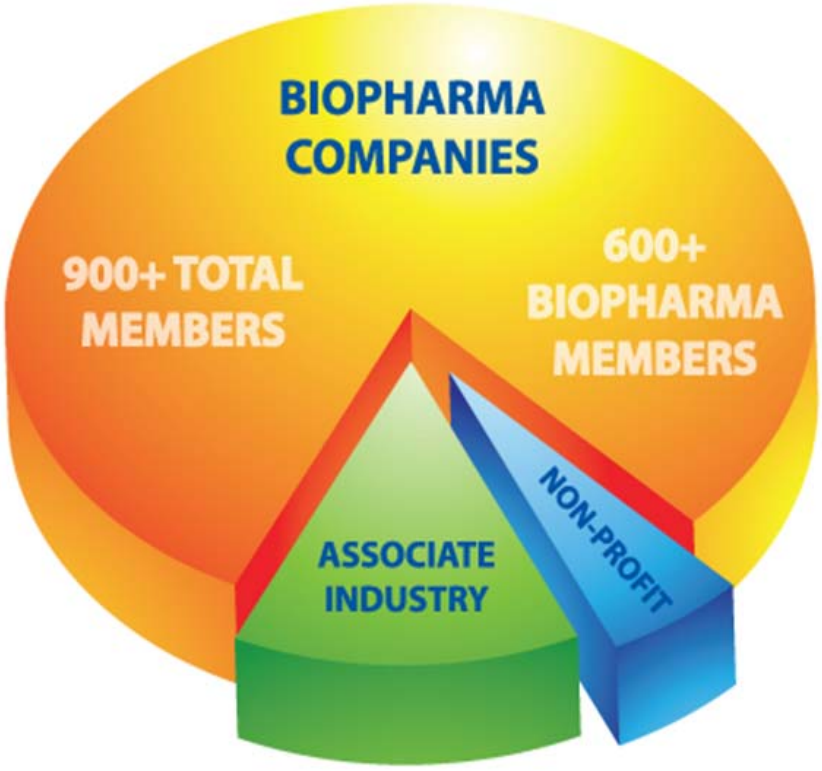
MassBio

MASSACHUSETTS BIOTECHNOLOGY COUNCIL

Innovation Services – MassCONNECT
January 2018

About MassBio

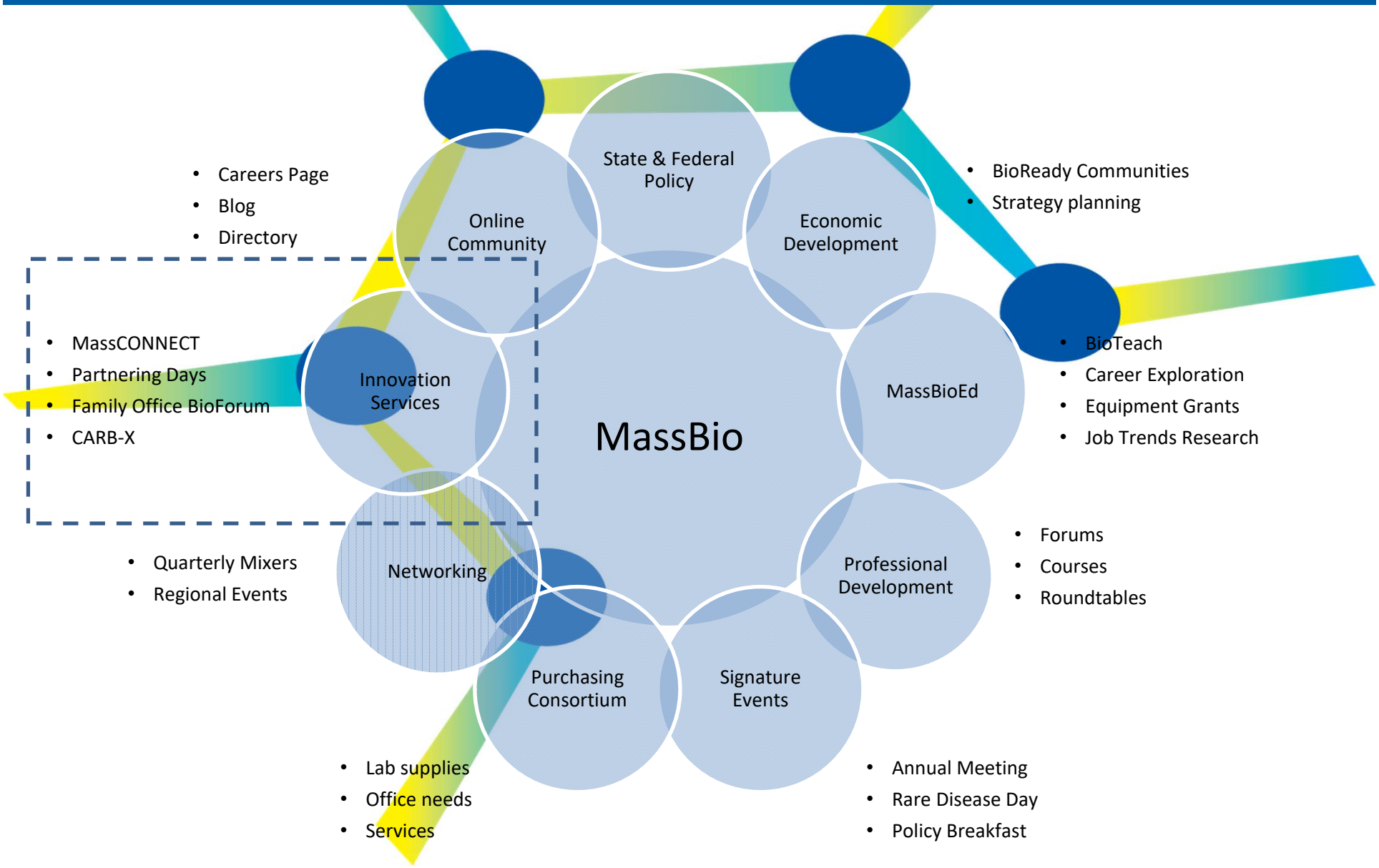
MassBio's mission is to advance Massachusetts' leadership in the life sciences to grow the industry, add value to the healthcare system, and improve patient lives.



We Represent:

1000+ organizations working in the life sciences, medical device, combination product and digital health space, and academic institutions, research hospitals, disease foundations, and service providers across Massachusetts and beyond

MassBio Offerings



VC Financing 2007 - 2015

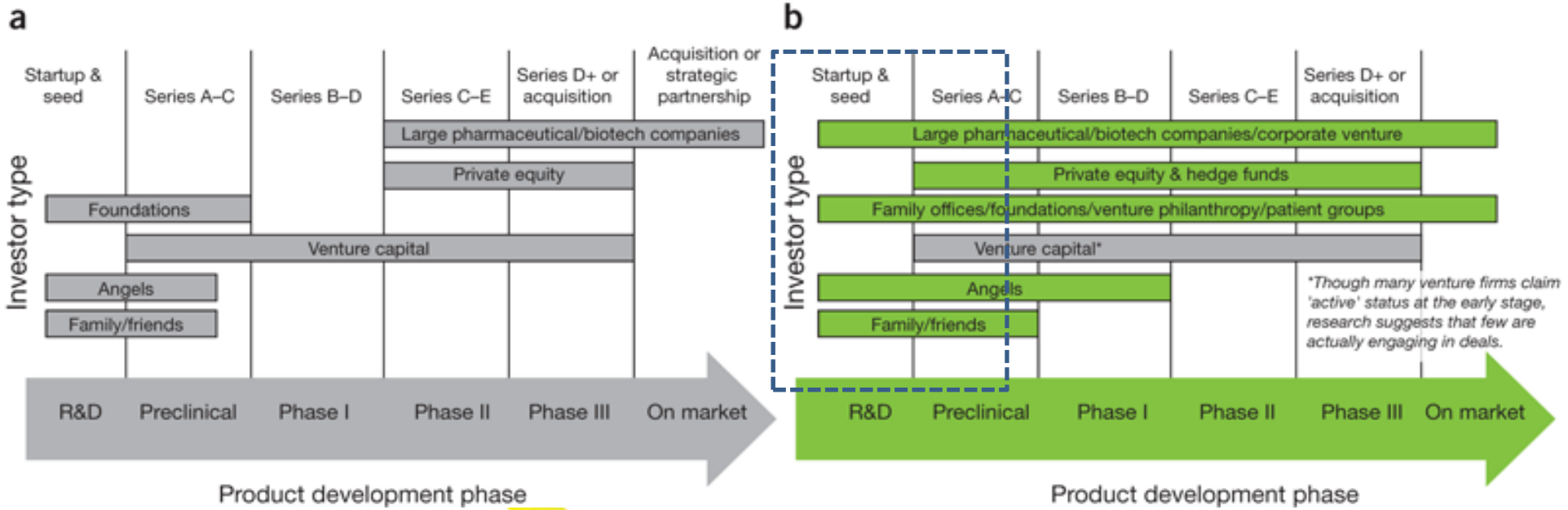
Evaluate Pharma

Annual VC investments						
Year	Investment ($bn)	Financing count	Avg per financing ($m)	No. of rounds ≥ $50m	Top 20 rounds as % of total	Top 10 rounds as % of total
2015	9.64	370	26.5	54	32%	23%
2014	7.06	464	16.4	35	26%	17%
2013	4.94	414	13.3	12	27%	17%
2012	4.75	429	12.1	16	28%	18%
2011	4.34	398	12.1	11	28%	18%
2010	4.95	449	12.2	13	27%	18%
2009	4.86	385	14.1	16	24%	14%
2008	4.83	361	15.3	14	24%	15%
2007	5.99	377	17.2	23	22%	13%

$9.64B raised in 2015, up 37% over 2014 and biggest annual $ haul since 2007. 370 financings is back to 2007 levels and continues trend of a polarization of capital into fewer companies

Haves vs. Have-nots. The top 10 financings of last year took nearly a quarter of all the money raised, a significantly bigger share than back in 2007 and a portion that has been growing.

The Changing Investor Landscape



Entrepreneurs need additional support and resources in the early stages

Source: The view beyond venture capital
Dennis Ford & Barbara Nelsen

Innovation Services: MassCONNECT

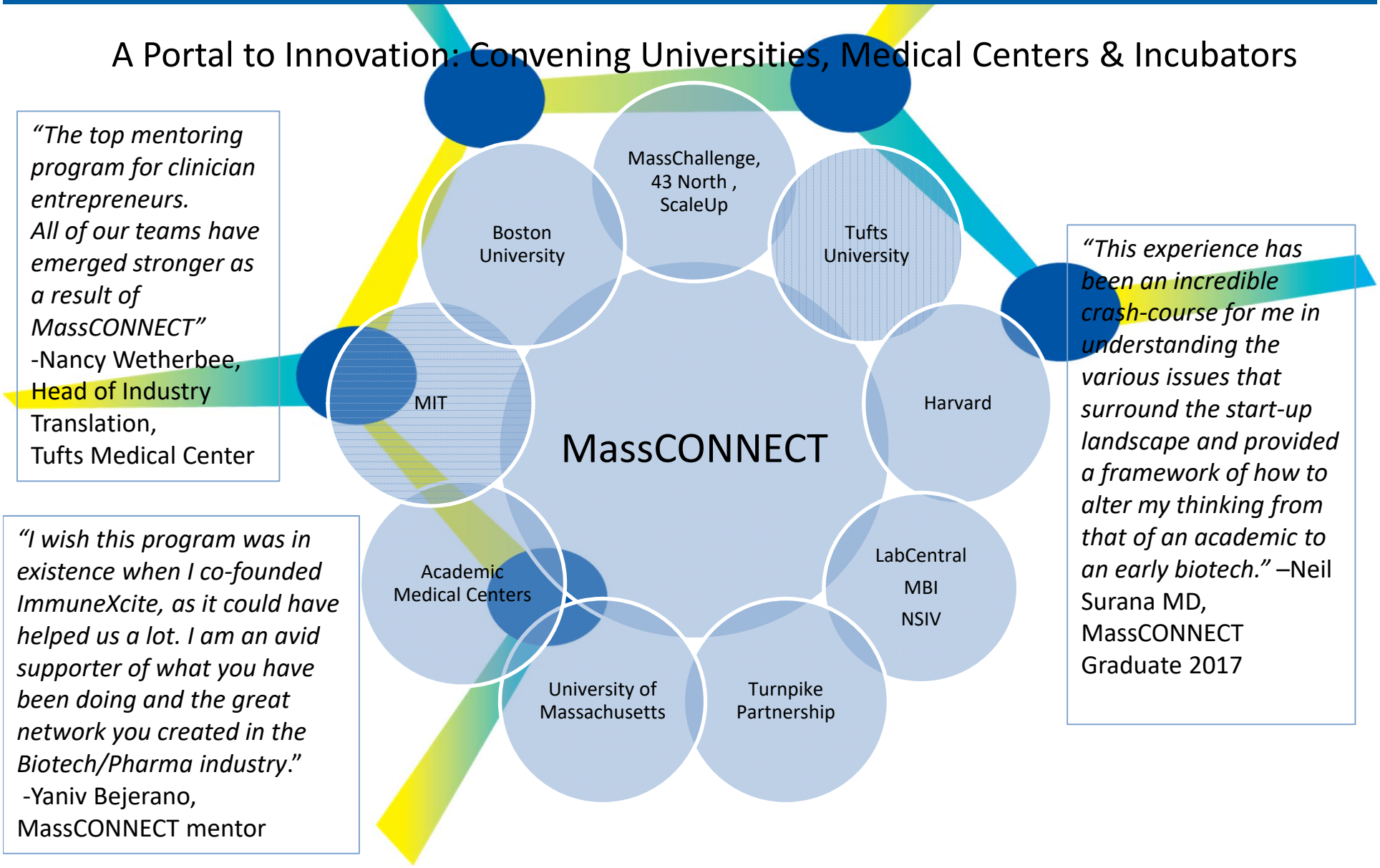
- **Two month mentorship program for Tx, Med Device, Dx, & digital health**
- **MassCONNECT matches entrepreneurs with veteran business, science, and legal mentors**
- **Teams of entrepreneurs and mentors:**
  - **define value proposition & commercial strategy**
  - **create industry pitches**
  - **build professional networks**
- **No charge to participate**
- **No equity taken**
- **Accelerate innovation & support next-gen entrepreneurs**

MassCONNECT

A Portal to Innovation: Convening Universities, Medical Centers & Incubators

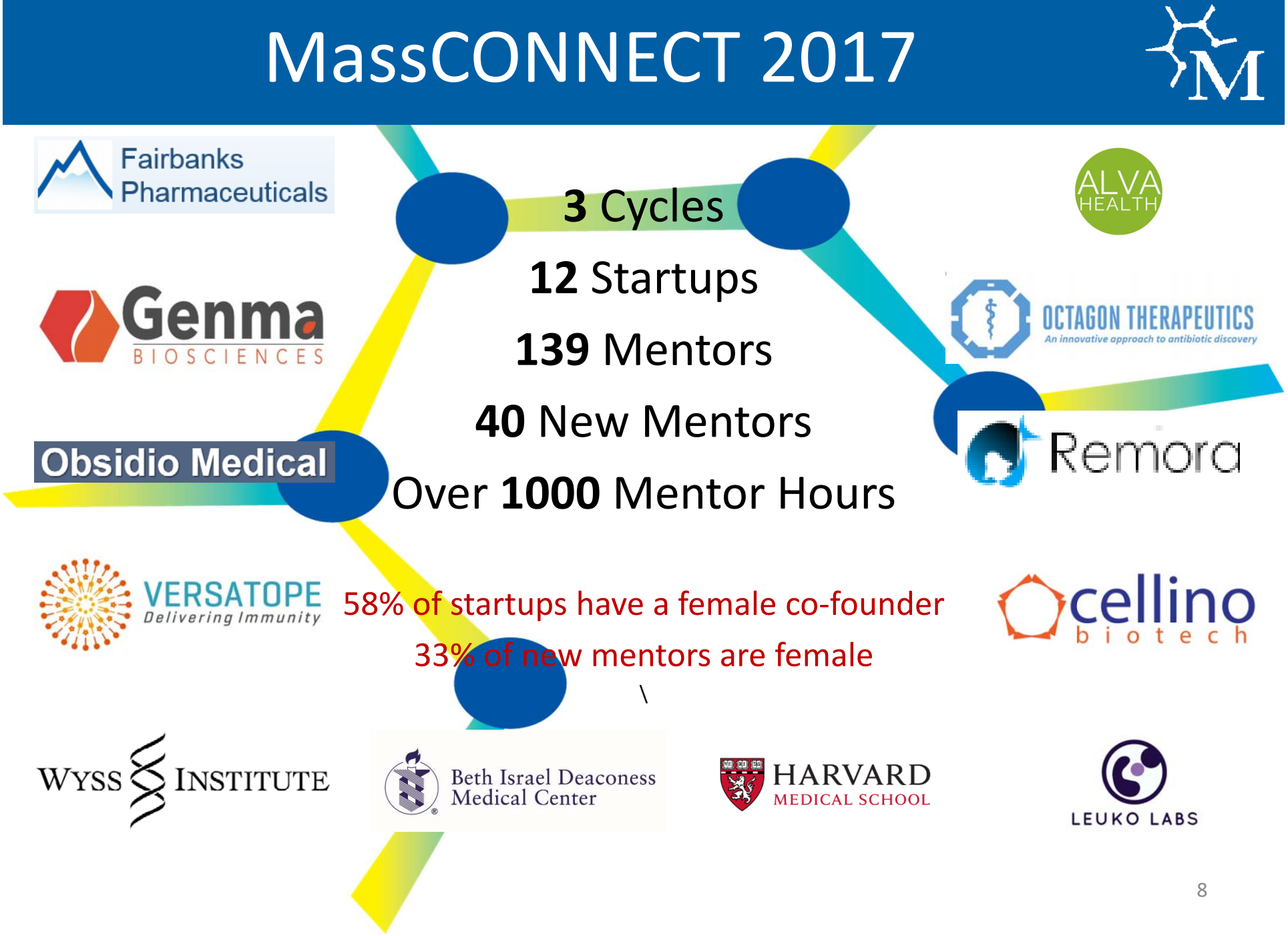
"The top mentoring program for clinician entrepreneurs. All of our teams have emerged stronger as a result of MassCONNECT"
-Nancy Wetherbee, Head of Industry Translation, Tufts Medical Center

"I wish this program was in existence when I co-founded ImmuneXcite, as it could have helped us a lot. I am an avid supporter of what you have been doing and the great network you created in the Biotech/Pharma industry."
-Yaniv Bejerano, MassCONNECT mentor



"This experience has been an incredible crash-course for me in understanding the various issues that surround the start-up landscape and provided a framework of how to alter my thinking from that of an academic to an early biotech." –Neil Surana MD, MassCONNECT Graduate 2017

MassCONNECT 2017



3 Cycles

12 Startups

139 Mentors

40 New Mentors

Over **1000** Mentor Hours

58% of startups have a female co-founder

33% of new mentors are female

ALDATU BIOSCIENCES
Xperii
IOMICS INTELLIGENT ANALYTICS
VERSATOPE DELIVERING IMMUNITY
DISEASE DIAGNOSTIC GROUP
CELLANYX DIAGNOSTICS PREDICTIVE SOLUTIONS FOR QUALITY CARE
HelixNano MAKING DNA INTELLIGENT
BOSTON 3T Biotechnologies
Biomille TECHNOLOGIES
MyoSyntax
Cocoon BIOTECH INC
GEL4MED
tanse
AblaCor™ Advancing Cardiac Ablation
PanTher Therapeutics
CHESTNUT PHARMACEUTICALS Our goal is to cure cancer metastasis
ONCOLINX
NIVARTA
Angiex
confer
BRAINSPEC
RESILIENCE
glucowise
aE
pharogen
blue therapeutics
Dover Lifesciences
NyaCell Therapeutics
EXTEND BIOSCIENCES
SOFREGEN MEDICAL
NOVOPYXIS
PIPER
LuminaCare solutions
PathoVax
PLATELET BIOGENESIS
RIPARIAN PHARMACEUTICALS
WntRx
Brain Backups
ReviveMed
UrSure inc.

The MassCONNECT Multiplier

	Total Funds Raised	FTEs	Partnerships
Pre-MassCONNECT:	$6.2M	62	6
Post-MassCONNECT:	$87.5M	161	47

MassCONNECT startups have won 8 LabCentral Golden Tickets from Amgen, J&J, Novartis, Millipore Sigma & BMS

Data sourced from 38 of 55 graduate companies as of 12/11/17

Upcoming MassBio Events

<u>MassCONNECT Cycle 1 2018 – now recruiting</u>

Policy Breakfast, January 24th

Rare Disease Day, February 28th

MassCONNECT Spring Kickoff, March

MassBio Annual Meeting, March 22nd and 23rd

Convergence Conference with AdvaMed & MDG , May

MA Pavilion at BIO, June 4th – 7th

Contact Us to Learn More

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