



Success Factors for Technology Transfer Start-Up Companies

September 14, 2023 | 1:00 pm ET

Moderator:

- Bernard V. Fallon, Managing Director, Industry Research, Investor Outreach, and Education, BIO

Panelists:

- Abe Bassan, Principal and Vice President, Samsara BioCapital
- Jonathan Bronson, PhD, Managing Partner, J2 Ventures
- Peter M. Pellerito, Senior Policy Advisor, Federal/State Economic Development & Technology Transfer Lead, BIO
- Ronald M. Razmi, MD, Managing Director, Zoi Capital
- Gayatri Varma, PhD, Executive Director, Head of Transactions, Oncology Business Development & Licensing, AstraZeneca
- James Zanewicz, Chief Business Officer, Tulane University School of Medicine

Webinar Agenda

- + Introduction and Context
- + BIO Investor Forum Event Preview & Tech Transfer
 - + **NEW: BIO Seed-Stage Spotlight on Tech Transfer**
 - + **Company Presentations**
 - + **In-Depth Fireside Chats**
 - + **Timely, Relevant Panels**
- + BIO's Latest Report for Improving Technology Transfer
- + Biotechnology Translational Research Guiding Principles
- + Panel Discussion
- + Q&A Session



Partnering at BIO Investor Forum



- + Hilton San Francisco Union Square
- + 30-minute meetings over 2 days, Oct 17-18
- + Pre-arranged via the BIO One-on-One Partnering™ system
- + BIO schedules accepted meetings. **Meeting scheduling begins Oct 3.**
- + Meetings are scheduled based on mutual availability
- + **The partnering system is now open!**

Register at
bif.bio.org

BIO Seed-Stage Spotlight on Tech Transfer

Seed-Stage Innovation Support Organizations

- + California Life Sciences FAST advisory program
- + SPARK at Stanford
- + NYU Endless Frontier Labs
- + Tulane University School of Medicine
- + UCSF Innovation Ventures
- + WARF (Wisconsin Alumni Research Foundation)
- + MBC BioLabs
- + SOSV / IndieBio
- + Breakout Ventures

Companies Pitching on Afternoon of **Monday, October 16th**

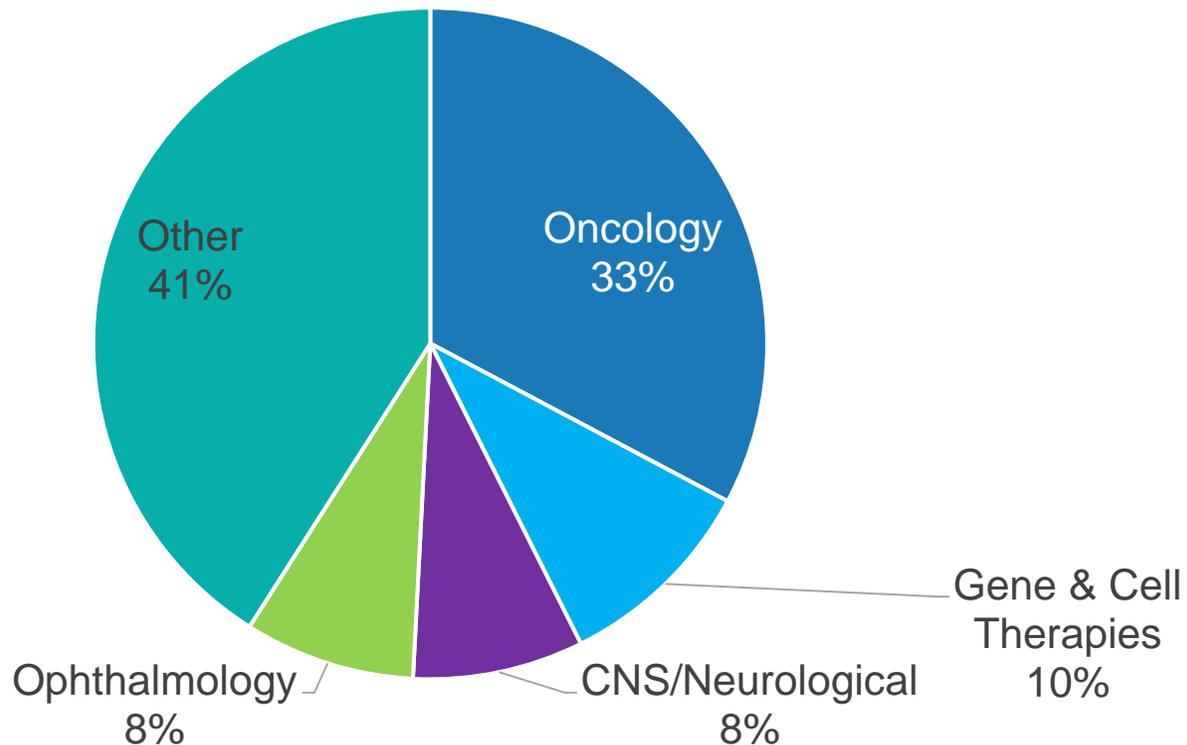
- + Acurex Biosciences
- + Aluda Pharmaceuticals
- + Azora Therapeutics
- + BrainXell Therapeutics
- + CellChorus
- + Crista Biologics
- + Dorian Therapeutics
- + f5 Therapeutics Incorporated
- + HDAX Therapeutics
- + Immunova Therapeutics, LLC
- + Immuto Scientific
- + Informuta, Inc.
- + Interface Biosciences
- + Invenio Imaging
- + Jacaranda Biosciences, Inc. (JBI)
- + Karma Biotechnologies
- + Laguna Bio
- + Lime Therapeutics
- + Lynx Biosciences, Inc.
- + Macrophages Project
- + MEDiC Life Sciences
- + microMESH
- + Minutia
- + Myka Labs, Inc.
- + ProgrammableTx
- + PSOMRI
- + Qgenesys
- + Sardona Therapeutics
- + SiVEC Biotechnologies
- + Stem Pharm, Inc
- + Takeoff AI
- + Telo Therapeutics, Inc.
- + TippingPoint Biosciences
- + ViAn Therapeutics

Further details at
bif.bio.org



Spectrum of Presenting Companies

Therapeutic Focus Areas of Company Presentations



Presenting Companies Include...

- + Accelerated Biosciences Corp.
- + Accutis, Inc.
- + Advagene Biopharma
- + Aegle Therapeutics Corp.
- + Aeolian Biotech Corp
- + Algen Biotechnologies
- + Allterum Therapeutics, Inc.
- + Amytrx Therapeutics
- + Arpeggio Biosciences
- + AVM Biotechnology, Inc
- + Azitra Inc.
- + Beken Bio
- + Bexion Pharmaceuticals
- + Biofidelity
- + BioMimetix
- + BiondVax Pharmaceuticals Ltd
- + Blue Lake Biotechnology
- + Breakpoint Therapeutics GmbH
- + Caeregen Therapeutics
- + CDR3 Therapeutics
- + Coastar Therapeutics Inc.
- + Diakonon Oncology
- + DIMERx, Inc.
- + Drusolv Therapeutics, Inc.
- + Enzyme by Design Inc.
- + Epion Therapeutics, Inc.
- + EpiVario Inc
- + Eyam Vaccines and Immunotherapeutics Ltd
- + Garuda Therapeutics, Inc.
- + Inhalon Biopharma
- + Jaguar Health, Inc.
- + Kineta, Inc.
- + Lactiga US, Inc.
- + LBL Biotech Inc.
- + Macrobiome Therapeutics
- + Minghui Pharma
- + Multimeric Biotherapeutics, Inc.
- + Nanoscope Therapeutics
- + Neuro-Innovators, LLC
- + Osmol Therapeutics, Inc.
- + OYE Therapeutics, Inc.
- + Pacylex Pharmaceuticals, Inc.
- + Panavance Therapeutics Inc
- + Panorama Medicine, Inc.
- + Pinetree Therapeutics
- + Protalix Biotherapeutics
- + Rakuten Medical, Inc.
- + Rejuvenation Technologies
- + Sarcomatrix Therapeutics Corp
- + Scioto Biosciences Inc
- + Seal Rock Therapeutics
- + Six Therapeutics, Inc.
- + South Rampart Pharma, Inc.
- + supernova bio Co., Ltd.
- + Sustained Therapeutics
- + Synlico Inc.
- + Terrapeutics Pharma
- + ViAn Therapeutics, Inc.
- + Vona Oncology
- + Zucara Therapeutics Inc.
- + ZWI Therapeutics

+ And more

Up-to-date list at
bif.bio.org/program



In-Depth Fireside Chats



**Mohan Iyer,
General Partner,
IndieBio / SOSV**



**Julia Owens, PhD,
President & CEO,
Ananke Therapeutics**

Further details at
bif.bio.org/program



Timely, Relevant Panels

Tuesday, October 17

- + Approaches to **Financing Early-Stage Companies**
- + Opportunities in Bispecific Therapy Development
- + **Succeeding at Technology Transfer: Best Practices for Industry-Academia Collaboration**
- + Extending RNA Technology Pipelines into New Tissues and Applications
- + Expanding Across Borders: Partnering and Investing in Asia-Pacific Countries

Wednesday, October 18

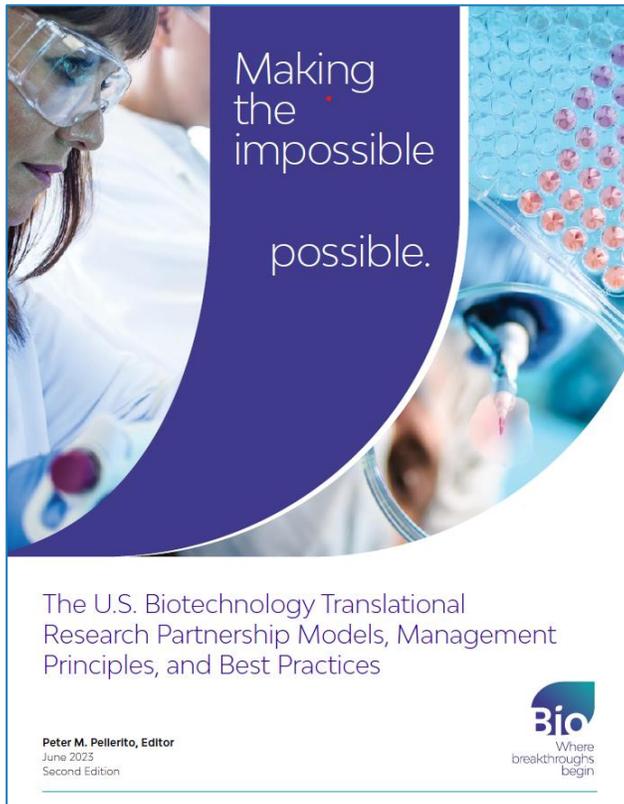
- + Policy Outlook: Assessing the Impact of the Inflation Reduction Act
- + Exploring **Funding Opportunities** for Diverse Founders and Executives
- + Fighting Neurodegeneration with New Tools
- + AI and Computational Biology to Reach Undruggable Targets
- + Market Outlook: Timing the Next Tide for IPOs and Prioritizing Capital Partners

More than 40 expert speakers, from 5AM Ventures and A28 Therapeutics to Variational AI and Verge Genomics

Further details at
bif.bio.org



BIO's Latest Report for Improving Technology Transfer



FRAMEWORK FOR MEASURING INDUSTRY-UNIVERSITY COLLABORATIONS ACROSS THE TRANSLATIONAL PARADIGM



- + List of Experienced Incubators and Accelerators
- + Best Practices for Interaction
- + Guiding Principles for Biotechnology Translational Research

Download at
bit.ly/BIO-Translational-2023

BIO's Biotechnology Translational Research Guiding Principles

#1: Successful university-industry collaborations reflect an understanding of the mission and culture of each partner.

#2: Alliance management resources are essential.

#3: Universities and industry participants should understand the objectives and benefits to each party that will result from collaborations.

#4: Commitments in sponsored research agreements should ensure legal integrity and consistency.

#5: Parties should have a clear focus on each other's licensing strategies.

#6: Parties should focus on streamlining negotiation protocols.

#7: Negotiator training is essential.

#8: Partnerships should work to lower the cost of transactional efforts.

- Establish transparency between partners.
- Understand cultural obstacles.
- Form proactive management structures.
- Encourage collaboration and interdisciplinary learning.
- Professional Expertise Essential.
- Create institutional buy-in.
- Maintaining alignment and momentum.

