-rounded team when moving into the commercial arena

Debunking the Top 10 Myths in Fundraising

10. Science is the hard part and it is easy to learn the business side. Therefore scientist-entrepreneurs should scale based on their technical knowhow and prowess (founder blindness).

UPDATE: Both science and business are complex disciplines that need to be learned. Basic marketing and sales skill-sets are needed.

During the Outreach:

- Don't give up too soon. It's important to reach out to investors multiple times until you get a yes or a no.
- It's also vital to make sure that you follow up with investors after your initial intro conversation. Using a CRM (customer relationship management) system can help to keep a more accurate track of contacts.
- Even if you do get a no from the investor you can use that feedback to change your message or you may find out that you're just not a fit currently but may be later down the road. Start speaking to investors early, listen to that constructive criticism and use it to determine how to pivot.

The 10 Categories of Life Science Investors

- **Angel Groups**
- **Corporate Venture Capital**
- **Endowments/Foundations**
- **Family Office/Private Wealth**
- **Government Organizations**
- **Hedge Funds**
- **Institutional Alternatives**
- **Large Pharma/Biotech**
- **Private Equity**
- **Venture Capital**

- **The venture capital** model of making investments no longer makes sense in many areas of life sciences
- **Big pharma** are taking a new approach to the pipeline by investing earlier
- **Family offices** are investing directly to fulfill the firm's dual mandate
- **Private equity** is filling some of the gap created by venture capital funds
- **Foundations** are becoming more active in promoting commercialization rather than basic research
- **Strategically-oriented corporate venture arms** in spaces such as IT are becoming increasingly active in life sciences

Building Your Brand Through Consistent Messaging – "Get Your Story Straight"

A list of the most common materials required to fundraise successfully:

Marketing Collateral	Purpose	Length
LOGO	Visually represents your company brand	/
TAGLINE	Distills company identity into a single line	1 line
ELEVATOR PITCH	Explains offering in a short format that can be delivered within a minute	1 paragraph
EXECUTIVE SUMMARY	Briefly conveys opportunity in clear and concise manner	1–2 pages
SLIDE DECK	Provides more detail on offering by expanding on all major points in executive summary	10–12 slides
WEBSITE	Functions as a deep dive sales pitch in an easy-to- navigate, clearly designed layout	Typically a total of 5–7 tabs with subsections as required
ANIMATED VIDEO	Tells your company's story and explains your technology	2-3 minutes

Developing Your Logo

Clear Crisp Obvious

LIFE SCIENCE NATION
Connecting Products, Services & Capital

immunocept
Developing Treatments for Sepsis and Other Destructive Inflammatory Diseases

IMMUSOFT
PROGRAMMING YOUR CELLS TO CURE DISEASE

EASTON GLOBAL FUND IV
Combining the Best of Venture & Private Equity Investing

CHELATION PARTNERS
Restoring the Efficacy of Antibiotics

ENDOTECH
Stabilizing Minimally Invasive Procedures For AAA

Tagline

Distills Company Identity into a Single Line

	TAGLINE	COMMENTS
VAGUE	"Inspired Innovation" "A Unique Opportunity in Cancer Management" "Expanding Boundaries in Drug Discovery" "Focus on Health" "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 the Life Science.
GENERALIZED	"Next Generation Protein Therapeutics" "Innovation in Cancer Detection" "The Gold Standard in Vaccine Technology" "Analytical Technologies for Diagnosis & Therapy" "Needle Pain Relief" "Microscopic Imaging at the Point of Care"	The reader is left with only the most basic understanding of the technology or indication that the company is developing, resulting in a less than powerful statement.
COMPELLING	Seropeutics: "First-in-class serotonin receptor modulators for treating Fragile X Syndrome" LikeMinds: "Enabling Precision diagnosis and treatment of tremor and dementia disorders" Immunocept: "Developing Treatments for Sepsis and Other Destructive Inflammatory Diseases"	Each tagline summarizes the unique value proposition of the company is crafted to provide the reader with contextual framework for all of the information to follow

Elevator Pitch

3 to 5 Sentences Describing Who You Are and What You Do

Example 1: Immusoft

Immusoft's mission is the development of an exciting, new breakthrough platform for treating a variety of genetic diseases through a process called Immune System Programming. Our technology enables the efficient insertion of genes encoding therapeutic proteins into patients' immune cells (B cells/plasma cells).

Example 2: LikeMinds

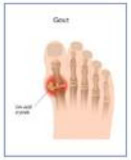
LikeMinds is positioned to fundamentally improve the management of degenerative brain diseases. Our high-performance, low-cost imaging technologies will enable earlier, more accurate and definitive diagnosis and monitoring of brain health. Our offering will be anchored by DaT2020, a high performance brain imaging tracer. It will be optimized for existing and new SPECT cameras. We will also provide quantitative imaging results linked to cloud-based AI analytics software. This toolkit will provide effective solutions for the improved management of brain disease–an area of high medical need that is largely unaddressed by today's technologies.

Tear Sheet - Net It Out In A One Pager

Briefly Conveys Opportunity in Clear and Concise Manner

- Logical extension of your tagline and elevator pitch
- A net/net 1page description of your company
- Highlights key data and information

Executive Summary



Aequus BioPharma (AB) is a Seattle-based biotechnology company focused on developing novel peptide hormone therapies for inflammatory diseases with an initial focus on gout. There is now increasing pharma interest in gout, which is the most common type of arthritis and represents a significant market opportunity. For example, Colcrys, a modestly effective drug used to treat the acute attacks of gout has reached over $700M in annual sales. Aequus is developing an improved version of the most effective drug that is currently used to treat gout. We project that we will have solid clinical data from a Phase 2 trial by 2018, which should lead to an exit via acquisition by one of the many pharmaceutical companies with major drugs for arthritis.

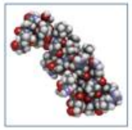
Ron Berenson, CEO of Aequus, is a serial entrepreneur, who has founded and led several successful biotech ventures, including two NASDAQ-listed companies. He has a strong background in drug development and extensive startup experience having raised over $400M from private and public investors.

Gout is characterized by acute attacks of severe and disabling pain, and afflicts 10 million patients in the US. For treating gout, AB has optimized and patented a combination of two hormones that are currently marketed drug products. One of these hormones is by far the most effective drug used to treat the acute attacks of gout, but it is manufactured by an old process that has serious safety issues. In contrast, AB is using a standard process identical to that used for most hormone drugs today. AB has recently shown that our drug combination is superior to this single hormone in treating gout in animal studies. With a modern manufacturing process and a more effective therapy, our novel drug combination has the potential to replace the most effective drug used to treat this severe, painful and debilitating disease. AB has completed the studies documenting its therapeutic efficacy, and is now completing the work to select our drug candidate in early 2016. AB will then begin drug development and plans to start clinical trials in one year.

Treating Gout

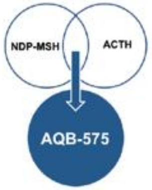
Treatments for acute gout have not changed in over four decades, and consist of nonsteroidal anti-inflammatory drugs (NSAIDs), steroids, and Colcrys. The overall response rates to these drugs are relatively low in the 30-60% range. Equally important, the majority of patients have contraindications to these drugs due to other serious medical problems, and are unable to take these medications.

AQB-575



Aequus has focused on melanocortins, a family of anti-inflammatory hormones, for treating gout. A single injection of one of these, adrenocorticotropic hormone (ACTH), provides rapid symptomatic relief in most patients. In several clinical studies, response rates ranged from 80-100% making it the most effective drug for acute gouty attacks. However, the only currently FDA-approved version of ACTH is an old drug Acthar, dating from the 1950s. It is manufactured from pig pituitary glands, which results in variable quality and infectious risks, and thus rarely used to treat gout. Despite these issues and a price of $34,000 per vial, Acthar is a $1B drug used to treat serious and life-threatening diseases, where the price and its problems justify its use.

ACTH is the pituitary hormone that stimulates steroid production by the adrenal gland. This was long thought to be how the drug worked, since steroids are effective in gout. However, it is now recognized that ACTH is part of the family of melanocortin hormones, all of which have potent anti-inflammatory effects that are independent of steroids. For example, one of these melanocortins, NDP-MSH, which does not increase steroids, has been shown to be effective in treating gout and other inflammatory disorders in several animal studies. This agent is a marketed drug, Scenesse, in Europe, for a rare genetic skin disorder, and has a strong safety record.



Aequus has combined NDP-MSH and ACTH together to create AQB-575, a potent drug that has demonstrated superior therapeutic effects to ACTH in treating gout in animal studies. In addition, our standard chemical synthetic manufacturing process yields a safer, more consistent, and less costly drug than the current ACTH drug Acthar providing additional benefits for clinical use and commercialization. Aequus also has a strong patent position that provides coverage of combinations of melanocortins including AQB-575. Based on our head to head comparison animal studies and our modern and safer manufacturing process, we believe that our proprietary drug has the potential to replace Acthar as the most effective treatment for gout.

AQB-575 is now poised to advance into clinical development. This should be rapid and relatively inexpensive given that the FDA process for gout drugs involves small clinical trials in which the primary endpoint is reduction in pain at 24 hours. We expect to have solid clinical data from a randomized Phase 2 trial in 2018.

Executive Summary – "Your Story"

Briefly Conveys Opportunity in Clear and Concise Manner

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AEQUUS BIOPHARMA

Novel Hormone Combination Therapy for Effectively Treating Gout and Other Inflammatory Disorders

Executive Summary

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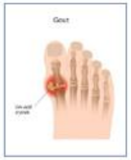

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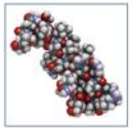

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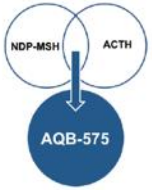

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Slide Deck

Expanding on all major points in executive summary

- 10-12 pages

Biotech Investor Pitch Deck Structure

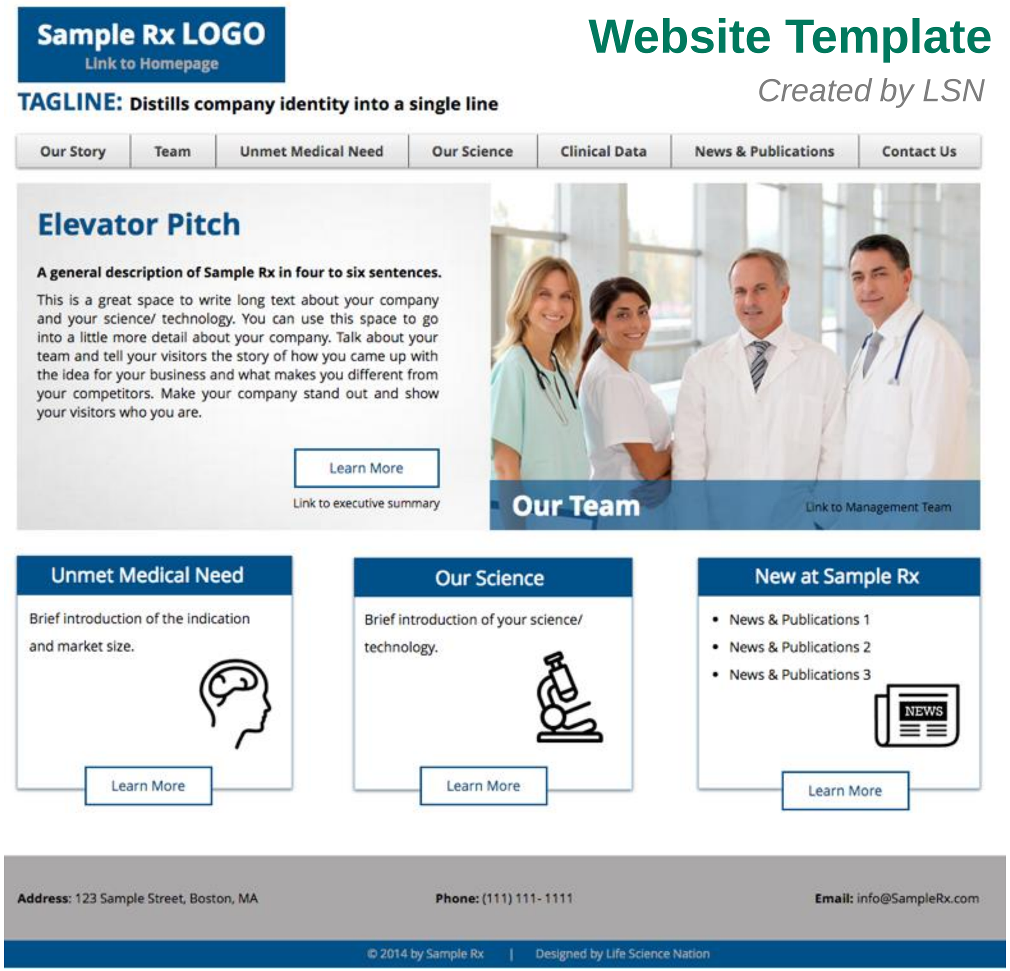
Cover with Logo & Contact Info
Elevator Pitch / Current Status / Summary
Unmet Medical Needs & Commercial Opportunities
Origin, Description of Technology, IP (if applicable)
Differentiation from Competitors
Technology Validation & Supporting Data
Product Pipeline
Risks & Risk Mitigation (if applicable)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

WEBSITE

- Do it Yourself?
- Clear Navigation
- Consistent Messaging
- Keep Your Content Fresh

Investor - Centric Website Template

Created by LSN



[LSN Branding & Messaging Portfolio]

Creating Your Global Target List (GTL)

- Identify New Potential Investors
- Understand and Determine Investor Fit
- Understand Different Investor Types
- Defining Past, Present, & Future Investment Interest
- **Identify the Best Contact and What to Send**

Breaking Down an Investor Mandate

INVESTOR | **MANDATE** | CONTACTS

Sample Family office

LSN Investor Analyst: Michael Quigley

Latest Update: 7/17/2017

Mandate Summary

Allocation Information:

[redacted] is a hybrid family office and operating company based in Charlottesville Virginia, with an additional office in New York City. The firm is funded and led by the successful life science entrepreneur [redacted] who started and sold several companies in his career. The firm can make investments ranging from approximately $500,000 to $100 million into companies and due to its funding structure has no requirements for holding period or capital structure. The firm makes investments in the forms of equity, controlling interest, in-licensing, MBO/LBO, growth capital and is also willing to co-invest. The firm is looking for companies located around the globe and makes around 5-15 investments in a given year.

Sectors & Subsectors of Interest:

[redacted] is looking for companies in sectors of Biotech Therapeutics and Diagnostics, Medtech, Healthcare IT, R&D Services, and Biotech Other. The firm is willing to consider all indications including orphan diseases, though they have some additional interest/experience is areas of Women's Health, GI, Oncology and Cardiovascular, and Personalized Medicine including Proteomics and Genomics. The firm is most interested in companies that are in Phase II or later, nearing commercialization where the firm is capable of utilizing its operating company to scale up the company's sales, marketing and distribution. That being said the firm has made earlier stage investments in the past and is open to considering highly innovative and compelling early stage companies. The firm is also interested in companies developing consumables/reagents, service providers, food and nutraceuticals.

Company & Management Team Requirements:

[redacted] looks to work with management teams with experience and grit and generally looks to take a board seat although it is not a requirement. The firm looks to leverage the use of its operating company to assist the company's sales marketing and distribution efforts as well as providing assistance in operations management.

Message From Investor:

Interested companies that meet the aforementioned criteria should reach out to [redacted] (Partner) at [redacted] and mention LSN in the initial conversation.

Capital Structure

Number of allocations:	15
Typical Allocation Size:	USD 100.0 m
Number of funds:	1
Investment Stage Preference:	• Venture • Growth • Expansion • Recapitalization • Buyout • Restructuring
Capital Structure Preference:	• Equity • Debt • Mezzanine • Convertible Loan

Investment Interest

Investment Sector Preference:	• Biotech Therapeutics • Biotechnology R&D Services • Diagnostics • Healthcare IT • Supplier & Engineering • Medical Technology
Subsector:	Opportunistic
Indications:	Opportunistic
Geographical Exposure:	• Global
Orphan interest:	Yes
Therapeutic Product Development Phase:	• Pre-Clinical • Phase I • Phase II • Phase III • NDA • On Market
Medtech/Diagnostics Phase of Development:	• In Development • Clinical • On the Market

The Importance of Fit

Fit means that there is an alignment between your firm and the investor on a number of common factors, be it interest in a certain subsector or technology, indication area, or other criteria.

Typical Hit Rates Using Various Outbound Approaches

Approach	Typical Hit Rate	Targets
Untargeted	1%–2%	1000+
Targeted *(based on historical activity)*	5%–15%	500 – 1000
Highly Targeted *(based on declared investment interest)*	20%–50%	250 – 500

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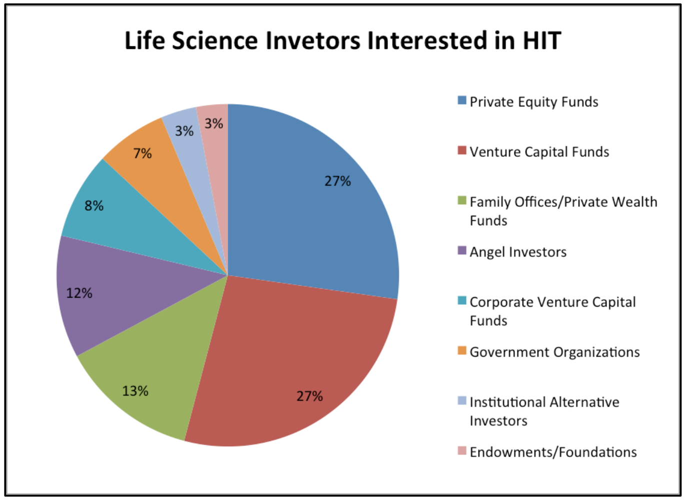
Find Investors That Are a Fit

SOURCE	NOTES
Investor Website	Look for management team, board of directors, press releases, portfolio companies' team and technology
Linkedin	Find the past and present bios of CEO and management team Find groups that people belong to Find who you know that is connected to folks inside the firm
Crunchbase	Identify management team and portfolio companies
Zoom Info	Find direct contact and email information
Popular News Sites (e.g. Fierce Biotech)	Get context regarding the firm's current and future plans and get a gauge of public opinion
Conferences	Look for speakers and attendees to identify key personnel

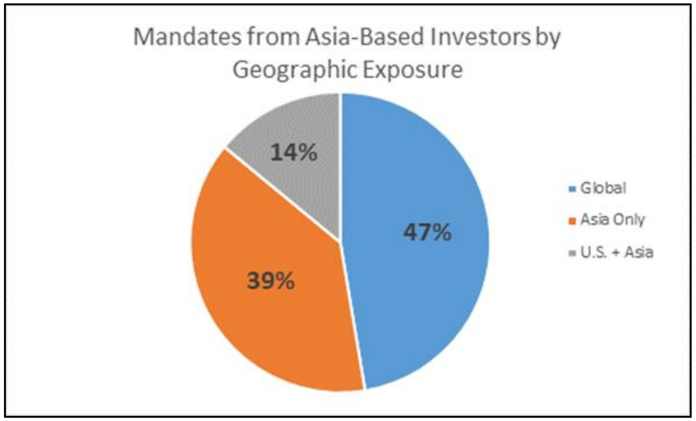
Do Your Research

The Number and Type of Investors in Your Space

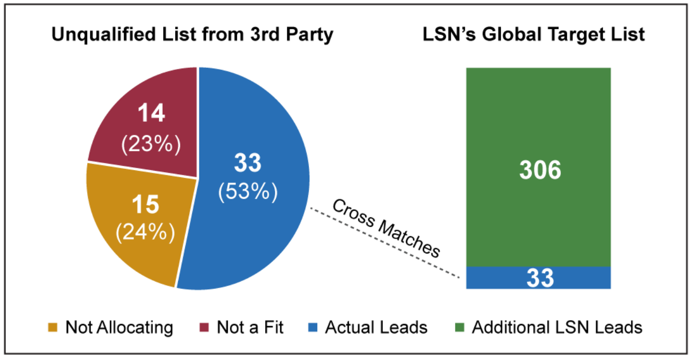


Active Investors Going to Conferences

Outside Your Region Go Global



Have a Qualified List



A Partial List of Fundraising Clients Who Have Used the LSN Investor Database or Attended RESI or Both to Receive Funding

Companies	Sector	Indication	Raise Amount ($)	Finance Round	Investor
20/20 Gene Systems	Diagnostics	Oncology	4.5 mm	Series A	Ping An Ventures
Affiris Ag	Therapeutics	Immunotherapies	10 mm	Venture	Santo Holding
Anagenesis Biotech	Therapeutics	Duchenne MD	Undisclosed	Undisclosed	Undisclosed
Astrocyte Pharmaceuticals	Therapeutics	CNS Therapeutics	1.36 mm	Seed	Boston Harbor Angels
Blaze Bioscience	Diagnostics	Tumor Therapies	9.71 mm	Series B	Keiretsu Capital
Biomarker Strategies	Diagnostics	Cancer Diagnostics System	2.33 mm	Venture	Undisclosed
Chipcare	Diagnostics	Blood Testing	18 mm	Series B	Biotech Alliances Int
Domain Therapeutics	Therapeutics	CNS Diseases / Cancer	2 mm	Series D	Seventure Partners
Endoshape	Medical Device	Coil Embolization & Occlusion	7.1 mm	Venture	Undisclosed
Exact Imaging	Medical Device	Micro Ultrasound	16 mm	Series C	Lumira Capital
Inoblative Designs	Medical Device	Surgical Ablation	Undisclosed	Venture	Undisclosed
Iveena Delivery Systems	Therapeutics	Ocular Drug Delivery	600 k	Seed	USTAR Technology
Jennerex	Therapeutics	Oncolytic Immunotherapeutics	21.6 mm	Venture	Undisclosed
Lucerno Dynamics	Diagnostics	QA / QC for Imaging	6 mm	Series A	IDEA Fund Partners
Manus Bio	Biotechnology Other	Microbial Manufacturing	2 mm	Bridge	Undisclosed
Modulation Therapeutics	Therapeutics	Mediating Drug Resistance	Undisclosed	Seed	NCI
NanoBio Corp.	Therapeutics	Nanotechnology / Vaccines	1.8 mm	Undisclosed	Undisclosed
Nativis	Medical Device	RFE Oncology Treatment	10 mm	Series A	Undisclosed
Neurodyn	Therapeutics	CNS Diseases	1.41 mm	Series A	Undisclosed
Parabase Genomics	Diagnostics	Neonatal Genomics	2 mm	Series B	SXE Ventures
Photonicare	Diagnostics	Inner Ear Diagnostics	Undisclosed	Undisclosed	Undisclosed
Physiocue	Medical Device	Hypertension Reduction TX	Undisclosed	Seed	Danen Ventures
RFPi LLC	Diagnostics	Blood Flow/Perfusion Imaging	2 mm	Angel	Undisclosed
Sabik Medical	Diagnostics	Prostate Cancer Diagnostic	1 mm	Venture	Undisclosed
Skylit Medical	Medical Device	Light Therapy	400 k	Series A	Hale BioPharma Ventures
Stemgenics	Therapeutics	Personalized Medicine	930 k	Seed	Undisclosed
Tangen Bio	Diagnostics	Molecular Diagnostics	2 mm	Venture	Undisclosed
Theranova	Medical Device	Medical Device Developer	Undisclosed	Venture	Undisclosed
Thermalin	Therapeutics	Synthetic Insulin	15 mm	Series A	Hong Kong VC
Thrive Biosciences	Biotechnology Other	CRO	4 mm	Seed	Undisclosed
Unaliwear	Healthcare IT	Wearable Health Monitor	3.4 mm	Seed	Maxim Ventures
Vigilant Biosciences	Diagnostics	Early Cancer Detection	5.5 mm	Series B	Undisclosed

A Partial List of Successful Fundraising Clients (Cont'd)

Companies	Sector	Indication	Raise Amount ($)	Finance Round	Investor
Eoflow	Medical Device; HIT	Disposable Insulin Pump	$5.5mm	Series B	LB Investment
Feldan Therapeutics	Biotech R&D Services	Blood Diseases/Immune Disorders	Licensing Deal	Undisclosed	Amgen
Aldatu Biosciences	Diagnostics	Infectious and Parasitic Diseases	$100k	Convertible Note	Undisclosed
Clearwater Clinical Limited	Medical Device	Diseases of the Ear	$6mm	Series A	Whitecap Venture Partners
Sensulin LLC	Therapeutics	Endocrine, Nutri, & Metabolic Dis.	Undisclosed	Undisclosed	Undisclosed
NX Development Corp	Medical Device	Neoplasms / cancer / oncology	$1m	Undisclosed	Undisclosed
Nido Surgical	Medical Device	Cardiovascular	$1.3mm	Series A	Broadview Ventures
dBMEDx Inc	Medical Device	Genitourinary system	$150k	Undisclosed	Undisclosed
Gigagen	Therapeutics	Blood Diseases/Immune Disorders	Undisclosed	Undisclosed	Undisclosed
Perimeter Medical Imaging	Medical Device	Imaging	$3.2mm	Undisclosed	Ontario Bioscience Innovation Organization
Immunophotonics Inc	Diagnostics	Neoplasms/Cancer/Oncology	Undisclosed	Undisclosed	Undisclosed
MedStack, Inc.	Consumer Health	Consumer Health Self-Management	Undisclosed	Seed	Highline BETA
Realist Pharma	Therapeutics	Neoplasms/Cancer/Oncology	$150K	Undisclosed	Undisclosed
FLAG Therapeutics Inc	Therapeutics	Neoplasms/Cancer/Oncology	Undisclosed	Undisclosed	Undisclosed
Tealbook	R&D Services; HIT	Consumer Health Self-Management	Undisclosed	Seed	StandUp Ventures
Woven Orthopedic Tech	Medical Device	Musculoskeletal Sys. & Cnnct. Tiss.	$2.83mm	Debt	Undisclosed
Molecular Assemblies	Biotech / R&D Services	Drug Delivery	$2.3 mm	Seed	Agilent Technologies
Curtana Pharmaceuticals	Biotech Therapeutics	Neoplasms/Cancer/Oncology	$1 mm	Undisclosed	Undisclosed
Metritrack	Medical Device	Neoplasms/Cancer/Oncology	$220k	Debt	Undisclosed
Saranas	Medical Device	Cardiovascular	$4 mm	Series B	angelMD
ONL Therapeutics	Therapeutics	Diseases of the Eye	Undisclosed	Undisclosed	Undisclosed
Impel Neuropharma	Medical Device	Diseases of the Nervous System	$36 mm	Series C	VenBIO
Accel Diagnostics	Diagnostics	Cardiovascular	Undisclosed	Undisclosed	Undisclosed
Adhesys Medical	Medical Device	Skin and Subcutaneous Tissue	Acquisition	Acquisition	Grunenthal
NuVox Pharma	Therapeutics	Cardiovascular	Licensing Deal	Undisclosed	Undisclosed
Green Light Medical	Healthcare IT	Consumer Health Self-Management	Undisclosed	Seed	JumpStart Foundry - Accelerator
Amal Therapeutics SA	Therapeutics	Neoplasms/Cancer/Oncology	3mm CHF	Undisclosed	Undisclosed
CellSight Technologies	Diagnostics	Neoplasms/Cancer/Oncology	Undisclosed	Venture	TEEC Angel Fund
Orphagen Pharmaceuticals	Therapeutics	Blood Diseases/Immune Disorders	Licensing Deal	Undisclosed	Undisclosed
Kiyatec	Biotech R&D Services	Neoplasms/Cancer/Oncology	$3mm	Undisclosed	SCRA

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