



## Executive Summary



**LIFE SCIENCE NATION**

Connecting Products, Services & Capital

Companies encounter significant challenges in securing funding and forming partnerships in the competitive life sciences landscape. Life Science Nation (LSN) is a vital resource, guiding firms through every stage of their journey, from seed funding, through Series A-E, to commercialization or exit. LSN doesn't just connect innovative companies with capital and licensing partners; it provides comprehensive support tailored to each growth stage. LSN empowers life science companies to navigate each stage of their growth journey successfully. LSN's ecosystem addresses these challenges, offering tailored support for each stage of development:

Seed and Series A	Series B and C	Series D and E	Commercialization or Exit
Overcoming initial fundraising hurdles and establishing credibility.	Scaling operations and expanding market presence.	Securing significant capital for clinical trials or market expansion.	Facilitating strategic partnerships and market positioning.

The journey begins with a stark reality: many scientist-entrepreneurs emerging from academia lack essential business skills and underestimate the time and resources needed to prepare and execute a fundraising or partnering campaign. This gap, compounded by outdated entrepreneurial training in global accelerators and incubators, hinders their ability to secure funding and partnerships.

A critical disconnect exists between traditional pitch preparation and the realities of preparing and launching a long-term fundraising and licensing partner campaign. The industry's focus on polished 30-minute presentations falls short of equipping companies for the marathon of a 9–18-month partnering campaign.

This misalignment significantly contributes to the high failure rate among life science entities, ultimately resulting in fewer treatment options and cures for patients. LSN changes this dynamic with its partner-centric products and services that combine entrepreneurial education, sourcing and matching of strategic partner candidates through a curated global database, and LSN's Redefining Every Stage of Investments (RESI) global partnering events.



### LSN Is a Unique Funding & Partnering Vehicle

[Life Science Nation \(LSN\)](#) has built a global superstructure for sourcing and funding that features global technology assets, investors, and licensing partners seeking them. The international ecosystem consists of life science buyers and sellers, each with curated data profiles that are “matched up” based on the stage of development and product at LSN's dedicated worldwide



partnering events or with the aid of the LSN's investor, licensing partner and innovator databases for supporting fundraising. This one-of-a-kind partnering ecosystem is unique because it is cross-domain, serving the silos of Drugs, Devices, Diagnostics, and Digital Health (the 4Ds), as well as R&D Tools, Services and AI. This holistic partnering superstructure has various components consisting of the following:

- Life Science Databases: LSN curates two commercial databases: a buy-side of 10 categories of 3500 global early-stage investors and a sell-side of over 64,000 global technology assets.
  - [LSN Investor Database](#): A life-science-specific investor and licensing partner database available to scientist-entrepreneurs raising capital, which organizes present and future-looking investor data collected and curated by LSN's Investor Research team
  - [LSN Business Development Database](#): A life science company database covering emerging "4D" company profiles, product pipelines, licensing opportunities, financing rounds, technologies, licensing deals, and management contact details.
  - LSN Salesforce Internal Database: Consisting of 15,000 start-up companies, from under-the-radar to later stage companies. These firms range from freshly minted companies with technology transfer agreements from academia that have received non-dilutive government, regional, or impact funding and are now seeking their seed funding, all the way through Series A, B, C, D, and E rounds.
- Partnering Event
  - LSN created the world-renowned [Redefining Every Stage of Investments \(RESI\)](#) Conference Series, an established go-to partnering event series for scientist-entrepreneurs, fundraising CEOs, and the investors and collaboration partners who seek them. RESI has five events that take place worldwide, spanning North America, Europe, and Asia, with support from governmental agencies and regional international tech hubs, Incubators, and accelerators.
  - RESI partnering events are held in concert with J.P. Morgan Healthcare Conference Week in San Francisco in January, with regional partner Biocat in Barcelona, Spain, in April, alongside BIO International in June, LSN's home base, Boston, in September, and London in December, with regional partner One Nucleus.
- The [LSN Labs Accelerator](#) facilitates the migration of elite international start-up companies, that have not yet left their region, into the global capital arena using the LSN ecosystem. There is a formal, open program for start-up CEOs to receive preparation in organizing and executing a global partnering and fundraising campaign. LSN Labs offers workshops, seminars, classes, and a curriculum that prepares international companies for global fundraising and fully integrates them into LSN's global partnering network.