

SESSIONS

FORUMS AND WORKSHOPS (SEPTEMBER 11)

LSX USA Congress

Connecting Innovators with Strategic Knowledge & Capital

September 11th - 12th, 2024

Hynes Convention Centre, Boston, MA, USA

HEALTHTECH CEO FORUM

11:00 - 12:00

CEO Forums & Workshops

The Healthtech CEO Forum provides a unique, powerful and valuable space for the candid sharing of ideas and experience between 15-25 c-suite executives from health technology and digital health companies.

The forum is designed to generate new ideas to take back to the office and new relationships between peers.

The forum features presentations or specific case studies from CEOs and partners focused on either success stories or current challenges.

Through group discussion you'll be able to:

- Benchmark yourself against your peers
- Uncover key factors of success
- Share war stories and common challenges
- Engage in peer-to-peer discussion
- Make meaningful connections
- Find new ways to help your business thrive

It follows a [Chatham House Rule](#) policy where all participants are active discussants.

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

MEDTECH CEO FORUM

13:40 - 14:40

CEO Forums & Workshops

The Medtech CEO Forum provides a unique, powerful and valuable space for the candid sharing of ideas and experience between 15-25 c-suite executives from medical technology companies.

The forum is designed to generate new ideas to take back to the office and new relationships between peers.

The forum features presentations or specific case studies from CEOs and partners focused on either success stories or current challenges.

Through group discussion you'll be able to:

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PHARMA BD LEADERS FORUM

13:40 - 15:20

Leaders Forums

13.40pm (2hrs) Roundtable Two – Global BD Heads only

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
- AI 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

Networking Break

BIOTECH GROWTH CEO FORUM

15:50 - 17:30

CEO Forums & Workshops

The LSX Biotech Growth CEO Forum provides a unique, powerful and valuable space for the candid sharing of ideas and experience between 15-25 c-suite executives from **privately-held biotechs at the post series A/pre series B stage, and also at the private post series B stage**. The forum is designed to foster new ideas and create new relationships between attendees so that they can leave with tangible outcomes and that will drive their businesses and the sector forward.

The forum is an in-person c-suite forum where all participants are active discussants. It follows a strict Chatham House Rule policy and includes presentations, case studies and general discussion focused on brainstorming solutions to the current collective challenges of the group.

The forum is an invitation-only CEO forum where all participants are active discussants. It follows a [Chatham House Rule](#) policy and includes presentations, case studies and general discussion focused on brainstorming solutions to the current collective challenges of the group.

The forum features interactive peer review discussions from CEOs and Partners who put forward informative presentations or specific case studies, either success stories or current challenges, and the group asks questions and discusses the challenges around the topic, as well as solutions and ideas.

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PHARMA DIGITAL LEADERS FORUM

15:50 - 16:50

Leaders Forums

The forum will be bringing together 10-15 pharma execs who are leading digital strategy, digital transformation & digital innovation within their companies, for benchmarking, peer advice and networking.

The session will feature general group discussions and specific case studies from pharma execs, focused on either success stories or current challenges.

Themes/ topics the group will be looking to discuss (but not limited to);

- How are companies continuing to build their digital strategy and capabilities?
- What are the persisting challenges in scaling digital and analytics?
- Recruiting & retaining talent in the digital space
- Effective partnerships – what has been successful?
- AI use in Pharma (Analytics, leveraging RWE, AI modelling and increasing efficiency & effectiveness) – How well is this working?

It follows a [Chatham House Rule](#) policy where all participants are active discussants.

NETWORKING PARTY

17:30 - 17:35

Networking Break

SCHEDULE

FORUMS AND WORKSHOPS (SEPTEMBER 11) -

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TIME	CEO FORUMS & WORKSHOPS	LEADERS FORUMS	NETWORKING BREAK
11:00	11:00 - HEALTHTECH CEO FORUM	11:00 - PHARMA BD LEADERS FORUM	
12:00	12:40 - Lunch Break	12:40 - Lunch Break	12:40 - Lunch Break
13:00	13:40 - MEDTECH CEO FORUM	13:40 - PHARMA BD LEADERS FORUM	
15:00	15:50 - BIOTECH GROWTH CEO FORUM	15:50 - PHARMA DIGITAL LEADERS FORUM	15:20 - Afternoon Break
17:00			17:30 - NETWORKING PARTY

SESSIONS

FORUMS AND WORKSHOP (SEPTEMBER 12)

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IP Workshop

11:00 - 12:00

Workshops

(1 Hour)

Essential Guide to Intellectual Property in Life Sciences Transactions and Protecting Medicines

Building a Desirable Intellectual Property Estate to Support Business Transactions and Protect Medicine

- **Overview of Model Patent Estate**
- Platform Technologies
- Drug Substance and Methods of Use
- Formulations and Methods of Manufacture
- Drug Label Instructions & Information
- Biomarkers and Other Technologies
- Offensive IP / Defensive IP

Freedom to Operate

- **Timing and Scope of Patent Landscape Analysis**
- **How to Handle FTO Issues**

Leveraging Your IP in Life Sciences Transactions

- **Pre-Diligence Preparations**
- **Self Audit** – do self audit

Standard list of IP diligence questions – make sure have answers for same and copies of the standard documents that will be requested

IP ownership (employee/contractor/vendor agreements; MTA/SRA), prior art analysis, FTO analysis, gov't grant money, etc.

- **Secure Strategic IP**
- Accelerate examination to secure key patents
- **Point Person** - designate a point person who has knowledge of the IP Estate, the Product, and the Business Strategy
- **Construct the IP Narrative**
- Succinct and specific explanation for how Company IP protects current product candidates
- **Data Room** – well organized data room that has all the usual documents that will be requested
- Track what information is being shared / avoid accidental disclosures and/or violation of any export controls

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

Networking Break

US IPO WORKSHOP

13:00 - 14:00

Workshops

(1 Hour)

For companies, founders, and entrepreneurs considering entrance into the public markets, this session will focus on the “3 Ps” of going public – preparation, path, and post-transaction; and the different ways to go public in challenging markets. Are you and your board prepared? What path is most appropriate for you: traditional or an alternative ‘going public avenue. How can you best prepare for success post-transaction?

Preparing to be Public, An Organization-Wide Process

Going public is a transformative event for an organization that is complex, requires significant attention for executive management, involves the entire organization and carries high execution risk. Whether you go public via a direct listing IPO, a SPAC, or other reverse merger, the level of effort and the cost of preparation should not be underestimated. Beginning preparation early enables an organization to better manage both.

Your key takeaways:

- Considerations to prepare your organization for going public
- How to assess overall readiness
- How to identify organizational gaps to address

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FORUMS AND WORKSHOP (SEPTEMBER 12)

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BIOTECH STARTUP CEO FORUM

13:00 - 14:40

CEO & Leaders Forums

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CLOSE OF LSX USA CONGRESS 2023

14:40 - 14:45

Networking Break

SCHEDULE

FORUMS AND WORKSHOP (SEPTEMBER 12) -

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TIME	WORKSHOPS	CEO & LEADERS FORUMS	NETWORKING BREAK
11:00	11:00 - IP Workshop	11:00 - MEDTECH BD LEADERS FORUM	
12:00			12:00 - LUNCH BREAK
13:00	13:00 - US IPO WORKSHOP	13:00 - BIOTECH STARTUP CEO FORUM	
14:00			14:40 - CLOSE OF LSX USA CONGRESS 2023

SESSIONS

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

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Registration & Breakfast

08:00 - 09:00

Registration & Breakfast

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

Caitlin Murgia - Program Director, Informa Connect

LSX Welcome Address

09:00 - 09:10

HEALTHTECH LEADERS

Participants

Nadia Konneh - Senior Conference Director, Healthtech Lead, LSX

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

09:05 - 10:00

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 evolving?
- What fresh challenges have we seen thus far in 2024?
- 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

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

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

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

Carla Peron - Chief Medical Officer, Philips

Joseph Smith - CSO, BD

Defining our AI Future – Operationalising AI 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 AI? How can organisations operationalise it to deliver business and patient benefits?

- Addressing barriers to adoption so we can build out scale with AI
- 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?
- AI use in Pharma- Analytics, leveraging RWE, AI 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

Andreas Cleve - CEO, Corti AI

Alexandra Gonçalves - VP, Head of Digital Health, BMS

Shweta Maniar - Global Director Health & Life Sciences, Google

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Promises in Pixels - Evaluating AI'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 medtech
- 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

Susan Wood - CEO, Vida Diagnostics

Karen Holzberger - President & CEO, SpinTech MRI

Carlos Morales - VP Research & Development, DYSIS

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

09:50 - 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

Kevin McRaith - President & CEO, WellDoc

David Klein - CEO, Click Therapeutics

Liesl Oldstone - VP Health Economics & Market Access, AppliedVR

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

10:00 - 10:30

BIOTECH LEADERS MORNING KEYNOTE PLENARY

Participants

Tadaaki Taniguchi - Chief Medical Officer, Astellas Pharma

Morning Break

10:30 - 11:00

Networking Break

The Venture Investor Outlook and Investing in the Therapies of Tomorrow

11:00 - 11:50

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

Stephen Squinto - CIO, JP Morgan Life Sciences

Ralf Saykiewicz - Managing Partner, Raudi Capital

Rebecca Luse - Principal, Deep Track Capital

Moderator: Jeff Quillen - Partner, Foley Hoag

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

Moderator: Hannah England - Partner, Ropes & Gray

Garrett Rhyasen - VP, Head of Search, Evaluation, & Transactions, GSK

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

Alison Hogg - Executive Director, Corporate Development, Gilead Sciences

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

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

Ellen Donnelly - CEO, Abliva

Ann Belien - CEO & Founder, Rejuvenate Biomed

Matt Britz - CEO, AffyImmune Therapeutics

Dan Passeri - CEO, Cue Biopharma

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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 later-stage funding amid challenging economic conditions
- Key considerations for medtech firms utilizing venture debt as a catalyst for sustained growth

Participants

David Kereiakes - Managing Partner, Windham Venture Partners

Darshana Zaveri - Managing Partner, Catalyst Health Ventures

Karthik Bolisetty - Senior Associate, Gilde Healthcare

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

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

11:40 - 12:00

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

Andrew Whittle - Director, Strategic Partnering, Cardiometabolism & Retinal Health, 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 increasingly difficult and expensive. 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

Understanding Shifts in Early-Stage VC Investment Criteria

11:50 - 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

Stephen Bruso - Partner, Morningside Advisory

John Boyce - Managing Director & Co-Founder, TigerGene

Soyoung Park - Managing Director, 2080 Ventures

Rulebook Roulette - Winning Strategies For US Medtech Compliance

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 AI documentation, poses a formidable challenge. A panel of industry regulatory experts gathers to discuss essential strategies for building a robust regulatory foundation.

- Understanding FDA requirements and relationship building
- Building clinical evidence and exploring expedited pathways
- Developing a robust pre-submission strategy

Participants

Karen Cross - Co-Founder & CEO, MIMOSA Diagnostics

John Konsin - CEO & Co-Founder, Prapela

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

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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

Amy West - Head of US Digital Transformation & Innovation, Novo Nordisk

Nishtha Jain - Head of Innovation & Digital Technology, Takeda

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

12:00 - 12:40

PARTNERSHIPS & DEAL MAKING

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- 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 - CBO, Tulane University

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

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

Sohail Zaidi - CEO, Ananda Scientific

Rachel Ravens - CEO, 42Genetics

Keir Loiacono - CEO, BlueSphere Bio

LUNCH BREAK

12:40 - 13:40

Networking Break

Pitch Perfect: What to Show Private Investors Within a Turbulent Market

13:40 - 14:30

CAPITAL MARKETS & INVESTMENT

You've got the idea. You've got the science. You've got the team. But how do you secure the capital you need? Join this engaging panel discussion to learn from a wide array of investors how best to approach them, how to convey a meaningful message, and how to stand out from the crowd.

- Winning strategies to attract investors and secure deals
- Picking good targets: Advice from investors
- Common pitfalls and mistakes all biotechs should avoid

Participants

Chris Carpenter - Executive Partner, Sofinnova

Michael Goldberg - CEO, Surge Therapeutics

Elaine Yang - Director, ORI Capital

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

Jenny Wang - Director, S&E Oncology, AbbVie

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

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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

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

Cathy Skinner - CEO, NXgenPort Inc

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

Blake Richards - CEO, Elucid

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

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 - Co-Founder & Chief Clinical Officer, Sidekick Health

Patricia Bradley - Global CCO, MindMaze

Katerina Fialkovskaya - Venture Investor, Philips Ventures

Liz Selvig - Chief Commercial Officer, Kaia Health

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

Marian Nakada - VP, Venture Investments, JJDC

Aaron Nelson - Managing Director, Novartis Venture Fund

Fei Shen - Managing Director, Boehringer Ingelheim Venture Fund

Navigating the USA Landscape for Gender Equality in Women's Health

14:30 - 15:20

PARTNERSHIPS & DEAL MAKING

While strides have been made, questions persist about healthcare disparities, access, and the inclusivity of women's health services. Our esteemed panelists will dissect the nuances of the American healthcare system, exploring how it caters to the diverse needs of women. From policy implications to community engagement, this session aims to shed light on the present state and future aspirations for achieving true gender equality in health within the United States.

- Examining how current healthcare policies and legislative initiatives in the USA are addressing gender-specific health concerns, and what improvements can be made to ensure comprehensive and equitable healthcare for all women?
- Discussing the existing barriers to access and healthcare disparities faced by women in different demographic and socio-economic groups
- Unpacking recent innovations in women's health within the USA, from technology-driven solutions to novel healthcare delivery models

Participants

Elizabeth Garner - CSO, Ferring Pharmaceuticals

Elizabeth Bailey - Managing Director, RH Capital

Carolee Lee - CEO & Founder, WHAM

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

Daniel Silva Manzano - CEO, Monod Bio

Jae Won Kim - COO & CFO, VantAI

Kimberly Ha - Founder & CEO, KKH Advisors

SESSIONS

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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

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

Sophie Park - Managing Director, G4A Investments & Partnerships, Bayer G4A

Catherine Blanchette - AVP, Global Head of Digital Strategic Partnerships, Sanofi

Ameya Phadke - Patients Non-Pharma Solutions Leader, Chiesi

Hassan Naqvi - Head of Digital Health Partnerships, AstraZeneca

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

Afternoon Break

15:20 - 15:50

Networking Break

Maximizing Returns: Unleashing the Power of AI for Tangible ROI

15:50 - 16:40

BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY

AI 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 AI bolstered R&D and what evidence is there to suggest AI can enhance business development?

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

Participants

Kamni Vijay - CEO, Enable Medicine

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

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

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

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

15:50 - 16:40

HEALTHTECH LEADERS

- Leveraging GenAI tools (including large language models) to optimise care delivery
- The use of GenAI 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 & AI Advisor, United Nations

Marcy Rudowitz - Director, Medical Engagement, Moderna

Dale Cyr - CEO & Executive Director, Inteleos

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

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

16:40 - 17:30

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

Dave Moore - EVP, Corporate Development, Novo Nordisk

Julie Rozenblyum - SVP, BD, Bristol Myers Squibb

Sarah Kilpatrick - VP Business Development, Pfizer

Philippe Lopes-Fernandes - EVP, CBO, Ipsen

Issei Tsukamoto - SVP, Global Head Business Development, Astellas

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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 investor-attractive foundations
- Creating a strong investment proposition

Participants

Gwen Watanabe - Managing Director, H.I.G. Capital

Amy Salzhauer - Founder & Managing Partner, Good Growth Capital

Tom Miller - Founding & Managing Partner, GreyBird Ventures, LLC

Eddie Hanlon - Investment Manager, Gilde Healthcare

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 AI-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 NEXT

Nancy Brown - General Partner, Oak HC/FT

Tunde Akinniranye - Investor, 7wire Ventures

Ian Chiang - Partner, Flare Capital

Cheryl Cheng - Founder & CEO, Vive Collective

Close Of Day One Agenda – Drinks Reception

17:30 - 17:35

Networking Break

SCHEDULE

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TIME	REGISTRATION & BREAKFAST	BIOTECH LEADERS MORNING KEYNOTE PLENARY	MEDTECH LEADERS	HEALTHTECH LEADERS	NETWORKING BREAK	CAPITAL MARKETS & INVESTMENT	PARTNERSHIPS & DEAL MAKING	SCALING & COMMERCIALISATION	BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY
08:00	08:00 - Registration & Breakfast								
09:00		09:00 - LSX Welcome Address 09:05 - 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 AI's Impactful Delivery	09:00 - LSX Welcome Address 09:10 - Defining our AI Future – Operationalising AI to Deliver Business & Patient Benefits 09:50 - DTx 2.0 – Building the Right Digital Therapeutic Business Model for Long-Term Growth & Revenue					
10:00		10:00 - Pharma Keynote: Pioneering Partnerships: Building Alliances that Push the Boundaries of Science in Under-served Diseases			10:30 - Morning Break				

SCHEDULE

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11:00			<p>11:00 - Keeping The Cash Flow - Sustaining Momentum Through Maturation</p> <p>11:50 - Rulebook Roulette - Winning Strategies For US Medtech Compliance</p>	<p>11:00 - Streamlining Clinical Trials for Patients & Clinicians Through Digital</p> <p>11:50 - Overcoming Pharma & Medtech's Digital Transformation Challenges – How to Change for Real?</p>		<p>11:00 - The Venture Investor Outlook and Investing in the Therapies of Tomorrow</p> <p>11:50 - Understanding Shifts in Early-Stage VC Investment Criteria</p>	<p>11:00 - The Pillar of Success: Navigating Pharma Collaborations and Spotting Innovation</p> <p>11:40 - Driving Innovation in Life Sciences Through Fostering Strong Partnerships Between Industry, Academia, and NPOs</p>	<p>11:00 - Funding Biotech Innovation and Scaling Up</p> <p>11:40 - Accelerating Cures: Speeding Up Clinical Trials to Maximize Returns For All</p>	
12:00					12:40 - LUNCH BREAK		<p>12:00 - Driving Innovation in Life Sciences Through Fostering Strong Partnerships Between Industry, Academia, and NPOs</p>	<p>12:00 - Integrating CMC Development for Value Creation in Biotech Start-Ups</p>	
13:00			<p>13:40 - Ctrl+Challenge – SaaSMD Pathways and Pitfalls</p>	<p>13:40 - Healthtech Business Scale Up - Setting Healthtech Companies up for Success</p>		<p>13:40 - Pitch Perfect: What to Show Private Investors Within a Turbulent Market</p>	<p>13:40 - The Oncology Odyssey: Exploring New Market Trends In Cancer Research and Partnering</p>	<p>13:40 - Commercialization Strategies for Biotechs and Early-Planning</p>	

SCHEDULE

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14:00			14:30 - Access Granted - Strategies For Successful Market Entry	14:30 - Building Sustainable, Value-Based Strategic Digital Health Partnerships		14:30 - The CVC Perspective: Strategic Venturing in Biotech Through-out 2024 & Beyond	14:30 - Navigating the USA Landscape for Gender Equality in Women's Health	14:30 - Developing an Effective Message and Strategic Positioning in a Crowded Market	
15:00			15:50 - Strategic Synergies: Scaling Through Industry Collaboration	15:50 - AI Forward-Pursuing the Safe, Responsible and Meaningful Integration of Generative AI in Healthcare	15:20 - Afternoon Break				15:50 - Maximizing Returns: Unleashing the Power of AI for Tangible ROI
16:00			16:40 - Put It On Your Pitchdeck - Meeting Investor Expectations	16:40 - Time for Revival? Healthtech & Digital Health Investment					16:40 - Pharma Fusion: Spearheading Growth Through M&A and Partnering in 2024
17:00					17:30 - Close Of Day One Agenda – Drinks Reception				

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Registration & Breakfast

08:00 - 09:00
Registration & Breakfast

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

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

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

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

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

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

Wayne Jarvis - Senior Director BD & Portfolio Strategy, Coloplast

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

Charlie Attlan - SVP, New Business Development, Corporate Strategy & Portfolio, Boston Scientific

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

Natalya Shaykevich - Chief Business Development Officer, Halma

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 AI play in your company's operations? Where do you see the most potential for healthcare to benefit from the current AI tide?

Participants

Andrei Georgescu - CEO, Vivodyne

Amit Garg - CEO, HiLabs

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

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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 like
- Listening to the voice of the customer, finding product-market fit.
- How hospitals are adapting to digital innovations

Participants

Christian Howell - Chief Commercial Officer, Cognito Therapeutics

John Milad - CEO, ERS Genomics

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

Mylea Charvat - Chief Medical Officer, Altoida

Wendy Turenne - SVP, Real World Data & Operations, Aetion

Joris Van Dam - VP Data Innovation, Exact Sciences

Brian Clancy - RWD & RWE Partnerships Lead, Foundation Medicine

Sherry Xiao - Senior Director, Integrated Evidence Generation, Pfizer

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

MORNING BREAK

10:30 - 11:00

Morning Break

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

Leighanne Oh - VP, Ascenta Capital

Adit Ghosh - Venture Capital Associate, NEA

James Graham - CEO, Recce Pharmaceutical

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

11:00 - 11:50

PARTNERSHIPS & DEAL MAKING

Ongoing market dynamics within the biotech sector require proactive strategies to adapt and thrive as well as mitigate potential challenges. To ensure future success and minimal roadblocks, what are the best practices for making your assets attractive to 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 partnership
- Deliberating on the decision to collaborate or maintain ownership of the principal asset

Participants

Helen Ho - VP of Business Development, Blueprint Medicines

Ahmed Mousa - CEO, Vicore Pharma

Faical Miyara - CBO, IO Biotech

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 to 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 up
- The people factor in building and growing business

Participants

Jake Becraft - CEO, Strand Therapeutics

Wyatt McDonnell - CEO, Infinimmune, Inc.

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

Minji Kim - CBO, Mineralys Therapeutics

MedTech's Sustainability Ultimatum: Innovate or Perish

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 EPR (Extended Producer Responsibility) legislation and a renewed global focus on eliminating problematic chemistries and adopting climate-neutral operations. Companies and investors need to adapt this sustainability mindset and implement tactical changes to survive 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 company growth goals

Participants

Rob Ellsworth - Global Director, Enterprise Sustainability, Medtronic

Sylvain Sachot - Partner, Asabys

Moderator: Jamie Pero Parker - Sustainability Lead, RTI International

Cal St. Denis - Global Director, Sustainability, Johnson and Johnson Medtech

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Healthtech is not Donkeys & Elephants – 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

Les Funtleyder - Portfolio Manager- Healthcare, E Squared Capital Management

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

Lloyd Tran - Partner, TransPacific Venture Capital Partners

Regina Salvat - Principal, Sofinnova Investments

Lee Cooper - Managing Director, Delos Capital

Moderator: Steve DiPalma - Managing Director, Danforth Advisors

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

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, Strategic Partnering, Cardiometabolism & Retinal Health, Boehringer Ingelheim

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

Elaine Cheung - CBO, Moonwalk Biosciences

Lihua Zheng - Co-Founder & Chief Strategy Officer, AnHeart Therapeutics

Bruce McCormick - CEO, Mercury Bio

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

Ricardo dos Santos - Partner, Head of Venture Studio, Takeda Digital Ventures

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

Sergio Levi - Chief Strategy and Business Officer, Nitinotes Surgical

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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 'AI 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 - Head of Global Commercial Innovation, Genmab

Paul Geevarghese - Co-Founder & COO, 9amHealth

Jim Parshall - Executive Director, Eli Lilly

Jeff Chu - Managing Partner, Features Capital

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

Laura Berner - COO, TRexBio

Bernard Cooney - Senior Partner, Flagship Pioneering

Seth Lieblich - Principal, 8VC

Nina Kjellson - General Partner, Canaan Partners

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

Clare Fisher - SVP BD & M&A, BeiGene

Alex Goddard - Director, Otsuka

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

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

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

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 assess 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

Jing Xu - Investment Principal, LYFE Capital

Visali Ramanathan - Head of BD, Oncology, Genentech

Donald Xu - Managing Partner, Lynx Capital

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

Nate Harrington - Managing Partner, Philips

Maria Shepherd - Executive Board Member, MedExec Women

Giles Hamilton - Operating Partner, New Growth Advisors

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

LUNCH BREAK

13:20 - 14:20

Networking Break

SESSIONS

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

LSX USA Congress

Connecting Innovators with Strategic Knowledge & Capital

September 11th - 12th, 2024

Hynes Convention Centre, Boston, MA, USA

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 Women

Haile Dagne - Director, Policy & Reimbursement, GSK

Andy Molnar - CEO, Digital Therapeutics Alliance

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

Jennifer Joe - Global Medical Strategy & Population Health Director, AstraZeneca

Steve Hahn - CEO-Partner, Flagship Pioneering

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

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

CLOSE OF CONGRESS

16:00 - 16:05

Networking Break

SCHEDULE

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Connecting Innovators with Strategic Knowledge & Capital
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TIME	REGISTRATION & BREAKFAST	BIOTECH LEADERS MORNING KEYNOTE PLE-NARY	MEDTECH LEAD-ERS	HEALTHTECH LEADERS	MORNING BREAK	CAPITAL MAR-KETS & INVEST-MENT	PARTNERSHIPS & DEAL MAKING	SCALING & COM-MERCIALISATION	NETWORKING BREAK	LSX WORLD CON-GRESS USA AF-TERNOON KEYNOTE PLE-NARY
08:00	08:00 - Registra-tion & Breakfast									
09:00		09:00 - LSX Wel-come Address 09:05 - Navigat-ing the Pharma Deal Landscape: Achieving Suc-cessful Negotia-tions and Seam-less Transac-tions	09:00 - LSX Wel-come Address 09:10 - Bold Moves and Buy-outs: The Medtech 2025 M&A Blueprint 09:50 - Medtech Payoff: The Foundations Of Successful Provider & Payer Relationships	09:00 - Welcome Address 09:10 - Leverag-ing Tech – How Can We Employ Data to Effective-ly Deliver on A Patient Centric Mission? 09:50 - Scaling RWE Generation & Integration						
10:00		10:00 - Startup Success: Secur-ing an \$80M Se-ries A to Scale Regeneration Tech			10:30 - MORN-ING BREAK					

SCHEDULE

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11:00			<p>11:00 - MedTech's Sustainability Ultimatum: Innovate or Perish</p> <p>11:50 - Cash, Crew, and Commercialisation: A Startup's Journey to Success</p>	<p>11:00 - Healthtech is not Donkeys & Elephants – Making Healthcare Fairer & More Equitable Across the Nation</p> <p>11:50 - The Convergence of Biopharma, Medtech & Healthtech – What Does This Mean for The Future of Healthcare Delivery?</p>		<p>11:00 - Will IPOs Be Invite Only? Navigating the Journey to the Public Markets</p> <p>11:50 - Charting the Public Waters: The Biotech Public Market Outlook</p>	<p>11:00 - Exploring Factors that Drive Biotech Deals: Areas of Focus and Future Strategies</p> <p>11:50 - Navigating Innovation: Strategic Insights into Licensing Approaches in Pharma and Biotech</p>	<p>11:00 - What is Required to Scale? Fast-Tracking Biotech Growth</p> <p>11:50 - Cultivating Success: Establishing an Outstanding Biotech Executive Team</p>		
12:00			<p>12:40 - The Rx for a Successful Exit</p>	<p>12:40 - Unveiling CVC Investment Strategies in Digital Health & MedTech</p>		<p>12:40 - The Biotech Survival Guide: Advice for the Current Market and Forward Thinking</p>	<p>12:40 - Partnering Early with Pharma to Achieve Transformative Innovation</p>	<p>12:40 - Considerations and Opportunities for Biotech & Pharma Within the APAC Region</p>		
13:00									<p>13:20 - LUNCH BREAK</p>	

SCHEDULE

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

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16:00									16:00 - CLOSE OF CONGRESS	