# **SESSIONS**FORUMS AND WORKSHOPS (SEPTEMBER 11)

Connecting Innovators with Strategic Knowledge & Capital September 11th - 12th, 2024 Hynes Convention Center (3rd floor), Boston, MA, USA

# Medtech CEO Forum - A Discussion on Winning Strategies for Medtech Growth

11:00 - 12:00 CEO Forums & Workshops

Successful medtech companies prioritize early planning, incorporating key milestones for regulatory compliance, market access, risk management, and stakeholder engagement. By doing so, they position themselves for growth and innovation in the dynamic healthcare landscape.

Join IQVIA's team of clinical development experts for a discussion on innovative pathways to bring your medtech product to market.

Agenda topics include:

- Regulatory Landscape: Explore current and emerging legislative and regulatory dynamics impacting your medtech products
- Evidence Generation: Prioritize planning for pre- and post-market evidence generation to facilitate smooth market entry
- Stakeholder Engagement: Learn how to effectively understand each stakeholder's perspective and needs, including regulators, payers, and healthcare providers
- Innovative Case Studies: Share success stories that demonstrate strategies to de-risk medtech pathways, achieve regulatory approval, and optimize market access through data-driven differentiation

#### **Participants**

Kelley Kennedy - Vice President, IQVIA MedTech

Michael Anselmo - Vice President, MCRA, an IQVIA

**Glenn Stiegman** - Senior Vice President, MCRA, an IQVIA business

#### PHARMA BD LEADERS FORUM

11:00 - 12:40 Leaders Forums

Chaired private and exclusive roundtable series.

#### 11am (1hr 40mins) Roundtable One

 M&A, deal environment, anti-trust landscape analysis, general discussion and peer commentary from BD heads

11am Introductions

## 11.15 Current and Impending Anti-trust and Regulatory Threats

General Discussion and Peer Perspectives

- Perceptions and perspectives on current deal making environment: what are BD heads observing and how are they responding?
- How should big pharma M&A strategies evolve given the regulatory and anti-trust context?

For further information regarding the Pharma BD Leaders Forum, please contact:

Matthew Pullan, Managing Director, LSX

matt@lsxleaders.com

#### Lunch Break

12:40 - 13:40

#### **BIOTECH STARTUP CEO FORUM**

13:40 - 15:00 CEO Forums & Workshops

1.40pm - Welcome and Introductions

1.45pm - Navigating Raising a Series A to Support Auto-Immune Disease Research

Diana Abdueva, CEO & Founder, Aqtual

## 1.55pm – How to Start a Startup and Funding Options for Early-Stage Biotechs

- Common pitfalls and mistakes in early-stage founders and entrepreneurs
- Science vs Business and opportunity assessment
- Importance of a strong IP, team, and market opportunity

**Stephanie Marrus**, Managing Director, Entrepreneurship, **UCSF** 

## 2.15pm – Getting Your Intellectual Property Right – Right from the Start

- Types of problems often seen in the patent portfolios of start-ups
- How these problems can be avoided including getting the right people involved at the company and communicating effectively with outside counsel
- How to save money through strategic investments that increase the value of your patent portfolio

Anita Meiklejohn, Principal, Fish & Richardson

2.45pm - Group Discussion, Q&A

3pm - End of Forum

#### **Participants**

Anita Meiklejohn - Principal, Fish & Richardson

Diana Abdueva - CEO, Aqtual

Stephanie Marrus - Managing Director,

Entrepreneurship, UCSF

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#### PHARMA BD LEADERS FORUM

13:40 - 15:20 Leaders Forums

### 13.40pm (2hrs) Roundtable Two - Global BD Heads

Pier discussion and exploration of solutions to presented challenges.

Potential topics to include:

- IRA developments
- M&A landscape
- · Current challenges and success stories
- · Anti-trust
- Regulatory update
- Al and relevance, impact on dealmaking

For further information regarding the Pharma BD Leaders Forum, please contact:

Matthew Pullan, Managing Director, LSX

matt@lsxleaders.com

#### Afternoon Break

15:20 - 15:50

#### **BIOTECH GROWTH CEO FORUM**

15:50 - 17:30 CEO Forums & Workshops

3.50pm - Welcome and Introductions

## 3.55pm - - Strategies for Maximizing Asset Value Throughout Drug Development

- What are the benefits of establishing a market entry and commercialization strategy early on in development?
- What are the key launch and commercialization questions which impact value? When are they most significant to consider in the drug development cycle?
- How do I answer these questions best and "fill the data room" (i.e., determine factors like gross and net price, target audience, messaging on differentiation, what it would take to launch, etc.)
- How do I maintain exit optionality throughout drug development and best prepare for a successful exit (launch, out-license, co-partner, etc.)?
- How does exit optionality allow me to better weather evolving market conditions?

**Lee Taurman**, Executive Vice President, Head of Commercial Strategy and Solutions, **Syneos Health** 

## 4.25pm - Preparing For an IPO - Expert Advice for 2024 & Beyond

Marc Recht, Partner and Global Life Sciences Dept Co-Chair Cooley

4.55pm - Group Discussion and Q&A

5.30pm - End of Forum

#### **Participants**

Marc Recht - Partner and Global Life Sciences Dept Co-Chair, Cooley

**Lee Taurman** - Executive Vice President, Syneos Health

#### **NETWORKING PARTY**

17:30 - 17:35

**SCHEDULE**FORUMS AND WORKSHOPS (SEPTEMBER 11) -

TIME	CEO FORUMS & WORKSHOPS	LEADERS FORUMS
11:00	11:00 - Medtech CEO Forum - A Discussion on Winning Strate- gies for Medtech Growth	11:00 - PHARMA BD LEADERS FORUM
12:00	12:40 - Lunch Break	12:40 - Lunch Break
13:00	13:40 - BIOTECH STARTUP CEO FORUM	13:40 - PHARMA BD LEADERS FORUM
15:00	15:50 - BIOTECH GROWTH CEO FORUM 15:20 - Afternoon Break	15:20 - Afternoon Break
17:00	17:30 - NETWORKING PARTY	17:30 - NETWORKING PARTY

# **SESSIONS**FORUMS AND WORKSHOP (SEPTEMBER 12)

Connecting Innovators with Strategic Knowledge & Capital
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# IP Workshop - Mastering IP Diligence in Biotech Transactions

11:00 - 12:00 Workshops

The workshop will outline key processes for mastering intellectual property diligence in biotechnology transactions, to enable attendees to master intellectual property diligence in biotechnology transactions. Key topics and current trends that arise in venture capital investment rounds, securities offerings, licensing of assets, and other transactions will be covered.

#### **Participants**

Chad Davis - Partner, Dechert LLP

#### MEDTECH BD LEADERS FORUM

11:00 - 12:00 CEO & Leaders Forums

Join our exclusive, invite only, Medtech BD Leaders Forum—an unparalleled gathering of 10-12 top-tier BD leaders.

Our forum will include an open format giving opportunity for general group discussions, featuring case studies, which foster candid and open dialogue about industry trends, deal structuring, valuation, approaches to partnering and more, with your peers.

Come and connect with like-minded professionals, forge strategic alliances, and expand your professional network.

**General Discussion** (suggested topics to include but not limited to);

- Hearing from BD leaders in attendance on how their companies are structured
- Interaction with corporate BD vs. corporate M&A
- Dedicated investment funds vs non dedicated funds? What are the drawbacks?
- Insight on deal timelines (from getting a deal started to fruition)
- Real life transaction insights/ examples (no proprietary info)
- Approaches to partnering
- Experience working with startups (opportunities & challenges)

Our forum operates under? Chatham House Rule: Promoting a free-flowing exchange of ideas, the Chatham House Rule ensures a confidential and productive environment, encouraging open and honest discussions.

#### Lunch Break

12:00 - 13:00

#### **CLOSE OF LSX USA CONGRESS 2024**

13:00 - 13:05



TIME	WORKSHOPS	CEO & LEADERS FORUMS		
11:00	11:00 - IP Workshop - Mastering IP Diligence in Biotech Transactions	11:00 - MEDTECH BD LEADERS FORUM		
12:00	12:00 - Lunch Break	12:00 - Lunch Break		
13:00	13:00 - CLOSE OF LSX USA CONGRESS 2024	13:00 - CLOSE OF LSX USA CONGRESS 2024		

## DAY 1 - WEDNESDAY, 11 SEPTEMBER - 11/09/2024

Connecting Innovators with Strategic Knowledge & Capital September 11th - 12th, 2024 Hynes Convention Center (3rd floor), Boston, MA, USA

#### **Registration & Breakfast**

08:00 - 09:00

#### **LSX Welcome Address**

09:00 - 09:05 BIOTECH LEADERS MORNING KEYNOTE PLENARY

#### **Participants**

Adam Griffiths - Senior Director, Biotech Lead, Informa

#### LSX Welcome Address

09:00 - 09:10 MEDTECH LEADERS

#### **Participants**

Jack Giles - Conference Producer, LSX

#### **LSX Welcome Address**

09:00 - 09:10 HEALTHTECH LEADERS

#### **Participants**

Nadia Konneh - Senior Conference Director, Healthtech Lead. LSX

# Assessing Biotech Investment Trends in 2024 and Beyond

09:05 - 09:30 BIOTECH LEADERS MORNING KEYNOTE PLENARY

The biotech sector stands at a critical juncture, shaped by a dynamic interplay of financial performance, deal flow and market volatility. Join us as we delve into key facets of the industry including:

- Financial health and trends: Revenue growth and profitability along with market shifts impacting the industry
- Deal flow: Past versus present: Historical patterns versus today's collaborations and the rally and downturn effects on initial public offerings (IPOs) and private rounds
- Drivers of business development (BD) return on investment: What drives return on investment for BD spend, with analysis from 20 years of deal activities from mid-to-large cap biopharma

Whether you're an investor, industry insider or curious observer, don't miss our presentation as we navigate the complexities of the biopharma landscape, bridging data-driven analysis with an inviting narrative.

#### **Participants**

Cody Powers - Partner, ZS Associates

#### Sustained Success - A Holistic Review of MedTech in 2024

09:10 - 09:50 MEDTECH LEADERS

Medical device companies stabilized in 2023 after overcoming challenges from the three-year pandemic. Industry leaders reported positive Q3 2023 earnings and a strong operating environment. With an uptick in deals at the end of 2023, and early 2024, the medtech sector outlook remains positive, with valuations exceeding pre-pandemic levels. Analysts anticipate continuous growth and margin improvement driven by macro trends, including an aging population and technological advances. Amid peaking investor interest and new disruptors entering the space, medtech companies must prioritize innovation for sustained resilience and growth. This panel reviews 2024 so far and anticipates what the sector will bring in 2025.

- · What is the current M&A appetite
- Current financial landscape for medtech
- · Which medtech fields are taking off
- Innovation update for Tier 1 medtech who are they looking for

#### **Participants**

Moderator: Marissa Fayer - CEO, DeepLook Medical

Carla Peron - Chief Medical Officer, Philips

Joseph Smith - CSO, BD

Mahala Burn - VP, Corporate Development, bioMérieux

**Brian Montgomery** - Chief Strategy Officer, GE HealthCare

# Defining our Al Future – Operationalising Al to Deliver Business & Patient Benefits

09:10 - 09:50 HEALTHTECH LEADERS

While the excitement and anticipation is huge, what is the actual way forward with Al? How can organisations operationalise it to deliver business and patient benefits?

- Addressing barriers to adoption so we can build out scale with Al
- Exploring the bridge between commercial and R&D
- Maintaining the human touch How can we use AI to improve the patient experience?
- · What are the safeguards for applications of AI?
- Al use in Pharma- Analytics, leveraging RWE, Al modelling and increasing efficiency & effectiveness

#### **Participants**

**Ziv Bar-Joseph** - VP, Head, R&D Data & Computational Sciences, Sanofi

**Amir Zur** - Former Executive Director, Head of R&D Digital Head Products, Takeda

**Shweta Maniar** - Global Director Health & Life Sciences, Google

**Moderator: Antonio Regalado** - Biomedicine Editor, MIT Technology Review

**Jane Yan** - COO & Chief Product Officer, LunaJoy Health

Kaushik Gune - President, EVP, Huma US

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#### Revolutionizing the Future: Unveiling the Dynamics of Biotech Investment and Deals in the USA

09:30 - 10:10 BIOTECH LEADERS MORNING KEYNOTE PLENARY

After a blustery few years, are the winds finally changing for biotech? Poised for growth in 2024, the biotech industry, driven by continued scientific breakthroughs, changing market dynamics, and the impending patent cliff is set to be one of the biggest years in biotech since the onset of the pandemic. With the door opening to generic competition as blockbuster drugs lose patent protection and big pharma likely to turn to biotech acquisition to restock pipelines, how are the experts viewing the current state of the market as we creep towards the final quarter of 2024?

- What healthcare trends are shaping the industry, and how is the biotech financing landscape evolvina?
- What fresh challenges have we seen thus far in
- How does the US market compare on a global scale, and how can the industry continue to work towards a full market recovery?
- Future outlook for the biotech capital markets

#### **Participants**

Maha Radhakrishnan - Executive Partner, Sofinnova Investments

Moderator: Chris Jeffers - SVP, Life Sciences, Brown Rudnick

Jim MacKrell - VP Lilly Venture Science. Eli Lilly

Issi Rozen - General Partner, Google Ventures

Richard Kivel - CEO, Graybella Capital

Bibhash Mukhopadhyay - Managing Partner & Co-Founder, Sound Bioventures

#### Promises in Pixels - Evaluating Al's Impactful Delivery

09:50 - 10:30 MEDTECH LEADERS

Throughout 2023, considerable discourse unfolded regarding the prospective role of AI in the healthcare sector and its capacity to redefine healthcare delivery. From advancements in robotics, navigation, augmented reality, to the integration of remote sensors, digital technologies have demonstrated their capability to enhance clinical, operational, and financial outcomes. While this transformation has been evident in theoretical discussions and the emergence of pioneering medtech startups incorporating AI, a critical question persists: has the actual implementation and maturity of these technologies resulted in a sustained and disruptive impact on the healthcare industry?

- In what ways has AI propelled advancements in
- What obstacles have been encountered during the implementation process
- Has the value and impact of the benefits justified the initial hype and rapid influx of funding

#### **Participants**

Moderator: Jeff Chu - Managing Partner, Features Capital

Susan Wood - CEO, Vida Diagnostics

Karen Holzberger - President & CEO, SpinTech MRI

Chris Ciriello - CEO & Co-Founder, Perceptive

Sanjay Parekh - Global Strategy Business Development, Perspectum

#### DTx 2.0 - Building the Right Digital Therapeutic Business Model for Long-Term **Growth & Revenue**

ng·50 - 10·30 **HEALTHTECH LEADERS** 

- Which digital therapeutics business models are working in the real world? What is the business model of the future?
- Given the issues with reimbursement, what are companies doing to survive?
- DTx-pharma partnerships & collaborations Are Pharma moving away from DTx?
- Addressing investor hesitancy and raising funds
- Defining clear value proposition to address customers' unmet needs
- The DTx sweet spot is behavioural health- How can it be applied to other disease areas? How valuable would this be to the healthcare sector?

#### **Participants**

Joe Perekupka - CEO, Freespira

David Klein - CEO, Click Therapeutics

Moderator: Andy Molnar - CEO, Digital Therapeutics Alliance

Adam Pellegrini - CEO, Kaia Health

#### Pharma Keynote: Pioneering Partnerships: Building Alliances that Push the Boundaries of Science in Underserved Diseases

10:10 - 10:30

BIOTECH LEADERS MORNING KEYNOTE PLENARY

Why collaboration is more critical than ever in today's rapidly evolving innovation landscape - particularly in areas like oncology and cell and gene therapy - and Astellas' approach to deal-making from initiation to integration.

#### **Participants**

Tadaaki Taniguchi - Chief Medical Officer, Astellas Pharma

Christina Corridon - Managing Principal, ZS

#### **Morning Break**

10:30 - 11:00 BIOTECH LEADERS MORNING KEYNOTE PLENARY

#### **Morning Break**

10:30 - 11:00 MEDTECH LEADERS

#### **Morning Break**

10:30 - 11:00 HEALTHTECH LEADERS

## DAY 1 - WEDNESDAY, 11 SEPTEMBER - 11/09/2024

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# The Venture Investor Outlook and Investing in the Therapies of Tomorrow

11:00 - 11:40 CAPITAL MARKETS & INVESTMENT

While the funding environment remains challenging for some, the enthusiasm and belief in continued investments by VC in novel technology platforms and innovative assets is inspiring. We take a deeper dive into the investment landscape with some of the industries most leading investors.

- · The current 2024 outlook for biotech investment
- Critical forces impacting biotech over the next 12 months
- · Alternative methods to fundraise?
- How are investors viewing late-stage vs early stage biotechs?

#### **Participants**

Moderator: Jeff Quillen - Partner, Foley Hoag

Dirk Landgraf - Partner, SV Health Investors

Evan Caplan - Principal, OrbiMed

**Eric Snyder** - Partner, Venture Investments, Novo Holdings

Rebecca Luse - Principal, Deep Track Capital

 $\textbf{Ralf Saykiewicz} \cdot \textbf{Managing Partner, Raudi Capital}$ 

# The Pill-ar of Success: Navigating Pharma Collaborations and Spotting Innovation

11:00 - 11:40 PARTNERSHIPS & DEAL MAKING

Continuous innovation and the introduction of novel therapies persist, frequently stemming from collaborations between biotech and pharma. Given the present market conditions and the potential for an innovation deficit, the evolution of partnering strategies becomes crucial in securing future success. Esteemed pharmaceutical executives engage in discussions about the formulation and development of strategies aimed at ensuring success in this dynamic landscape.

- What are the essential ingredients to bring to the table to form a successful partnership?
- Critical factors for success and lessons learned
- Hot new trends and areas that has pharma excited

#### **Participants**

**Hong Chen** - Director, Search & Evaluation USA, Novo Nordisk

Moderator: Hannah England - Partner, Ropes & Gray

Mankit Law - Director - BD, Search & Evaluation, GSK

**Jeremy O'Hanlon** - Executive Director, Global BD, Daiichi-Sankyo

Greg Fralish - CBO, GlycoEra

#### Funding Biotech Innovation and Scaling Up

11:00 - 11:40 SCALING & COMMERCIALISATION

As operating models within biotech continue to evolve aided by new technologies and pressures to evolve, there is more pressure on biotech leaders to show investors and partners how they intend to scale up, deliver products to patients and prove value.

- How are companies using emerging technologies to give them an edge on innovation and accelerate pipelines?
- As the dealmaking landscape shifts, how are companies coming up with new ways to prove value to investors who fund innovation?
- What challenges do biotech CEOs face in negotiating partnerships?
- How can companies scale up in order to deliver treatments to patients and returns to investors?

#### **Participants**

**Moderator: Kyle DiLella** - Team Lead, Emerging Corporate Life Sciences, Citibank

Ellen Donnelly - CEO, Abliva

Ann Belien - CEO & Founder, Rejuvenate Biomed

Daniel Janse - CEO, Affylmmune

Dan Passeri - CEO, Cue Biopharma

Rachel Ravens - CEO, 42Genetics

# **Keeping The Cash Flow - Sustaining Momentum Through Maturation**

11:00 - 11:50 MEDTECH LEADERS

In the midst of challenging macroeconomic conditions, medtech firms pursuing later-stage funding need to showcase robust revenue projections and tangible growth to entice investors who prioritize companies with unique revenue models. A panel of seasoned investors will delve into the strategies employed by companies, discussing innovative financial structures with strategic partners and the utilization of venture debt as a catalyst for driving sustained growth.

- What trends or strategies do investors prioritize when assessing a medtech company's revenue outlook
- How do successful medtech firms attract laterstage funding amid challenging economic conditions
- Key considerations for medtech firms utilizing venture debt as a catalyst for sustained growth

#### **Participants**

Moderator: Rowan Walrath - Life Sciences Reporter, C&EN, American Chemical Society

**Darshana Zaveri** - Managing Partner, Catalyst Health Ventures

Karthik Bolisetty - Senior Associate, Gilde Healthcare

**Jed Cohen** - Managing Director, Medical Technology Investment Banking, Raymond James

Sean Cheng - Managing Director, Ascension Ventures

# Streamlining Clinical Trials for Patients & Clinicians Through Digital

11:00 - 11:50 HEALTHTECH LEADERS

- Co-creating a solution with patients and medical professionals
- · Scaling digital clinical trials solutions
- Achieving diversity, equity, and inclusion in decentralized trials
- Partnering for success- Is a unified digital clinical trial solution the answer?
- Investing in clinical trial tech investor perspectives

#### **Participants**

John Wagner - Chief Medical Officer, Koneksa

Jodi Akin - Founding CEO, Hawthorne Effect

**Sarah Valentine** - Partnerships Lead, Life Sciences, Digital Medicine Society (DiMe)

Ben Casavant - Co-Founder & CEO, Tasso

**Moderator: Ritesh Patel** - Senior Director, Global Digital Health, FINN Partners

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#### Globalization to Deliver Comprehensive Early Clinical Data to Mitigate the Current Biotech Investment Benchmarks

11:40 - 12:00 CAPITAL MARKETS & INVESTMENT

#### **Participants**

**Simone Mori** - Head, External Research Venture, Moderna

Moderator: Chris Hickey - CBO, Nucleus Networks

**Kiran Reddy** - Senior Managing Director, Blackstone Llfe Sciences

Biljana Georgievska - CCO, Nucleus Networks

#### Partnering Globally: Enabling Different Strategies and Approaches to Drive Innovation

11:40 - 12:00 PARTNERSHIPS & DEAL MAKING

- Open Innovation as a way to accelerate emerging science
- Research Beyond Borders providing a "sandbox" to explore underserved therapy areas
- Using flexible partnering structures to support early innovation
- · Seeding the future via strategic VC investments

#### **Participants**

Andrew Whittle - Director, BD&L, Boehringer Ingelheim

## Accelerating Cures: Speeding Up Clinical Trials to Maximize Returns For All

11:40 - 12:00 SCALING & COMMERCIALISATION

Patient recruitment drives success in clinical trial execution, yet it is <u>increasingly difficult and expensive</u>. To overcome this challenge and achieve wins, clinical trial sponsors must inspire study teams to beat clinical trial patient recruitment timeline targets.

This session highlights case studies of and key steps for how to win in on-time clinical trial execution.

- •As technology is moving fast, deploy the latest advancements for faster and broader reach
- •Shift your mindset from patients as targets to patients as crucial partners
- •Know the competing trial protocols better than your own to optimize results

#### **Participants**

Ben van der Schaaf - Partner, Arthur D. Little Ben Enejo - Partner, Arthur D. Little

# Rulebooks & Revenue - Winning Strategies For US Medtech Compliance & Market Access

11:50 - 12:40 MEDTECH LEADERS

The US medtech industry stands as a global leader, attracting both domestic and international companies. However, navigating the intricate regulatory landscape in the US, especially with recent changes in digital health and Al documentation, poses a formidable challenge. A panel of industry experts gathers to discuss building a robust regulatory strategy, and approaching the regulatory path with the mindset of market access and market success.

- Understanding FDA requirements and relationship building
- Building clinical evidence and exploring expedited pathways
- · Developing a robust pre-submission strategy
- Approaching regulatory approval with market access in mind
- Building out your strategy setting yourself up to win market adoption

#### **Participants**

Julie Lankiewicz - Director, Global Clinical Strategy - Orthopaedics, Robotics and Digital Health/Enabling Technologies, Smith+Nephew

Karen Cross - Co-Founder & CEO, MIMOSA Diagnostics

John Konsin - CEO & Co-Founder, Prapela

**Christy Sheehy-Bensinger** - CEO & Founder, C-Light Technologies

**Shaherah Yancy** - CEO & Founder, Research Lifecycle Solutions

**Moderator: Giles Hamilton** - Operating Partner, New Growth Advisors

# Overcoming Pharma & Medtech's Digital Transformation Challenges – How to Change for Real?

11:50 - 12:40 HEALTHTECH LEADERS

- Adopting a customer-centric approach and transforming the experience of the end user
- How are life science companies continuing to build their digital strategy and capabilities?
- Discussing the persisting challenges in scaling digital and analytics
- Examining the rise in digital software adoption and development objectives
- A look at future digitized go-to-market models for pharma and medtech companies

#### **Participants**

Saurav Gupta - Senior Director, Platform Strategy & Implementation – Connected Care, Eli Lilly

Nishtha Jain - Head of Innovation & Digital Technology, Takeda

Kevin McRaith - President & CEO, Welldoc

Moderator: Jonah Comstock - Editor in Chief, pharmaphorum

## Understanding Shifts in Early-Stage VC Investment Criteria

12:00 - 12:40 CAPITAL MARKETS & INVESTMENT

New innovations and new ideas continually find their way through the pipeline, but how do they get financed and also, which ones?

As new therapeutics areas gain popularity and increasing number of early-stage assets needing capital support, join this panel discussion to learn:

- How the landscape of early-stage funding is evolving
- What has investors excited and what do they look for in early-stage companies?
- The rise of venture debt: when biotechs should, and shouldn't use it

#### **Participants**

Moderator: Lynn Lewis - Founder & CEO, Gilmartin Group

Stephen Bruso - Partner, Morningside Advisory

**John Boyce** - Managing Director & Co-Founder, TigerGene

Reetika Bhardwaj - Senior Associate, ARCH Venture Partners

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#### Driving Innovation in Life Sciences Through Fostering Strong Partnerships Between Industry, Academia, and NPOs

12:00 - 12:40 PARTNERSHIPS & DEAL MAKING

Some the most successful drugs have started as a research project at a University, and eventually spinning out to create its own biotech entity. This panel delves into the transformative power of partnerships between these two realms, dissecting key strategies and collaborative frameworks that catalyze groundbreaking advancements. Discover firsthand insights and best practices from experts who have successfully navigated the intricate landscape where industry and academia converge to propel innovation forward.

- Models and frameworks that facilitate seamless collaboration between industry and academia
- What makes a good partnership?
- How can shared resources, expertise, and perspectives contribute to groundbreaking discoveries and developments

#### **Participants**

Alison Fenney - Executive Director, Strategic Partnerships and Business Operations, Regeneron Genetics Center

**Alfred Slanetz** - Chairman, National Foundation for Cancer Research

**James Zanewicz** - Chief Strategy Officer, Tulane University

**Peter Meinke** - Sanders Director, Tri-Institutional Therapeutics Discovery Institute

**Moderator: Jukka Muhonen** - President, AllianceXConsulting

# Integrating CMC Development for Value Creation in Biotech Start-Ups

12:00 - 12:40 SCALING & COMMERCIALISATION

In the realm of start-up and pre-clinical stage biopharmaceutical companies, the focus is often singularly directed towards advancing scientific breakthroughs into clinical development. However, this fervor for clinical milestones can inadvertently sideline the critical aspect of Chemistry, Manufacturing, and Controls (CMC) Development. Neglecting CMC development undermines the foundational steps necessary for successful toxicology and clinical trials, ultimately risking the overall success of the drug development journey. This panel discussion aims to shed light on the importance of integrating CMC development into the product lifecycle, exploring strategies for prioritizing and optimizing this essential aspect of drug development.

- Recognizing the Strategic Importance of CMC Development: Highlighting the foundational role of CMC in bridging scientific discovery to clinical application.
- Sharing best practices for prioritizing CMC development without compromising overall development timelines
- Illustrating the tangible benefits of prioritizing CMC development, including enhanced regulatory compliance, reduced development risks, and increased market competitiveness
- Case studies and success stories demonstrating how prioritizing CMC development has translated into substantial value creation for biopharmaceutical start-ups

#### **Participants**

Moderator: Zeid Barakat - Partner, Scimitar

**Johannes Roebers** - Head of Business Development Unit, ProductLife Group

Dan Jacobs - VP, CMC Operations, Flagship Pioneering

**Chase Orsello** - Global Head Bioprocess Development, Sanofi

**Neera Jain** - Vice President, Chemical Pharmaceutical Development & Operations, Syros Pharmaceuticals

Federico Pollano - SVP, Business Development, Rentschler

#### **Lunch Break**

12:40 - 13:40

# **Building Strong Biotech Foundations: Governance, Growth, and Fundraising Strategies**

13:40 - 14:30 CAPITAL MARKETS & INVESTMENT

In the biotech sector, the foundation laid during the early stages of a company's life cycle is crucial for long-term success, particularly when it comes to raising capital. Crafting robust governance structures, navigating the build versus operate phases, and achieving strategic inflection points are vital to enhancing company valuation and attracting investors. This panel discussion will provide biotech entrepreneurs and executives with actionable strategies to address these core challenges, highlighting their impact on successful fundraising.

- Balancing Build and Operate: Transitioning from development to operations, integrating both to boost investor confidence
- Effective Governance: Designing impactful governance and committees to align with investor expectations and program success
- Achieving Inflection Points: Navigating key milestones to enhance valuation and support strategic growth for fundraising
- Enhancing Book Value: Correcting misconceptions, implementing value-creating strategies to attract and sustain capital

#### **Participants**

Regina Salvat - Principal, Sofinnova Investments

Moderator: Doug Locke - CEO, SSI Strategy

Madhav Gurijala - SVP Business Consulting, SSI Strategy

Steve Zelenkofske - Executive Advisor, SLZ Consulting

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# The Oncology Odyssey: Exploring New Market Trends In Cancer Research and Partnering

13:40 - 14:30 PARTNERSHIPS & DEAL MAKING

ADCs, radiopharmaceuticals, and targeted protein degradation – some of the biggest buzzwords within oncology throughout 2024. This panel will delve into the forefront of oncology trends shaping the future of cancer treatment, including latest breakthroughs, strategies for successful oncology partnerships, and alliances between researchers.

- The current state of the oncology market
- Roadblocks, activities, and opportunities in oncology partnering in 2024
- Significant trends in oncology deal-making over the past year, identifying areas of unmet need, and which new innovations are needed

#### **Participants**

Moderator: Alex Philippidis - Senior Business Editor, Genetic Engineering & Biotechnology News

**Natalia Ulyanova** - Business Development Director, Oncology, Astellas, USA

William Ho - President & CEO, IN8bio

Elizabeth Wood - Founder & CEO, JURA Bio

José Mejía Oneto - CEO, Shasqi

Tim Sullivan - CBO, Infinimmune

#### Commercialization Strategies for Biotechs and Early-Planning

13:40 - 14:30 SCALING & COMMERCIALISATION

Bringing a first is no easy task, with the commercialisation "to-do" list comprised of one critical decision after another. What tools should you have in place to support different departments? What are the drivers behind your launch strategy? More importantly, where do you start?

- Planning for the investment you'll need and identifying the roadmap to bring a product to market
- 'Just-in-time' execution: knowing when, and how, to build on your commercial infrastructure
- Developing a commercial operation that can scale together with your launch

#### **Participants**

Moderator: Joe Goldberg - Partner, RSM US LLP

Dan Oliver - CEO, Rejuvenate Bio

Michelle Chen - CBO, Insilico Medicine

Jeff Landau - CBO, CytomX

Sohail Zaidi - CEO, Ananda Scientific

#### Ctrl+Challenge - SaaMD Pathways and Pitfalls

13:40 - 14:30 MEDTECH LEADERS

The medical device industry has only recently started designing software-based products unrelated to traditional hardware devices. Despite their departure from conventional medical devices, Software as a Medical Device (SaMD) holds significant potential to enhance patients' quality of life, even though regulatory bodies worldwide still categorize them as medical devices. The panel will delve into the challenges of bringing software-based medical devices to the market.

- · Regulatory need to know for SaMD/SiMD
- · Commercialising SaaMD products
- · Pathways for payment and coverage
- · Ethical implications and security concern

#### **Participants**

Moderator: Sheena Dempsey - Chief Solutions Officer, Indivi

Cathy Skinner - CEO, NXgenPort Inc

**Kevin Stevens** - Head, Global Regulatory Affairs Device. PDT. Takeda

**Arvind Ramadorai** - Global Head of Innovation, Robotic Surgery Technologies, Medtronic

Shruti Choudhary - SVP, Product, Elucid

#### Healthtech Business Scale Up - Setting Healthtech Companies up for Success

13:40 - 14:30 HEALTHTECH LEADERS

- Demonstrating real value, a path to profitability and scalable unit economics
- Navigating investment landscapes and securing funding for scale-up initiatives
- Leveraging collaborations for mutual growth and innovation
- Prioritizing user experience in the design and scalability of digital health products
- · Ensuring regulatory compliance at scale

#### **Participants**

Sam Oddson - Chief Medical Officer, Sidekick Health

Patricia Bradley - Global CCO, MindMaze

Katerina Fialkovskaya - Venture Investor, Philips Ventures

Yasir Drabu - Founder & CEO, Taazaa

Gemma Wenstrom - COO, Kaia Health

**Moderator: Sunnie Southern** - Founder & CEO, Viable Synergy

#### The CVC Perspective: Strategic Venturing in Biotech Throughout 2024 & Beyond

14:30 - 15:20

**CAPITAL MARKETS & INVESTMENT** 

With the rising cost of capital increasing, so are the amount of biotech relying on working with pharma and pharma VC funds. This panel of investors representing the CVC ecosystem share insights on approaches and strategies to raising capital and how biopharma views innovation.

- How exactly do CVCs operate, and what are they looking for?
- Co-investing with another organisation How it works and how it benefits biotech
- Benefits to working with a CVC over traditional sources of capital

#### **Participants**

Moderator: Luba Greenwood - Managing Partner, Binney Street Capital Venture Fund, Dana-Farber Cancer Institute

Marian Nakada - VP, Venture Investments, JJDC

Aaron Nelson - Managing Director, Novartis Venture Fund

**Fei Shen** - Managing Director, Boehringer Ingelheim Venture Fund

Irena Melnikova - Partner, Pfizer Ventures

## DAY 1 - WEDNESDAY, 11 SEPTEMBER - 11/09/2024

Connecting Innovators with Strategic Knowledge & Capital September 11th - 12th, 2024

Hynes Convention Center (3rd floor), Boston, MA, USA

#### Key Stakeholders in Building a Robust Women's Health Ecosystem

14:30 - 15:20 PARTNERSHIPS & DEAL MAKING

Investing in women's health offers meaningful return on investment to all stakeholders, including industry and business entities — a key factor that is often overlooked and underappreciated. Historical gaps in funding research, sparking entrepreneurship, garnering venture investment, spurring industry interest and lack of physician knowledge, have all contributed to a Women's Health ecosystem that is deeply rutted. Building a well-functioning ecosystem requires intensive and coordinated efforts among stakeholders.

This panel will discuss the critical role of key stakeholders in transforming women's health, and offer a solid business case for why investing in this space is both profitable and essential. Our experts will explore how strategic investments and collaborations can repair the rutted ecosystem, creating a sustainable and thriving market for women's health.

- Advocacy, policy, and research -- the foundation of ecosystem change
- Venture capital's role in fuelling innovation in women's health
- The impact of established industry players in transforming the ecosystem
- Physicians' role in delivering sex and gender appropriate care
- Entrepreneurship as catalysts for systemic change: the role of entrepreneurs in filling gaps and pushing the boundaries of innovation

#### **Participants**

**Moderator: Anula Jayasuriya** - Co-Founder, Kidron Capital

Elizabeth Garner - President, KNI Health Consultants

Elizabeth Bailey - Managing Director, RH Capital

Lori Frank - President, WHAM

**Allison Watkins** - Founder & CEO, Watkins-Conti Products, Inc

Gerardo Toledo - CEO & Co-founder, Solarea Bio

# Developing an Effective Message and Strategic Positioning in a Crowded Market

14:30 - 15:20 SCALING & COMMERCIALISATION

With an increasing number of biotechs scaling up and preparing for market readiness, its paramount to differentiate your offering while staying true to the patient journey.

- Emphasizing value proposition and standing out from the crowd
- The importance of brand identity and strategies to develop an authentic message to resonate with stakeholders, investors, and end-users alike
- The agility required to adapt to evolving market trends

#### **Participants**

David Brower - CBO, Accent Therapeutics

Jae Won Kim - COO & CFO, VantAl

Kimberly Ha - Founder & CEO, KKH Advisors

Michael Goldberg - CEO, Surge Therapeutics

#### Access Granted - Strategies For Successful Market Entry

14:30 - 15:20 MEDTECH LEADERS

The competitive medtech landscape requires organizations to not only secure 510(k) FDA clearance but also effectively communicate the clinical and economic value of their technology in the evolving landscape of value-based care. Essential strategies for success encompass showcasing value to diverse stakeholders and developing comprehensive market access plans. A panel of senior leaders in the world of market access, discuss what medtech companies need to know once they've achieved clearance or approval.

- Navigating post-market surveillance and evidence generation
- Establishing an entity in the U.S
- Reimbursement pathways and finding distributors

#### **Participants**

Christine Horton - CEO, Visura Technologies

Nishant Doctor - CEO, Surf Therapeutics

Marc Jones - CEO, Altoida

**Kristen Hedstrom** - VP, Market Access & Professional Education, Integra LifeSciences

**Moderator: Ryan McGuinness** - Commercial General Manager, Triple Ring Technologies

#### Building Sustainable, Value-Based Strategic Digital Health Partnerships

14:30 - 15:20 HEALTHTECH LEADERS

- Evaluating digital health and DTx partnerships/ collaborations – how well are they working?
- Navigating diverse partnership models
- Are pharmaceutical companies the preferred partners for digital health start-ups?
- Investor and pharma expectations from digital health companies and vice versa

#### **Participants**

**Catherine Blanchette** - VP & Head of Digital Strategic Partnerships, Sanofi

**Ameya Phadke** - Patients Non-Pharma Solutions Leader, Chiesi

**Nathan Sundheimer** - Former Head, US Healthcare Partnerships, Plug and Play

Moderator: Jin Lee - Founder & CEO, IMIDeology

**Abhay Kakde** - Director, Global Strategy & Operations, AstraZeneca

#### Afternoon Break

15:20 - 15:50

#### Maximizing Returns: Unleashing the Power of Al for Tangible ROI

15:50 - 16:30

BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY

Al has for some time been predicted to revolutionize the drug development process, from discovery through to market. Yet, further proof of value and evidence is needed to solidify the reality. Aside from clear benefits to drug discovery, where else has Al bolstered R&D and what evidence is there to suggest Al can enhance business development?

- Where else has Al made meaningful contributions to R&D?
- The importance of partnerships in advancing Alpowered drug discovery
- How is the use of Generative AI changing the way we do business?
- What challenges remain in wider Al adoption in biotech and pharma

#### **Participants**

Mark Stead - Head of BD, Atomic AI

Greg Ryslik - CTO, COMPASS Pathways

Elizabeth Schwarzbach - CBO, BigHat Biosciences

**Moderator: Ben Hohn** - Principal, BD, Pipeline and Launch Strategy, ZS Associates

Kfir Schreiber - CO-founder & CEO, DeepCure

## DAY 1 - WEDNESDAY, 11 SEPTEMBER - 11/09/2024

Connecting Innovators with Strategic Knowledge & Capital September 11th - 12th, 2024 Hynes Convention Center (3rd floor), Boston, MA, USA

# Strategic Synergies: Scaling Through Industry Collaboration

15:50 - 16:40 MEDTECH LEADERS

In the dynamic healthcare sector, market challenges and disruptions affect both new and established players. This panel explores how industry-wide collaboration, offering disruptive solutions, can address market challenges, enhance resilience, and drive long-term growth.

- Leveraging partnerships and collaborations within the industry
- Utilising AI and how to partner with providers of data
- Working with healthcare providers to create 'beyond the product' solutions
- · Implications of out-sourcing needs

#### **Participants**

**Moderator: JoJo Platt** - Senior Contributing Editor, Neurotech Reports

Kurt Haggstrom - CCO, Synchron

Ana Maria Maiques Valls - CEO, Neuroelectrics

Anh Hoang - CEO, Jana Care

**Jonathan Hoyt** - Executive Director, Global Market Development, Olympus Corporation of the Americas

# Al Forward- Pursuing the Safe, Responsible and Meaningful Integration of Generative Al in Healthcare

15:50 - 16:40 HEALTHTECH LEADERS

- Leveraging GenAl tools (including large language models) to optimise care delivery
- The use of GenAl help solve the challenge of patient engagement
- Does the Biden AI framework provide sufficient guardrails for companies? What legislation is needed?
- Scaling up equitable and inclusive AI healthcare models

#### **Participants**

Neil Sahota - CEO, ACSI Labs & Al Advisor, United Nations

Dale Cyr - CEO & Executive Director, Inteleos

**Sheila Phicil** - Director of Innovation, Boston Medical Center Health System

Moderator: Julie O'Shaughnessy - COO, Vivodyne

# Forging Alliances and Leveraging Acquisitions to Generate Shared Value for Patients, People, Communities, the Planet and Thriving as Business

16:30 - 16:50 BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY

As international benefit corporation and researchfocused biopharma, Chiesi aspires to become a premier partner for innovators who share the same vision and passion of making a positive impact on patients living with Respiratory, Rare and Special Care diseases.

#### **Participants**

**Stefano Cottignoli** - Head of Global Business and Corporate Development, Chiesi Group

#### Put It On Your Pitchdeck - Meeting Investor Expectations

16:40 - 17:30 MEDTECH LEADERS

Medtech startups face challenges in fundraising due to a shortage of early-stage investors and obstacles on the path to commercialization. Despite substantial growth in venture funding for the medtech sector, there's a noticeable shift towards mid to later-stage investments, driven by reduced returns and complexities in reimbursement. Investors now prioritize ventures that combine security, innovation, and clinical success. Learn from early-stage investors about their evaluation criteria and discover effective strategies to cultivate relationships, improving the chances of securing seed or series A funding. This session explores how early-stage medtech firms can navigate the journey from initial funding to market success, aligning with investors' evolving expectations.

- Aligning with investor expectations
- Bridging the funding to viability gap

  Building investors at the still form detication.
- Building investor-attractive foundations
- · Creating a strong investment proposition

#### **Participants**

 $\textbf{Moderator: Michael Bison} \text{ -} \mathsf{Partner, Goodwin}$ 

**Scott Gazelle** - Co-Founder & Managing Partner, GrevBird Ventures

**Amy Salzhauer** - Founder & Managing Partner, Good Growth Capital

Eddie Hanlon - Investment Manager, Gilde Healthcare

**Jotthe Kannappan** - Senior Associate, Intuitive Ventures

# Time for Revival? Healthtech & Digital Health Investment

16:40 - 17:30 HEALTHTECH LEADERS

- What factors are driving digital health investor investment decisions, and which areas are primed for growth?
- Are Al-enabled prescription digital therapeutics an investment priority?
- The continued importance of healthtech and digital health companies demonstrating real value, a path to profitability and scalable unit economics
- Evaluating the investment opportunities in emerging tech
- How do the financial stresses and growing needs of health systems impact the greater digital health investment landscape?

#### **Participants**

Jonathan Machado - Managing Director, Samsung NFXT

Tunde Akinniranye - Investor, 7wire Ventures

lan Chiang - Partner, Flare Capital

Cheryl Cheng - Founder & CEO, Vive Collective

Moderator: Austin Poole - Partner, BIP Ventures

#### **Biopharma Partnering Benchmarking Report**

16:50 - 17:00

BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY

This fireside chat will focus on the *BioXconomy Biopharma Partner Benchmarking Report 2024*, featuring results from a survey of our sell-side respondents on how the larger biopharma partners rate on attributes of choice. Learn more about those areas of importance and how well pharma companies are performing from a partnering standpoint.

#### **Participants**

Michael Rai - General Manager, partneringONE

**Millie Nelson** - Editor, BioXconomy, Informa Connect Life Sciences

# **SESSIONS**

DAY 1 - WEDNESDAY, 11 SEPTEMBER - 11/09/2024

Connecting Innovators with Strategic Knowledge & Capital September 11th - 12th, 2024 Hynes Convention Center (3rd floor), Boston, MA, USA

# Pharma Fusion: Spearheading Growth Through M&A and Partnering in 2024

17:00 - 17:40

BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY

Despite challenging interest rates and a testy regulatory environment, pharma M&A activity surged in 2023. With an emergence of a wider mix of buyers and deal volume in 2023 being in line with pre-pandemic levels, how is 2024 shaping up to expectations and how are the Heads of Pharma M&A and Partnering viewing the current landscape?

- How have pharma BD leaders viewed activity throughout 2024 and what have been the biggest hurdles?
- What's driving the M&A?
- What trends have emerged and how will this shape the future of M&A and partnering?
- As we enter Q4 and 2025 draws ever closer, what are the priorities of these top deal-makers and what advice can they shed to biotechs looking to work with pharma?

#### **Participants**

**Michelle Li** - Vice President and Head, BD&L Transactions, Bristol Myers Squibb

Moderator: Nicole Daley - Partner, A&O Shearman

Philippe Lopes-Fernandes - EVP, CBO, Ipsen

**Dave Moore** - EVP, Coporate Development, Novo Nordisk

Sarah Kilpatrick - VP Business Development, Pfizer

**Issei Tsukamoto** - SVP, Global Head Business Development, Astellas

Close Of Day One Agenda - Drinks Reception

17:40 - 17:45

# SCHEDULE DAY 1 – WEDNESDAY, 11 SEPTEMBER - 11/09/2024

TIME	BIOTECH LEADERS MORN- ING KEYNOTE PLENARY	MEDTECH LEADERS	HEALTHTECH LEADERS	CAPITAL MARKETS & IN- VESTMENT	PARTNERSHIPS & DEAL MAKING	SCALING & COMMERCIALI- SATION	BIOTECH LEADERS AFTER- NOON KEYNOTE PLENARY
08:00	<b>08:00</b> - Registration & Breakfast	<b>08:00</b> - Registration & Breakfast	<b>08:00</b> - Registration & Breakfast	<b>08:00</b> - Registration & Breakfast	<b>08:00</b> - Registration & Breakfast	<b>08:00</b> - Registration & Breakfast	<b>08:00</b> - Registration & Breakfast
09:00	09:00 - LSX Welcome Address 09:05 - Assessing Biotech Investment Trends in 2024 and Beyond 09:30 - Revolutionizing the Future: Unveiling the Dynamics of Biotech Investment and Deals in the USA	09:00 - LSX Welcome Address 09:10 - Sustained Success - A Holistic Review of MedTech in 2024 09:50 - Promises in Pixels - Evaluating Al's Impactful Delivery	09:00 - LSX Welcome Address 09:10 - Defining our Al Future – Operationalising Al to Deliver Business & Patient Benefits 09:50 - DTx 2.0 – Building the Right Digital Therapeutic Business Model for Long-Term Growth & Revenue				
10:00	10:10 - Pharma Keynote: Pioneering Partnerships: Building Alliances that Push the Boundaries of Science in Underserved Diseases 10:30 - Morning Break	10:30 - Morning Break	10:30 - Morning Break				
11:00		11:00 - Keeping The Cash Flow - Sustaining Momen- tum Through Maturation 11:50 - Rulebooks & Rev- enue - Winning Strategies For US Medtech Compli- ance & Market Access	11:00 - Streamlining Clinical Trials for Patients & Clinicians Through Digital 11:50 - Overcoming Pharma & Medtech's Digital Transformation Challenges – How to Change for Real?	11:00 - The Venture Investor Outlook and Investing in the Therapies of Tomorrow  11:40 - Globalization to Deliver Comprehensive Early Clinical Data to Mitigate the Current Biotech Investment Benchmarks	11:00 - The Pill-ar of Success: Navigating Pharma Collaborations and Spotting Innovation 11:40 - Partnering Globally: Enabling Different Strategies and Approaches to Drive Innovation	11:00 - Funding Biotech Innovation and Scaling Up 11:40 - Accelerating Cures: Speeding Up Clini- cal Trials to Maximize Re- turns For All	

# SCHEDULE DAY 1 – WEDNESDAY, 11 SEPTEMBER - 11/09/2024

TIME	BIOTECH LEADERS MORN- ING KEYNOTE PLENARY	MEDTECH LEADERS	HEALTHTECH LEADERS	CAPITAL MARKETS & IN- VESTMENT	PARTNERSHIPS & DEAL MAKING	SCALING & COMMERCIALI- SATION	BIOTECH LEADERS AFTER- NOON KEYNOTE PLENARY
12:00	12:40 - Lunch Break	12:40 - Lunch Break	12:40 - Lunch Break	12:00 - Understanding Shifts in Early-Stage VC Investment Criteria 12:40 - Lunch Break	12:00 - Driving Innovation in Life Sciences Through Fostering Strong Partner- ships Between Industry, Academia, and NPOs 12:40 - Lunch Break	12:00 - Integrating CMC Development for Value Creation in Biotech Start- Ups 12:40 - Lunch Break	12:40 - Lunch Break
13:00		13:40 - Ctrl+Challenge – SaaMD Pathways and Pit- falls	13:40 - Healthtech Business Scale Up - Setting Healthtech Companies up for Success	13:40 - Building Strong Biotech Foundations: Governance, Growth, and Fundraising Strategies	13:40 - The Oncology Odyssey: Exploring New Market Trends In Cancer Research and Partnering	13:40 - Commercializa- tion Strategies for Biotechs and Early-Plan- ning	
14:00		14:30 - Access Granted - Strategies For Successful Market Entry	14:30 - Building Sustain- able, Value-Based Strate- gic Digital Health Partner- ships	14:30 - The CVC Perspective: Strategic Venturing in Biotech Throughout 2024 & Beyond	14:30 - Key Stakeholders in Building a Robust Women's Health Ecosys- tem	14:30 - Developing an Effective Message and Strategic Positioning in a Crowded Market	
15:00	15:20 - Afternoon Break	15:50 - Strategic Synergies: Scaling Through Industry Collaboration 15:20 - Afternoon Break	15:50 - Al Forward- Pursuing the Safe, Responsible and Meaningful Integration of Generative Al in Healthcare  15:20 - Afternoon Break	15:20 - Afternoon Break	15:20 - Afternoon Break	15:20 - Afternoon Break	15:50 - Maximizing Returns: Unleashing the Power of AI for Tangible ROI 15:20 - Afternoon Break

# SCHEDULE DAY 1 – WEDNESDAY, 11 SEPTEMBER - 11/09/2024

TIME	BIOTECH LEADERS MORN- ING KEYNOTE PLENARY	MEDTECH LEADERS	HEALTHTECH LEADERS	CAPITAL MARKETS & IN- VESTMENT	PARTNERSHIPS & DEAL MAKING	SCALING & COMMERCIALI- SATION	BIOTECH LEADERS AFTER- NOON KEYNOTE PLENARY
16:00		16:40 - Put It On Your Pitchdeck - Meeting Investor Expectations	16:40 - Time for Revival? Healthtech & Digital Health Investment				16:30 - Forging Alliances and Leveraging Acquisi- tions to Generate Shared Value for Patients, Peo- ple, Communities, the Planet and Thriving as Business 16:50 - Biopharma Part- nering Benchmarking Re- port
17:00	17:40 - Close Of Day One Agenda – Drinks Recep- tion	17:40 - Close Of Day One Agenda – Drinks Recep- tion	17:40 - Close Of Day One Agenda – Drinks Recep- tion	17:40 - Close Of Day One Agenda – Drinks Recep- tion	17:40 - Close Of Day One Agenda – Drinks Recep- tion	17:40 - Close Of Day One Agenda – Drinks Recep- tion	17:00 - Pharma Fusion: Spearheading Growth Through M&A and Part- nering in 2024 17:40 - Close Of Day One Agenda – Drinks Recep-

### DAY 2 - THURSDAY, 12 SEPTEMBER - 12/09/2024

Connecting Innovators with Strategic Knowledge & Capital September 11th - 12th, 2024

Hynes Convention Center (3rd floor), Boston, MA, USA

#### **Registration & Breakfast**

08:00 - 09:00

#### **LSX Welcome Address**

09:00 - 09:05 BIOTECH LEADERS MORNING KEYNOTE PLENARY

#### **Participants**

Adam Griffiths - Senior Director, Biotech Lead, Informa

#### LSX Welcome Address

09:00 - 09:10 MEDTECH LEADERS

Following an industry rebound in 2023, the sector anticipates sustained positive momentum through 2025. A panel of senior executives from Tier 1 medtech examine current acquisition trends in 2024, offering insights and guidance on effective approaches for potential buyouts in Q4 and into 2025.

- Factors that strategics prioritize in their acquisition targets
- Areas where Tier 1 companies are making acquisitions
- Characteristics of a successful approach to acquisitions

#### **Participants**

Jack Giles - Conference Producer, LSX

#### **Welcome Address**

09:00 - 09:10 HEALTHTECH LEADERS

#### **Participants**

Nadia Konneh - Senior Conference Director, Healthtech Lead, LSX

#### Navigating the Pharma Deal Landscape: Achieving Successful Negotiations and Seamless Transactions

09:05 - 10:00 BIOTECH LEADERS MORNING KEYNOTE PLENARY

In this dynamic panel discussion, industry experts will delve into the intricacies of pharmaceutical deal negotiation, exploring effective strategies to ensure success. From crafting optimal deal structures to executing transactions, the panel will share insights into the evolving landscape of the pharmaceutical industry. Attendees will gain valuable perspectives on navigating challenges and maximizing opportunities in a rapidly changing market.

- Examining different deal structures and their impact on long-term partnerships and collaborations
- Balancing risk and reward in structuring agreements for mutual benefit
- Compliance challenges and opportunities to ensure smooth transactional processes
- Best practices for incorporating digital platforms and tools into the deal-making process for increased transparency and collaboration

#### **Participants**

**Jon Kiburz** - VP Transactions, R&D Business Development, GSK

**Moderator: Herman Sanchez** - Chief Business Officer, Trinity Life Sciences

**Michal Preminger** - Head, Johnson & Johnson Innovation East North America, Johnson & Johnson

**Ramlah Nehring** - Global Head of Partnering, VP Strategy & Transactions, Roche

**Kendra Rose** - Senior Vice President and Head of BD&L. Baver

Konstantina Katcheves - SVP, Head of Innovative Medicines Business Development and Acquisitions, Teva Pharmaceuticals

# Bold Moves and Buyouts: The Medtech 2025 M&A Blueprint

09:10 - 09:50 MEDTECH LEADERS

Following an industry rebound in 2023, the sector anticipates sustained positive momentum through 2025. A panel of senior executives from Tier 1 medtech examine current acquisition trends in 2024, offering insights and guidance on effective approaches for potential buyouts in Q4 and into 2025.

- Factors that strategics prioritize in their acquisition targets
- Areas where Tier 1 companies are making acquisitions
- Characteristics of a successful approach to acquisitions

#### **Participants**

Moderator: Jim Parshall - Executive Director, Delivery Device R&D, Eli Lilly

Wayne Jarvis - Senior Director BD & Portfolio Strategy, Coloplast

**Kevin Tahmoush** - International Healthcare Executive, Former VP Business Development, BD

**Denise Clarke** - Director, Strategy & Business Development, Philips Healthcare

Ilana Gotlib - Senior Director, Strategy & BD, Stryker

#### Leveraging Tech – How Can We Employ Data to Effectively Deliver on A Patient Centric Mission?

09:10 - 09:50 HEALTHTECH LEADERS

- As the entire industry evolves to embrace patient data, what are healthcare stakeholders getting right? What are they getting wrong?
- What are the biggest challenges to centralizing, standardizing, and managing data? How are you tackling those challenges?
- What do you see as the next frontier when it comes to data-driven solutions? What are the tools being developed right now that will transform the way we approach healthcare?
- What role does Al play in your company's operations? Where do you see the most potential for healthcare to benefit from the current Al tide?

#### **Participants**

Andrei Georgescu - CEO, Vivodyne

Amit Garg - CEO, HiLabs

**Shruthi Bharadwaj** - Global Lead, R&D Insights & Analytics, Sanofi

**Moderator: Russell DeLapp** - Industry Solutions Principal, Life Sciences, NTT DATA

Jayne Bower - Industry Executive Advisor, SAP

### DAY 2 - THURSDAY, 12 SEPTEMBER - 12/09/2024

Connecting Innovators with Strategic Knowledge & Capital September 11th - 12th, 2024

Hynes Convention Center (3rd floor), Boston, MA, USA

#### Medtech Payoff: The Foundations Of Successful Provider & Payer Relationships

09:50 - 10:30 MEDTECH LEADERS

Numerous medtech start-ups face failure due to a lack of alignment with market access principles and insufficient understanding of technology value drivers and future pricing strategies. To address this, a panel of medtech executives will discuss creating value and market adoption tactics for pioneering products, emphasizing direct demonstration of value to payers and providers.

- What does successful implementation truly look
- Listening to the voice of the customer, finding product-market fit.
- How hospitals are adapting to digital innovations

#### **Participants**

Moderator: Georgia Mitsi - Partner, Business and Competitive Strategy, Y Innovations

Christian Howell - Chief Commercial Officer, Cognito Therapeutics

Carolina Aguilar - CEO, INBRAIN Neuroelectronics

Willem Baralt - International Medtech Executive, Independent

Chris Springate - CEO, ARC Medical

#### **Scaling RWE Generation & Integration**

09:50 - 10:30 **HEALTHTECH LEADERS** 

- Building enhanced RWE capabilities to maximize data generation
- Harnessing data sources with the use of novel technologies
- Key considerations for RWE strategy to demonstrate value to regulators
- Navigating the RWE regulatory landscape to gain market access on a global scale
- Enhancing clinical trials and meet unmet patient needs

#### **Participants**

Wendy Turenne - SVP. Real World Data & Operations.

Joris Van Dam - VP Data Innovation, Exact Sciences

Brian Clancy - RWD & RWE Partnerships Lead, Foundation Medicine

Sherry Xiao - Senior Director, Integrated Evidence Generation, Pfizer

Moderator: Rebecca Miksad - Digital Health Strategist, Independent

#### Startup Success: Securing an \$80M Series A to Scale Regeneration Tech

10:00 - 10:30

BIOTECH LEADERS MORNING KEYNOTE PLENARY

#### **Participants**

Nabiha Saklayen - CEO & Founder, Cellino Biotech

Moderator: Anula Jayasuriya - Co-Founder, Kidron Capital

#### **MORNING BREAK**

10:30 - 11:00

#### Will IPOs Be Invite Only? Navigating the Journey to the Public Markets

11:00 - 11:50 CAPITAL MARKETS & INVESTMENT

The biotech sector has stabilized at 2020 levels after emerging from a declining period in 2022. Although Biotech IPO activity remains low, signs of a market recovery are on the horizon.

- What's the current investor sentiment towards biotech IPOs in 2024?
- How are companies navigating current challenges and leveraging opportunities to ensure a successful IPO?
- How can companies communicate their unique value proposition and how is the market responding to new innovations in terms of metrics and market enthusiasm?

#### **Participants**

Moderator: Maha Radhakrishnan - Executive Partner, Sofinnova Investments

Adit Ghosh - Venture Capital Associate, NEA

James Graham - CEO, Recce Pharmaceutical

Souray Sinha - . Life Science Growth Investor

Mark Springel - Senior Associate, Vida Ventures

#### **Exploring Factors that Drive Biotech Deals:** Areas of Focus and Future Strategies

PARTNERSHIPS & DEAL MAKING

Ongoing market dynamics within the biotech sector require proactive strategies to adapt ad thrive as well as mitigate potential challenges. To ensure future success and minimal roadblocks, what are the best practices for making your assets attractive t partners and investors?

- Essential factors in crafting a visionary business strategy
- Analyzing optimal capital utilization within the present market context
- Aligning company goals and objectives to determine the most suitable approach: financing or
- Deliberating on the decision to collaborate or maintain ownership of the principal asset

#### **Participants**

Helen Ho - CBO, Blueprint Medicines

Moderator: Jose Navarro - Scientific Director, quadraScope Ventures

Ahmed Mousa - CEO, Vicore Pharma

Faical Miyara - CBO, IO Biotech

John Harlow - CCO, Melinta Therapeutics

#### What is Required to Scale? Fast-Tracking **Biotech Growth**

11:00 - 11:50

SCALING & COMMERCIALISATION

When transitioning into a growth-stage biotech, it's important to consider your strategy top succeed. Biotech companies needing to address unmet medical needs, without careful evaluation of market potential, there is a risk of failure.

- Staying virtual and outsourcing work to CROs vs building and carrying out in-house research
- Most important factors to remember when scaling
- The people factor in building and growing business

#### **Participants**

Moderator: Jenny Holt - Chief Development Officer, Ray Therapeutics

Vik Chawla - Managing Director, Portfolio Strategy & Transactions, Syneos Health

Samta Kundu - COO, Strand Therapeutics

Wyatt McDonnell - CEO, Infinimmune, Inc.

Ashley Zehnder, Ph.D. - CEO, Fauna Bio

Minji Kim - CBO, Mineralys Therapeutics

# DAY 2 - THURSDAY, 12 SEPTEMBER - 12/09/2024

Connecting Innovators with Strategic Knowledge & Capital September 11th - 12th, 2024 Hynes Convention Center (3rd floor), Boston, MA, USA

# MedTech's Sustainability Ultimatum: Innovate or Stagnate

11:00 - 11:50 MEDTECH LEADERS

Growing sustainability requirements have created industry-wide and system-level changes in the way the MedTech industry operates. Manufacturers are being held more accountable due to the emerging global legislation and a renewed global focus on adopting climate-neutral operations. Companies and investors need to adapt this sustainability mindset and implement tactical changes to compete and remain relevant, but no one organization can do it alone.

- The most pressing sustainability issues in the medtech industry
- Upholding sustainability principles to make your medtech innovation competitive and more attractive for funding and implementation
- Business strategies and approaches to meet sustainability goals
- The benefits of collaboration and partnerships (investors & strategics)
- Impending legislation changes and their threat to impact on company growth goals.

#### **Participants**

Amit Limaye - Director, Sustainable Medical Technology Institute (SMTI), BD

**Rob Ellsworth** - Global Director, Enterprise Sustainability, Medtronic

**Moderator: Jamie Pero Parker** - Sustainability Lead, RTI International

#### Making Healthcare Fairer & More Equitable Across the Nation

11:00 - 11:50 HEALTHTECH LEADERS

We have all the tools to make healthcare fairer and more equitable, but is it being deployed properly? Are we leveraging these tools? Is politics getting in the way?

- The promise of healthtech to improve health equity and access to care
- What technology is required to increase health equity in communities across the nation?
- Has commercial scalability caught up with equitable innovations?
- · What are the missing tools in the toolkit?
- Pushing past the politics and making health equity a reality – What is the best way to do this?

#### **Participants**

Michael Pace - CEO & Co-Founder, PalmHealthCo

Willie Reaves - Head of Public Engagement, Cellino

**Moderator: Keely Benson** - Director, Massachusetts eHealth Institute, MassTech

Arianne Kidder - Partner, Seae Ventures

Dora Green - Director, US Health Equity, Takeda

#### Charting the Public Waters: The Biotech Public Market Outlook

11:50 - 12:40 CAPITAL MARKETS & INVESTMENT

Recent data shows the biotech markets stabilizing at 2020 levels after emerging from a declining period; another sign the market is clearly back on track. As the sector continues to steadily recover from previous years, this session will look at new approaches to financing, operations, and partnerships which together forms the necessary tools to survival.

- How are some of the country's leading investors viewing the public markets at the moment?
- How can certain business operations be streamlined to ensure capital is deployed efficiently during tough times?
- · Strategies to finance the business
- How can the industry respond to the current public markets?

#### **Participants**

Mary Schaheen - President, Prevail Partners

**Moderator: Steve DiPalma** - Managing Director, Danforth Advisors

Troy Ignelzi - CFO, Rapport Therapeutics

**Mahesh Narayanan** - Managing Partner, Neuvation Ventures

# Navigating Innovation: Strategic Insights into Licensing Approaches in Pharma and Biotech

11:50 - 12:40 PARTNERSHIPS & DEAL MAKING

Take a deep dive into the dynamic landscape of pharmaceutical and biotechnology licensing strategies. Industry leaders convene to share invaluable insights on navigating the intricacies of licensing in various therapeutic areas. The discussion aims to shed light on the latest trends, challenges, and opportunities, providing attendees with a comprehensive understanding of strategic approaches to foster innovation, collaboration, and successful partnerships.

- Latest trends in licensing and key shifts and emerging models shaping successful collaborations
- Navigating compliance requirements and IP protection
- Effective approaches for structuring licensing agreements that optimize innovation
- Mitigating risks with licensing and strategies to ensure a successful collaboration

#### **Participants**

Moderator: Ryan O'Quinn - Partner, Finnegan

**Armin Rump** - Associate Director, Global Business Development, Otsuka

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

Christopher Tan - Executive Director, BD&L, Merck

Andrew Whittle - Director, BD&L, Boehringer Ingelheim

### DAY 2 - THURSDAY, 12 SEPTEMBER - 12/09/2024

Connecting Innovators with Strategic Knowledge & Capital September 11th - 12th, 2024

Hynes Convention Center (3rd floor), Boston, MA, USA

#### Cultivating Success: Establishing an Outstanding Biotech Executive Team

11:50 - 12:40 SCALING & COMMERCIALISATION

What do you get if you combine excellent company culture, core values and principles, and a diverse and representative executive team? Probably a biotech company on their way to do great and inspiring things.

This panel will explore experience and knowledge in building exceptional leadership teams and the importance of company culture in a wider context. Expect to hear strategies, challenges and success stories that contribute to fostering success in this rapidly competing sector.

- Recruiting strategies in 2024 and overcoming challenges among competition
- · Incorporating DEI into the wider company image
- · Cultural fit and team dynamic

#### **Participants**

Moderator: Leslie Loveless - CEO, Slone Partners

Semi Trotto - Chief People Officer, Curie.Bio

Elaine Cheung - CBO, Moonwalk Biosciences

Lihua Zheng - CEO & Founder, Z-Star Therapeutics

Mike Curtis - President & CEO, eGenesis

# Cash, Crew, and Commercialisation: A Startup's Journey to Success

11:50 - 12:40 MEDTECH LEADERS

Entrepreneurs, investors, and industry partners will share insights on how startups can go beyond technology, emphasizing the importance of capital, people, and strategic partnerships in achieving significant milestones. The panel aims to guide companies in effectively identifying and leveraging these fundamentals for successful development.

- · A-Z of fundraising
- · Building your team
- · Going through the stages of commercialisation
- Finding partners for scale

#### **Participants**

**Moderator: Darwin Shurig** - CEO & Co-Founder, Shurig Solutions, Inc.

Carla Reimold - VP of Industry Strategy & Investments, Massachusetts Life Sciences Center

**Sergio Levi** - Chief Strategy and Business Officer, Nitinotes Surgical

Romeo Catracchia - CEO, AutonomUS, Inc.

Esmeralda Megally - CEO & Co-founder, Xsensio

# The Convergence of Biopharma, Medtech & Healthtech – What Does This Mean for The Future of Healthcare Delivery?

11:50 - 12:40 HEALTHTECH LEADERS

- Investor perspective- building a thriving ecosystem that combines startups from all three verticals
- Going beyond 'Al in drug discovery' and bridging the gap between Healthtech & Biopharma
- Discussing how the integration of digital and medical technologies is enhancing diagnostics and monitoring
- Data How is the industry leveraging all the patient data whilst addressing privacy concerns?
- Real-world examples of personalized care facilitated by this convergence

#### **Participants**

**Chris Leggett** - Senior Director & Head of Market Transformation. Vertex Pharmaceuticals

Paul Geevarghese - Co-Founder & COO, 9amHealth

Jim Parshall - Executive Director, Delivery Device R&D, Eli Lilly

Jeff Chu - Managing Partner, Features Capital

Naomi Fried - CEO & Founder, PharmStars

Oliver Barnes - Correspondent, The Financial Times

#### The Biotech Survival Guide: Advice for the Current Market and Forward Thinking

12:40 - 13:20 CAPITAL MARKETS & INVESTMENT

The general consensus is that story skies over biopharma are finally clearing, however work still needs to be done. What should biotech prioritize when cash gets tight and how should business strategies change?

- · Advice for biotechs during difficult times
- Top 3 priorities every biotech exec needs to keep front of mind
- When to take risks and when to play it safe

#### **Participants**

Nina Kjellson - General Partner, Canaan Partners

Moderator: Laura Berner - COO, TRexBio

Bernard Cooney - Senior Partner, Flagship Pioneering

Seth Lieblich - Principal, 8VC

**Devin Rosenthal** - VP & Head of Due Diligence, NovaQuest Capital Management

#### Partnering Early with Pharma to Achieve Transformative Innovation

12:40 - 13:20 PARTNERSHIPS & DEAL MAKING

Pharma leaders share experiences, strategies, and success stories in fostering early collaborations with biotech companies. We'll explore the crucial intersections of research, development, and business, uncovering how these partnerships can drive groundbreaking innovations and accelerate the journey from concept to market. Be part of the conversation as we navigate the challenges, opportunities, and best practices that define the landscape of early collaboration with pharma, shaping the future of transformative advancements in healthcare.

- Benefits to early-stage partnerships
- Avenues to partnering with pharma
- What big pharma is looking for when making an investment

#### **Participants**

**Moderator: Millie Nelson** - Editor, BioXconomy, Informa Connect Life Sciences

Alex Goddard - Director, McQuade Center for Strategic R&D, Otsuka

**Lizabeth Leveille** - VP BD&L, Head Boston & EU Innovation Hubs & Discovery Transactions, MSD

Tom Hopkins - Global Head of Lilly ExploR&D, Eli Lilly

# Considerations and Opportunities for Biotech & Pharma Within the APAC Region

12:40 - 13:20 SCALING & COMMERCIALISATION

This panel will delve into the unique offering within the Asia-Pacific region and asses its increasing level of popularity. Attend this panel to gain a greater understanding of the wider opportunities of entering the Asia-Pacific market and hear first hand case studies, experiences, and pitfalls from leading industry executives.

- Latest trends within the Asia-pacific region and factors affecting its increasingly popularity as an area for new business
- Challenges and opportunities within the APAC region and experience shared
- Sources of collaboration, funding, and partnerships across the border

#### **Participants**

Derek Yuan - Managing Director, LYFE Capital

Visali Ramanathan - Head of BD, Oncology, Genentech

Donald Xu - Managing Partner, Lynx Capital

**Moderator: Stephanie Marrus** - Managing Director, Entrepreneurship, UCSF

### DAY 2 - THURSDAY, 12 SEPTEMBER - 12/09/2024

Connecting Innovators with Strategic Knowledge & Capital September 11th - 12th, 2024 Hynes Convention Center (3rd floor), Boston, MA, USA

#### The Rx for a Successful Exit

12:40 - 13:20 MEDTECH LEADERS

Navigating the unpredictable landscape of medtech doesn't guarantee success, but proactive and strategic steps can enhance your position for potential opportunities. Celebrating a successful exit in the competitive and ever evolving medtech space is undoubtedly rewarding, but achieving it is a challenging journey, given the need to stand out and position for success amidst intense competition. A panel of medtech leaders discuss what it really took to exit

- · Defining your endpoints
- · Selecting your team and partners
- · Strategic fundraising approaches
- Navigating common pitfalls for successful exits

#### **Participants**

**Moderator: Sourav Sinha** - , Life Science Growth Investor

Nate Harrington - Managing Partner, Philips

**Maria Shepherd** - Executive Board Member, MedExec Women

**Giles Hamilton** - Operating Partner, New Growth Advisors

**Kevin Reilly** - Managing Director, Head of Medtech, Ally Bridge Group

# Unveiling CVC Investment Strategies in Digital Health & MedTech

12:40 - 13:20 HEALTHTECH LEADERS

- Understanding what CVCs are looking for in when looking to invest in digital health & medtech innovators
- What factors are driving your investment decisions, and which areas are primed for growth?
- Striking the right balance aligning strategic and financial interests
- Analysis of the current valuation environment for digital health and medtech start-ups

#### **Participants**

Alex de Winter - VP New Ventures, Danaher Ventures

**Suzie Yoon** - Investment Principal, Takeda Digital Ventures

Carrie Williams - VP & Partner, McKesson Ventures

John Pavletic - Executive Director, Lilly Ventures

**Moderator: Vijay Kori** - Head of Strategic Finance, Redesign Health

Joe Heanue - CEO, Triple Ring Technologies

#### **LUNCH BREAK**

13:20 - 14:20

# What Does the 2024 Presidential Election Mean for Patients and Innovation?

14.20 - 15.10

LSX WORLD CONGRESS USA AFTERNOON KEYNOTE PLENARY

The outcome of the 2024 Presidential Election in the United States has the potential to significantly impact the healthcare and life sciences sector, shaping policies, regulations, and funding priorities for years to come. With broader issues such as healthcare accessibility, affordability, and innovation, the decisions made by the incoming administration will have far-reaching consequences for stakeholders across the industry. This panel discussion seeks to explore the potential implications of the election outcome on the healthcare and life sciences sector, examining key areas of impact and identifying strategies for navigating the evolving landscape.

- Potential impact on drug pricing, approval and insurance
- For medical devices, will stricter regulations create a fallout akin to the MDR in Europe?
- Evaluating the effect on funding in the biotech, medtech and digital start-up space
- Impact of cyber-security and AI legislation on digital health innovation and implementation

#### **Participants**

**John Pracyk** - SVP, Chief Medical Safety Officer - Global, Olympus Corporation

Maria Shepherd - Executive Board Member, MedExec

Haile Dagne - Director, Policy & Reimbursement, GSK

Andy Molnar - CEO, Digital Therapeutics Alliance

Moderator: Rachel Hutman - CEO, Ford Hutman Media

# Drugs, Devices & Digital: Looking to the Future of Healthcare and Life Sciences

15:10 - 16:00

LSX WORLD CONGRESS USA AFTERNOON KEYNOTE PLENARY

The healthcare industry continues to be a hotbed of innovation and investment, with a diverse range of players contributing to its vibrancy. What future trends are on the horizon and how can the industry continue to move forward as a cohesive sector, play to each others strengths, and ensure we move into 2025 informed and continue to bring proactive and preventative treatments to patients.

- Understanding the patient how will people manage their own health risks in 2025?
- Pre-empting disease: Being proactive with treatments and preventing disease early to avoid acute crisis and bring value to the patient
- What can help partnerships to thrive?
- What future trends can we expect to see and what are the trends we can expect to forget?

#### **Participants**

**Ankita Deshpande** - Former, Head Digital Health & Experience Innovation, Alexion

Steve Hahn - CEO-Partner, Flagship Pioneering

Ravi Kaushik - VP, Global Head of Device & Digital Innovation & Prod Strategy, Plasma Derived Therapies,

Emilia Javorksy - Director, Futures Program, Future of Life Institute

**Moderator: Geof Hannigan** - Executive Director, Merck Digital Sciences Studio

#### **CLOSE OF CONGRESS**

16:00 - 16:05

# SCHEDULE DAY 2 — THURSDAY, 12 SEPTEMBER - 12/09/2024

TIME	BIOTECH LEADERS MORN- ING KEYNOTE PLENARY	MEDTECH LEADERS	HEALTHTECH LEADERS	CAPITAL MARKETS & IN- VESTMENT	PARTNERSHIPS & DEAL MAKING	SCALING & COMMERCIALI- SATION	LSX WORLD CONGRESS USA AFTERNOON KEYNOTE PLENARY
08:00	<b>08:00</b> - Registration & Breakfast	<b>08:00</b> - Registration & Breakfast	<b>08:00</b> - Registration & Breakfast	<b>08:00</b> - Registration & Breakfast	<b>08:00</b> - Registration & Breakfast	<b>08:00</b> - Registration & Breakfast	<b>08:00</b> - Registration & Breakfast
09:00	09:00 - LSX Welcome Address 09:05 - Navigating the Pharma Deal Landscape: Achieving Successful Negotiations and Seamless Transactions	09:00 - LSX Welcome Address 09:10 - Bold Moves and Buyouts: The Medtech 2025 M&A Blueprint 09:50 - Medtech Payoff: The Foundations Of Successful Provider & Payer Relationships	09:00 - Welcome Address 09:10 - Leveraging Tech – How Can We Employ Data to Effectively Deliver on A Patient Centric Mission? 09:50 - Scaling RWE Generation & Integration				
10:00	10:00 - Startup Success: Securing an \$80M Series A to Scale Regeneration Tech 10:30 - MORNING BREAK	10:30 - MORNING BREAK	10:30 - MORNING BREAK	10:30 - MORNING BREAK	10:30 - MORNING BREAK	10:30 - MORNING BREAK	10:30 - MORNING BREAK
11:00		11:00 - MedTech's Sustainability Ultimatum: Innovate or Stagnate 11:50 - Cash, Crew, and Commercialisation: A Startup's Journey to Success	11:00 - Making Health- care Fairer & More Equi- table Across the Nation 11:50 - The Convergence of Biopharma, Medtech & Healthtech – What Does This Mean for The Future of Healthcare Delivery?	11:00 - Will IPOs Be Invite Only? Navigating the Journey to the Public Markets 11:50 - Charting the Pub- lic Waters: The Biotech Public Market Outlook	11:00 - Exploring Factors that Drive Biotech Deals: Areas of Focus and Future Strategies 11:50 - Navigating Innovation: Strategic Insights into Licensing Approaches in Pharma and Biotech	11:00 - What is Required to Scale? Fast-Tracking Biotech Growth 11:50 - Cultivating Success: Establishing an Outstanding Biotech Executive Team	

# SCHEDULE DAY 2 – THURSDAY, 12 SEPTEMBER - 12/09/2024

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12:00		12:40 - The Rx for a Successful Exit	12:40 - Unveiling CVC Investment Strategies in Digital Health & MedTech	12:40 - The Biotech Survival Guide: Advice for the Current Market and Forward Thinking	12:40 - Partnering Early with Pharma to Achieve Transformative Innova- tion	12:40 - Considerations and Opportunities for Biotech & Pharma Within the APAC Region	
13:00	13:20 - LUNCH BREAK	13:20 - LUNCH BREAK	13:20 - LUNCH BREAK	13:20 - LUNCH BREAK	13:20 - LUNCH BREAK	13:20 - LUNCH BREAK	13:20 - LUNCH BREAK
14:00							14:20 - What Does the 2024 Presidential Election Mean for Patients and In- novation?
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16:00	16:00 - CLOSE OF CON- GRESS	16:00 - CLOSE OF CON- GRESS	16:00 - CLOSE OF CON- GRESS	16:00 - CLOSE OF CON- GRESS	16:00 - CLOSE OF CON- GRESS	16:00 - CLOSE OF CON- GRESS	16:00 - CLOSE OF CON- GRESS