



LSX | NORDIC CONGRESS

BIOTECH · HEALTHTECH · MEDTECH

INTERNATIONAL STRATEGY,
INVESTMENT, PARTNERING AND DEAL
MAKING FOR NORDIC LIFE SCIENCE
EXECUTIVE LEADERS

4th Annual Conference

6-17 September 2021
Virtual

www.lsxleaders.com/nordic
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Created by



The network
for life science
executive leaders

What is it and who is it for?



The LSX Nordic Congress is the leading senior executive strategy, investment and partnering conference for the Nordic region, designed to connect life science and healthcare industry leaders and bring international investment and strategic partners to further the growth, development and internationalisation of Nordic life science and healthcare innovation.

The Nordic countries have long been a world-class hub for scientific and technological innovation. The LSX Nordic Congress is designed to showcase this innovation, both of the region's industry leaders but also of the latest life sciences start-ups and technology innovators driving the future of healthcare, and facilitate greater international investment, strategic partnerships and collaboration with global expertise.

Why Attend?

- ① **Hear from industry leading life science and health technology businesses**, investors, pharma and commercial leaders discussing the growth and internationalisation of the Nordics and where the region is leading the way in the future of healthcare
- ② **Connect with leading regional and international investors** and strategic partners to secure your next deal or that crucial next round of investment with two full weeks of 1:1 video partnering
- ③ **Interact with your peers in one of our unique curated CEO Forums** - for publicly listed and growth stage biotechs, startup biotech and medtech companies, or healthtech innovators - to hear pertinent case studies, get expert regional and international advice, and discuss strategies to drive your business and the sector forward.
- ④ **Showcase your business, science, technology or latest company updates** to qualified investors and strategic partners with our Inv€\$table showcase sessions – highlighting the best in Nordic life sciences innovation, and bring the core team with the company showcase pass.
- ⑤ **Join our interactive expert-led workshops** to understand in-depth how to hone your clinical your business strategy or prepare your business for its next stage of development.
- ⑥ **Network with life science CxOs**, international investors and key partners - Connect with Purpose.

Host Partner



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Supporting Partners



Event at a Glance

Monday 6 September	DAY 1 Tuesday, 7 September	DAY 2 Wednesday, 8 September	Thursday 9 September - Friday 17 September
<div></div> <div>9.00-17.00 CET</div>	<div>Live Content</div> <div>9.00-17.00 CET</div> <div>Keynote presentations, discussion panels and debates from industry leaders and local and international investors, pharma and key industry stakeholders.</div>		<div>All Content On-Demand</div>
	<div></div> <div>11.00-12.45 CET</div>	<div></div> <div>13.00-14.15 CET</div>	
	<div></div> <div>14.00-15.45 CET</div>	<div></div> <div>15.00-16.45 CET</div>	
	Qualification criteria apply.		
<div>1:1 Partnering</div> <div>Two fulls weeks of international video partnering! Partnering system goes live on August 25th</div>			
<div>On-Demand Company Showcases</div> <div>Company showcase videos hosted online from August 25th when partnering system goes live.</div>			

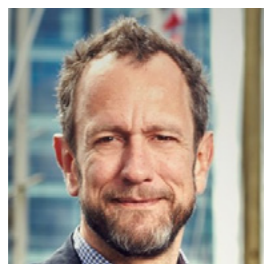
Meet the Speakers

 Jan Bart Hak Head Medical Device Department, ProPharma Group	 Chris Cadman Senior Associate, Potter Clarkson	 Magnus Björnsne CEO, AZ BioVentureHub	 Carsten Barring Head of Listings & Capital Markets, Nasdaq Copenhagen	 Søren Bregenholt CEO, Alligator Bioscience
 Stephan Christgau Managing Partner, Eir Ventures	 Magnus Corfitzen CEO, Ascelia Pharma	 Joe Coveney VP Corporate Services, OTC Markets Group	 Don DeBethizy Director, Argenx	 Anna-Karin Edstedt Bonamy CEO, Doctrin
 Roger Franklin Partner, Hadean Ventures	 Miriam Frieden VP S&E, Novo Nordisk	 Matt Gehl Partner, Covington	 Jonathan Gertler MD BioVentures MedTech Funds; CEO, Back Bay Life Science Advisors	 Jonas Jendi Investment Director & Head of Analysis, Industrifonden
 Tim Damgaard Christensen Managing Partner - Denmark, MedTech Bridge	 Petrina Knowles Gjelstrup SVP People & Organisation, Novo Holdings & The Novo Nordisk Foundation	 Benny Sorensen CEO, Hemab	 Adam Kostyal SVP, Nasdaq	 Marianne Larsson Director, HealthTech Nordic

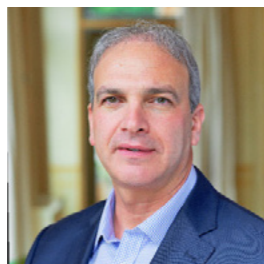
Meet the Speakers



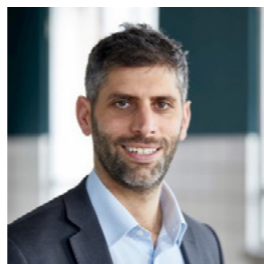
Peter Legind-Hansen
Managing Director,
Nasdaq Copenhagen



Søren Lemonius
Managing General
Partner, Sunstone Life
Science Ventures



Rami Levin
CEO, Saniona



Jonathan Tobin
Investment Director,
Brandon Capital
Partners



Renee Aguiar-Lucander
CEO, Calliditas
Therapeutics



Anders Martin-Löf
CFO, Oncopeptides



Karen McGurk
Executive Director
Transactions, MSD



Inka Mero
Founder & Managing
Partner, Voima
Ventures



Stine Mølgaard
COO & Co-founder,
Radiobotics



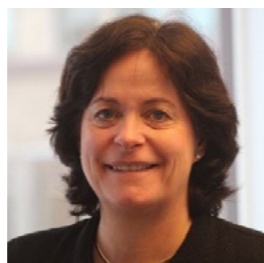
Søren Møller
Managing Partner,
Novo Seeds



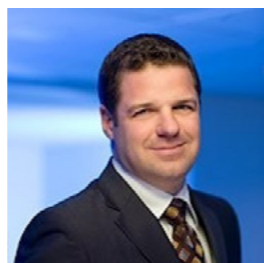
Jacob Nyberg
Managing Partner,
Wildecø



Klementina Österberg
CEO, GU Ventures



Gunilla Oswald
CEO, BioArctic



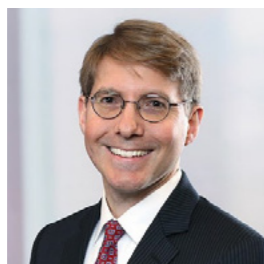
Jesper Ottergren
Partner, Vinge



Tony Proctor
Partner, Potter Clarkson



Richard Reschen
Associate Director
Business Development,
MSD



John Rudy
Partner, Mintz



Viktor Siewertz
CFO, IRLAB



Lena Soderstrom
Corporate Chair/Board
Member to Life Science
Companies

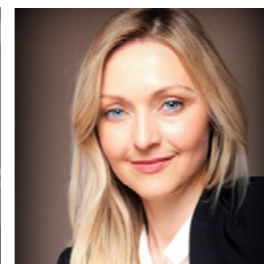


Bobby Soni
CBO, BII

Meet the Speakers



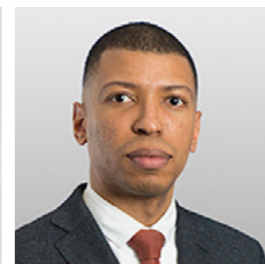
James Stamatis
Vice President, Head of
Business Development
and Acquisitions,
AbbVie



Ingrid Teigland Akay
Managing Partner,
Hadean Ventures



Nathalie ter Wengel
European Lead
Worldwide Business
Development, Pfizer



Brandon Thompson
Special Counsel,
Covington



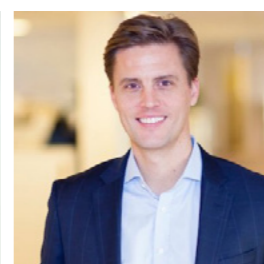
Tobias Thornblad
CEO, MS&C Nordics



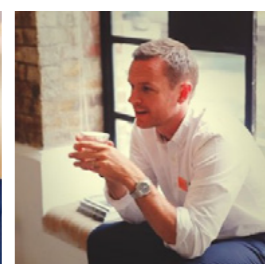
Martin Welsch
CEO, BioInvent



Jenni Nordborg
Head of the Office
for Life Sciences,
Government Offices
Sweden



Karsten Dalgaard
Senior Partner,
McKinsey & Company



Ian Coyne
Consulting Partner,
Coulter Partners



André Sode
CEO, Liva Healthcare



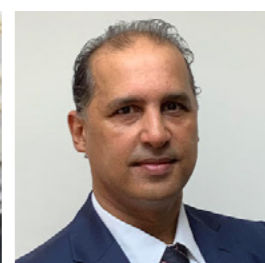
Niels Erik Holm
Executive Advisor,
Reapptix



Tahera Kan
VP Early Innovation
Partnering, Johnson
& Johnson Innovation,
Johnson & Johnson



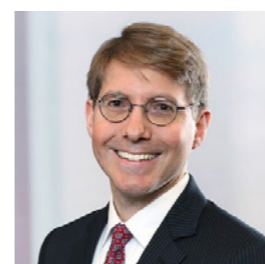
Eric Teder
Country Manager
Sweden, Doktor.se



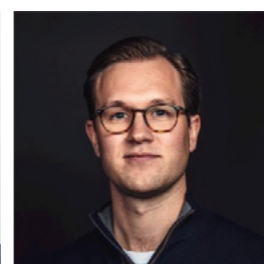
Luke Gill
VP Clinical
Development Services,
TFS HealthScience



Nikolaj Sørensen
CEO, Orexo



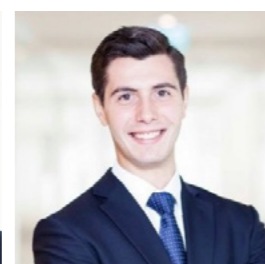
John Rudy
Partner, Mintz



**John Drakenberg
Renander**
CEO, Alex Therapeutics



David Bejker
CEO, Affibody



Pavel Gongora
Associate Partner,
McKinsey & Company



**Keld Flintholm
Jørgensen**
EVP & CBO, Lundbeck

Meet the Speakers



Chris Jeffers
Partner, Mintz



Jeremy McCrohan
Head of Investor Relations, Norway Healthtech



Christine Lind
VP Commercial, NDA Group



Mark Laurenzo
Business Development Manager, Iowa Economic Development Authority



Marius Halvorsen
Head of Investment Banking, Arctic Securities



Christer Månsson
Business Development Manager, Healthtech Nordic

IPO Bootcamp - Mon 6th Sept

In line with our mission to support funding, financing and deal-making in the sector, LSX is again teaming up with some of the region's foremost experts, advisers, bankers and consultants to help CEOs and CFOs navigate the how, what, where and when of a successful Nordic IPO. The Bootcamp is being run virtually on 6 September as a pre-day to the 4th annual LSX Nordic Congress which is being delivered virtually from 6-17 September.

The Nordic IPO Bootcamp is an invitation-only 1-day workshop, conference and series of 1:1 meetings. It provides CEOs and CFOs of life science companies contemplating an IPO on Nasdaq Nordics a unique opportunity to come together for a series of frank and open discussions with peers and advisors. Also featuring a case study from an executive who has recently been through the IPO process, candidates then have have a schedule of tailored, 1:1 consultations with the leading experts, advisers, bankers and consultants needed for a successful listing.

There are qualifying criteria and very limited places. If you would like to receive an invitation to attend please email josh@lsxleaders.com.

Co-hosted by:



Agenda

All times in CET (EET = +1hr / BST = -1hr / EST = -6hr)

09:00	Presentation: The Current State of the Nordic IPO Market
09:20	Roundtable: Determining and Defining Your IPO Strategy
10:00	IPO Case Study Viktor Siewertz , CFO, IRLAB
11:00	1:1 Expert Consultations: Over Zoom Calls
17:00	Close

Agenda - Tues 7th Sept

All times in CET (EET = +1hr / BST = -1hr / EST = -6hr)

09:00	<div>LSX Welcome Address</div> <div>Josh Dance, SVP, LSX</div>
09:10	<div>Keynote Presentation: How Nasdaq Nordics Markets are Driving Growth Capital for Nordic Life Sciences</div> <div>Adam Kostyál, SVP, Nasdaq</div>
10:00	<div>Keynote Panel: Nordic Life Sciences, Further Globally Recognised – What’s Next for the Thriving Ecosystem?</div> <div>Whilst a challenging year for many reasons, 2020 felt like a step change for the Nordics, putting an already attractive region even more firmly on the map. A number of companies passed significant private and public fundraising, clinical and company development milestones, and these positives stories continued through into 2021. While the life sciences and healthcare industry was put ever-more under focus, in the Nordics particularly the increased capital flow and interest from international investors, pharma and other key stakeholders interested in playing their part to continue to build the maturing Nordic ecosystem was clear to see. What is next for the sector as a whole and how are these companies planning to grow, develop and internationalise further?</div> <div><div><div>Stories of success in a time of isolation – how have companies passed key milestones while connections are harder?</div><div>Which models have been adopted for building companies – local and organic growth vs. more rapid global expansion?</div><div>What next for the Nordic regions next-wave life science leaders?</div></div><div>Anders Martin-Löf, CFO, Oncopeptides Martin Welschof, CEO, BioInvent Renee Lucander, CEO, Calliditas Therapeutics Moderator: Josh Dance, SVP, LSX</div></div>
11:00	<div>Presentation & Panel: Success in Investment in the Nordics and Europe – Time to Recalibrate?</div> <div>While challenges, opportunities and focus areas for investment are often discussed at length, what does analysis of key wider industry trends tell us about the true dynamics of European life sciences investment, and how it’s changing? Leading Nordic and European investors discuss what learnings can investors and companies alike take from key investment metrics.</div> <div><div><div>Do ever-increasing larger financing rounds really mean venture multiples talked about are a realistic outcome in European life sciences investments?</div><div>How dependent is the European life sciences venture capital dependant on well-functioning public markets? How useful is it to benchmark with the US system?</div><div>With increased US capital into early-stage European life sciences, will these dynamics shift?</div><div>When do PIPEs and VCs making investments in public companies make sense, for the companies and investors? Is this an untapped opportunity for the large cohort of public Nordic life sciences companies?</div></div><div>Søren Lemonius, Managing General Partner, Sunstone Life Science Ventures Søren Møller, Managing Partner, Novo Seeds Ingrid Teigland Akay, Managing Partner, Hadean Ventures Moderator: Tony Proctor, Partner, Potter Clarkson</div></div>
13:00	<div>Masterclass: How to Optimize Biotech Drug Development Delivery Strategy</div> <div>Strategic partnerships now play an increasing role in transforming the drug development process. A more structured, yet tailored approach combines acceleration with improved quality and compliance and allows for better insights and decision making. Effective partnerships are those that fit with both party’s needs, at the right times, and in the most suitable way, and this is key to the biotech’s success. This session presents a case study and lessons that can be learned from the effective collaboration along the drug development journey between a CRO and a biotech company.</div> <div>Luke Gill, VP Clinical Development Services, TFS HealthScience David Bejker, CEO, Affibody</div>

14:00	<div>Panel: Leading European Healthtech Innovation – Investment, Expansion and Internationalisation</div> <div>While the wider European healthtech market is booming, the Nordics has become a frontrunner in digital innovation in healthcare. Nordic digital health and healthtech innovation is gaining massive traction and attracting major investment. What has been key to this success and what is needed to secure the region as a globally competitive digital health innovation hub?</div> <div><div><div>How has the Nordic region built such an innovative an internationally competitive digital ecosystem?</div><div>Investment trends in the healthtech – will the capital keep flowing, and what do investors need to see to fund the next generation of innovation?</div><div>What are the next steps for the regions leading healthtech businesses in further expansion and internationalisation?</div></div><div>Anna-Karin Edstedt Bonamy, CEO, Doctrin André Sode, CEO, Liva Healthcare John Drakenberg Renander, CEO, Alex Therapeutics Eric Teder, Country Manager Sweden, Doktor.se Moderator: Jeremy McCrohan, Head of Investor Relations, Norway Healthtech</div></div>
15:00	<div>Presentation: Global Registrations – Synergies Between US and Europe Medical Device Registration</div> <div><div><div>Planning your development activities so that documentation and generated data can be used in submissions</div><div>Key considerations when planning FDA submission straight from CE mark</div><div>Which first? Pros and cons of targeting FDA approval or CE mark first</div><div>With FDA approval in place, what can be recycled for CE mark?</div><div>An integrated look at clinical strategy to fulfil RA needs in both EU and US</div></div><div>Jan Bart Hak, Head of Medical Device Department, ProPharma Group</div></div>
15:30	<div>Presentation: Opportunities In Iowa’s Onehealth Sector - Location Advantages For Nordic And European Companies In The Midwest</div> <div>Building a US presence at the right time is key for growing and internationalising European businesses. One Health is the integrative effort of multiple disciplines working locally, nationally, and globally to attain optimal health for people, animals, and the environment. Together, the three make up the One Health triad, and the health of each is inextricably connected to the others. Understanding and addressing the health issues created at this intersection is the foundation for the concept of One Health. The State of Iowa is well positioned, both, from a geographic as well as institutional and infrastructure position, to help businesses grow in this sector. This presentation will highlight:</div> <div><div><div>Iowa’s assets in promoting the concept ‘One Health’</div><div>Location advantages for companies planning to expand in the Midwest</div><div>IEDA assistance and support programs</div></div><div>Mark Lorenzo, Business Development Manager, Iowa Economic Development Authority</div></div>
16:00	<div>Panel: Preparing for and Executing Successful Cross-Border Transactions</div> <div>Life sciences is a global industry and cross-border deals are often critical for growth and internationalisation plans. Scientific, market, structural and cultural challenges are all key considerations in successful licencing, partnering or M&A deal across borders. Executives explore the optimal means of preparation of materials, readiness with relevant data and planning, as well as the pitfalls in these critical endeavours.</div> <div><div><div>Starting dialogues and creating partnerships - what needs to be in place, anticipated and planned early to be successful?</div><div>What are the most common challenges and pitfalls companies face in executing transactions and international partnerships?</div><div>Europe, the US and beyond – building a long-term global strategy</div></div><div>Nathalie ter Wengel, European Lead Worldwide Business Development, Pfizer Søren Bregenholt, CEO, Alligator Biosciences Gunilla Oswald, CEO, BioArctic Magnus Corfitzen, CEO, Ascelia Pharma Moderator: Greg Benning, Managing Director, Back Bay Life Science Advisors</div></div>
17:00	<div>Video Networking Reception</div>

Agenda - Wed 8th Sept

All times in CET (EET = +1hr / BST = -1hr / EST = -6hr)

09:00	<div>LSX Welcome Address</div> <div>Josh Dance, SVP, LSX</div>
09:10	<div>Keynote Presentation: Driving the Next Wave of Biotech Innovation in the Nordics</div> <div><div><div><div></div></div><div>Realising ongoing success - how Nordic biotech is performing extremely well in the international context</div></div><div><div><div></div></div><div>What are some of the barriers holding the Nordics back, meaning it is punching below its weight and potential?</div></div><div><div><div></div></div><div>Where is the next wave of Nordic biotech innovation coming from and where are we heading?</div></div></div> <div>Karsten Dalgaard, Senior Partner, McKinsey & Company Pavel Gongora, Associate Partner, McKinsey & Company</div>
10:00	<div>Keynote Panel: Growth Capital - To List Or Not To List? That Is The Question</div> <div><div><div><div></div></div><div>The relatively early public listing of Nordic life science companies in their financing and clinical development is common, driven by the need for growth capital which was not always available from specialist VCs, and a strong retail investor base in the region. But with more local funds, greater international attention and investment, and a globally booming healthcare sector, the market for private growth capital has arguably never been stronger. On the flipside, 2020 and 2021 has seen a large number of public fundraises for life science companies, particularly on the Swedish market, proving a strong interest from institutional investors and availability of capital for the right companies. A multi-stakeholder panel discusses this critical dynamic in the Nordic market</div></div></div> <div><div><div><div></div></div><div>Despite a marked recent improvement, is there enough local and international private growth capital in Nordic life sciences?</div></div><div><div><div></div></div><div>When should companies consider listing and what challenges does going public too early cause later in a company's life?</div></div><div><div><div></div></div><div>How efficiently are the growth and main market systems working?</div></div></div> <div>Stephan Christgau, Managing Partner, Eir Ventures Adam Kostyal, SVP, Nasdaq Lena Soderstrom, Chair, InfiCure Jonas Jendi, Investment Director & Head of Analysis, Industrifonden Moderator: Don DeBethizy, Director, Argenx</div>
11:00	<div>Presentation and Panel: Leading the Way, But Work Still to be Done? Diversity and Gender Balance in the Nordic Life Sciences Ecosystem</div> <div><div><div><div></div></div><div>The Nordic countries lead the way in terms of gender equality and diversity. In life sciences, the backing of female-led businesses and women in VC , this leadership role does broadly seem to translate. What is being done right in the Nordics and what can other countries learn from this relative success? How far is there still to go in creating a truly equitable life science ecosystem in the region?</div></div></div> <div><div><div><div></div></div><div>On the right path, but not there yet – which national or organisational policies and practices are successful models for addressing gender imbalance?</div></div><div><div><div></div></div><div>How can ongoing challenges be addressed practically by companies and investors when backing businesses, building management teams and selecting boards?</div></div><div><div><div></div></div><div>To what extent are talent and wider industry experience issues a challenge in the Nordics? How can these be addressed and how can more international experience be attracted to the Nordic region?</div></div></div> <div>Roger Franklin, Partner, Hadean Ventures Inka Mero, Founder & Managing Partner, Voima Ventures Petrina Knowles Gjelstrup, SVP People & Organisation, Novo Holdings & The Novo Nordisk Foundation Ian Coyne, Consulting Partner, Coulter Partners Jenni Nordborg, Head of the Office for Life Sciences, Government Offices Sweden</div>

12:00	<div>Panel: Expediting Translation of Innovation: Evolving Business Models for Academia, Industry and Investment Partnerships</div> <div><div><div><div></div></div><div>The speed and diversity of innovation in healthcare continues grow and business models continue to evolve. Alongside research institutions becoming more advanced in the way they look at translating innovation, pharma and investors are increasingly looking earlier for great science and technology and incubators and accelerators are supporting entrepreneurs and earlier stage companies more than ever before. A multi-stakeholder panel discusses translation of innovation from the Nordics, and what lessons can be learned from partnerships and how other countries and regions are trying to speed up the process of getting the latest advancements from academia to industry.</div></div></div> <div><div><div><div></div></div><div>What are some examples of successful business models which are working and are the keys to their success?</div></div><div><div><div></div></div><div>How much will venture creation models be a part of the future funding dynamic?</div></div><div><div><div></div></div><div>A lot of momentum has been building in this early stage translation, how can this be maintained?</div></div><div><div><div></div></div><div>How can the Nordic region work with international partners to attract more early stage investment, and more pharma interest?</div></div></div> <div>Bobby Soni, CBO, BII Richard Reschen, Associate Director Business Development, MSD Magnus Björsne, CEO, AZ BioVentureHub Klementina Österberg, CEO, GU Ventures Jonathan Tobin, Investment Director, Brandon Capital Partners</div>
13:00	<div>Masterclass: Biotech Valuations as Preparation for out-Licensing and Investment</div> <div><div><div><div></div></div><div>Biotechnology often offers a promise of future success but knowing it can take years and needs proper planning to determine how the effort and expense will translate into returns. In this 45-minute interactive workshop, held in a Zoom breakout room, experts will explore the key considerations around biotech valuations when preparing for out-licencing deals for specific assets, considering a public listing or when raising a next round of financing.</div></div></div> <div><div><div><div></div></div><div>Why every biotech should create a valuation model</div></div><div><div><div></div></div><div>Common mistakes in valuations and how to avoid them</div></div><div><div><div></div></div><div>Gaining the upper hand in negotiations</div></div></div> <div>Tobias Thornblad, CEO, MS&C Nordics</div>
14:00	<div>Panel: Increasing Capital, Competition and a Cultural Shift - Are Win-Win Deals Harder Than Ever?</div> <div><div><div><div></div></div><div>With increased capital flow, and companies looking to go further with longer term aspirations, is the pharma deal-making landscape getting tougher? With more competition than ever before, better funded companies and higher valuations, is making win-win deals harder for international pharma? Pharma BD&L heads discuss how evolving industry and investment dynamics are impacting pharma's approach, and how Nordic innovation across the healthcare spectrum fits into their business development and deal-making strategies.</div></div></div> <div><div><div><div></div></div><div>The impact of evolving investment dynamics on pharma partnering and deal-making strategies</div></div><div><div><div></div></div><div>COVID as an accelerator – how dramatically has the pandemic affected pharma's partnering and deal-making strategies? Are deal analysis and reviews being done more quickly and efficiently and will this continue?</div></div><div><div><div></div></div><div>What challenges does the common trend of relatively early-listing of companies in the Nordics have on partnering and M&A deals?</div></div><div><div><div></div></div><div>What are Pharma looking for in Nordic science technology and innovation?</div></div></div> <div>James Stamatis, VP Head of Business Development and Acquisitions, AbbVie Miriam Frieden, VP Search & Evaluation, Novo Nordisk Karen McGurk, Executive Director Transactions, MSD Tahera Kan, VP Early Innovation Partnering, Johnson & Johnson Innovation, Johnson & Johnson Keld Flinholm Jørgensen, EVP & CBO, Lundbeck Moderator: Christine Lind, VP Commercial, NDA Group</div>

15:00	<p>Panel: A Global Trading Solution for Investors and Opportunity for Nordic Life Science Companies: Cross Trading on US OTC Markets</p> <p><i>Accessing US capital is, more often than not, a key strategic consideration for European life sciences companies. For publicly listed companies on European exchanges, this can be even more of a challenge - how can you make it easier for US investors to buy your stock?</i></p> <p><i>Cross-trading on an OTC market can solve this problem, providing access to US capital and liquidity, and provide a springboard for a future US listing. A great opportunity for companies to consider and understand as a route to capital, liquidity and US exposure, our expert panel discuss...</i></p> <ul style="list-style-type: none">· When should a company consider cross-trading? Benefits of access and exposure to American investors· The synergy between Nasdaq Nordics and OTC Market· How cross trading can increase volume and liquidity on your local exchange due to US investor access? <p>Nikolaj Sørensen, CEO, Orexo Joe Coveney, VP Corporate Services, OTC Markets Group Adam Kostyál, SVP, Nasdaq Marius Halvorsen, Head of Investment Banking, Arctic Securities Moderator: Josh Dance, SVP, LSX</p>
16:00	<p>Panel: Building Successful International Medtech – Investment, Planning and US Market Access</p> <p><i>The Nordic ecosystem has produced world-leading medtech businesses, and innovation in the space continues apace. Sooner or later, any ambitious medtech company is going to look to the US to build a footprint and eventually commercialise their products. Early planning, securing requisite investment and an ambitious mindset with the right partners is key to realising this vision. What are the keys to securing international investment, and a successful well planned internationalisation programme?</i></p> <ul style="list-style-type: none">· How can companies operationally bridge the gap and build an international footprint?· What renders companies successful and how does that drive success in securing international investment?· What do US investors look for when looking at a European medtech investment? <p>Jonathan Gertler, Managing Director, BioVentures MedTech Funds Stine Mølgaard, COO & Co-founder, Radiobotics Tim Damgaard Christensen, Managing Partner - Denmark, MedTech Bridge Niels Erik Holm, Executive Advisor, Reapplix Moderator: John Rudy, Partner, Mintz</p>
17:00	<p>Video Networking Reception</p>

Ancillary Sessions



Tuesday, 7 September 11.00-12.45 CET

Hosted by:



11:00	Welcome Remarks - LSX
11:05	<p>Overview Of The Nordic Healthtech Market's Development</p> <p>Marianne Larsson, Director, Healthtech Nordic Christer Månsson, Business Development Manager, Healthtech Nordic</p>
11:20	Q&A and Discussion
11:25	<p>Valuations And The Important Role Of A Healthy Intellectual Property Portfolio Plays For Healthtech Companies</p> <p><i>Intellectual property is typically one of the first asset classes a company will own, and in life sciences it can be one of the most valuable. However, in the early stages of building a company the value of intellectual property is often underestimated, which can impact on future valuations.</i></p> <ul style="list-style-type: none">· Common pitfalls encountered during intellectual property due diligence investigations for valuations· How these can be avoided so that companies can gain maximum commercial benefit from investment in R&D <p>Chris Cadman, Senior Associate, Potter Clarkson</p>
11:40	Q&A and Discussion
11:45	<p>Securing Successful Partnerships With Biotech And Pharma As A Healthtech Business</p> <p>John Drakenberg Renander, CEO, Alex Therapeutics</p>
12:05	Q&A and Discussion
11:25	<p>General Discussion. Topics to include:</p> <ul style="list-style-type: none">· Adoption and expansion across borders· Fundraising and capital flow in healthtech· Growth and development of the Nordic healthtech ecosystem
12:05	End Of Forum

Ancillary Sessions



Tuesday, 7 September 14.00-15.45 CET

Hosted by:



15:00	Welcome Remarks - LSX
15:05	<div>Key Legal Trends For Listed Companies 2021</div> <div><div><ul style="list-style-type: none">Recent and upcoming important changes to the regulatory frameworkMAR, related party transactionsExecutive remuneration, prospectuses</div><div>Erik Sjöman, Partner, Vinge</div></div>
15:20	Q&A and Discussion
15:25	<div>Key Success Factors In Accessing The US Market</div> <div><div><ul style="list-style-type: none">Accessing US capital (private and public)Building a US footprintDeal-making with US partners</div><div>Jonathan Gertler, Managing Partner and CEO, Back Bay Life Science Advisors</div></div>
15:40	Q&A and Discussion
15:45	<div>Internationalisation And Building A US Footprint</div> <div><div><ul style="list-style-type: none">The importance of boots on the ground and strategically building your presence in the USListing locally, listing in the US and expanding your investor baseKey success factors in building a transatlantic business</div><div>Rami Levin, CBO, Saniona</div></div>
16:05	Q&A and Discussion
16:10	<div>General Discussion. Topics to include:</div> <div><div><ul style="list-style-type: none">Public financing, growth and internaitonalising of Nordic biotechThe return to 'normal' business operationsAccessing the US market – public markets, partners, return to international meetings, roadshows and events</div></div>
16:45	End Of Forum

Ancillary Sessions



Wednesday, 8 September 13.00-14.15 CET

Hosted by:



US IPO Workshop: Multi-track Approaches to Going Public in the US	
<div>Companies considering going public in the U.S. are increasingly taking multi-track approaches, including SPAC transactions, traditional IPOs and, as a fallback, direct listings. There are pros, cons, challenges and efficiencies to each approach, which will be the focus of this workshop.</div> <div>Session led by:</div> <div>Matt Gehl, Partner, Covington</div> <div>Brandon Thompson, Special Counsel, Covington</div>	
13:00	<div>US IPO Workshop: Multi-track Approaches to Going Public in the US</div> <div><div><ol style="list-style-type: none">Overview of US IPO market trends and options for going publicMulti-track approaches to listing in the US<ul style="list-style-type: none">SPACsTraditional IPOsDirect ListingsKey considerations, benefits and challengesSpecific considerations for dual-listed companiesCase studies – successful European company IPOs on the US public marketsDiscussion and attendee Q&A</div></div>
14:15	Close

Ancillary Sessions



Wednesday, 8 September 15.00-16.45 CET

Hosted by:



15:00	<p>Welcome Remarks - LSX</p> <p>Moderator: Christine Lind, <i>VP Commercial, NDA Group</i></p>
15:00	<p>Capital Markets Overview: Proceeding With Cautious Optimism</p> <ul style="list-style-type: none">While the current market, both public and private, are strong in the sector, volatility shows the needs to be preparedTaking care and not taking current conditions for grantedEvolution of the ecosystem – new investors entering the space may be less risk adverse but not always with deep pockets and patient capitalPotential shifts in the market going forward <p>Carsten Borring, <i>Head of Listings & Capital Markets, Nasdaq Copenhagen</i> Peter Legind-Hansen, <i>Managing Director, Nasdaq Copenhagen</i></p>
15:10	<p>Q&A and Discussion</p>
15:20	<p>Accessing US Capital & Partners</p> <ul style="list-style-type: none">How and when to think about your US footprint and early commercial strategy?Securing US growth capitalHow upcoming economic changes and a potential slow down might affect financing strategies - particularly in the USIn a post-pandemic world with potentially less international travel, how can you connect and build networks with the right people? <p>Chris Jeffers, <i>Partner, Mintz</i></p>
15:35	<p>Q&A and Discussion</p>
15:45	<p>Successful Private Fundraising – Securing A Significant Transatlantic Series A</p> <ul style="list-style-type: none">The story of Hemab's \$55m series ASecuring investment led by Nordic (Novo Holdings, HealthCap) and US (RA Capital Management) investment leadersBuilding a local and US footprint <p>Benny Sorensen, <i>CEO, Hemab</i></p>
16:05	<p>Q&A and Discussion</p>
16:10	<p>General Discussion. Topics to include:</p> <ul style="list-style-type: none">How can private companies best prepare for the post-pandemic world?Building international success and securing international investment and partnersThe maturing Nordic ecosystem
16:45	<p>End Of Forum</p>

Showcases



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Industry Tickets	07-May	11-Jun	02-Jul	23-Jul	27-Aug	Final Price
Content Only (no 1:1 partnering)	Free	Free	Free	Free	Free	Free
Qualified Investor + 1:1 Partnering (1 exec)	Free	Free	Free	Free	Free	Free
Bio/Med/Health...Tech + 1:1 Partnering (1 exec)	€600	€725	€790	€840	€955	€1150
Bio/Med/Health...Tech + 1:1 Partnering (2 execs)	€800	€920	€970	€1035	€1150	€1385
Bio/Med/Health...Tech + 1:1 Partnering + Showcase (3 execs)	€1035	€1150	€1300	€1495	€1615	€1730
Pharma / Medtech Commercial Leader (up to 3 execs)	€800	€920	€970	€1035	€1150	€1385
All Services / Other	€1035	€1150	€1300	€1495	€1615	€1730

Book your tickets at www.lsxleaders.com/nordic

For enquiries contact:

Joe Knight
BD Manager
joe@lsxleaders.com
+44 (0) 203 637 5908

Why Sponsor?

The LSX Nordic Congress offers a limited, yet highly valuable number of opportunities for those that wish to raise their profile, enhance their brand, demonstrate thought leadership and access and engage with leaders across the region's life sciences ecosystem. We are presenting tremendous opportunities for top tier companies who would see the congress as a platform to:

- 1 **Demonstrate** thought leadership and position your organisation at the forefront of the life sciences and healthcare industry
- 2 **Educate** potential new clients and partners about your unique offering, service or solution
- 3 **Access** and develop meaningful relationships with decision makers
- 4 **Host** content sessions, panels or showcases to lead the discussion on an industry subsector
- 5 **Be seen** as an obvious partner of choice in your specific area of expertise
- 6 **Raise** your profile at the region's most senior life science conference

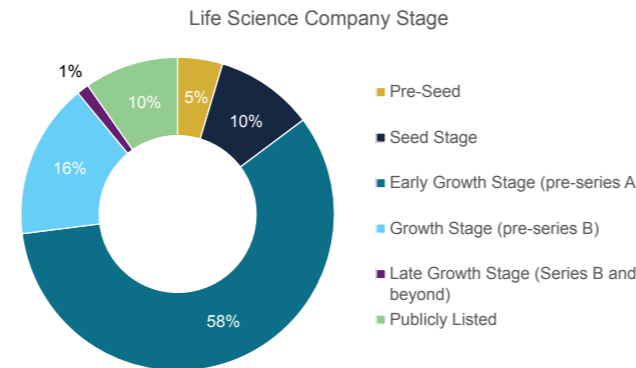
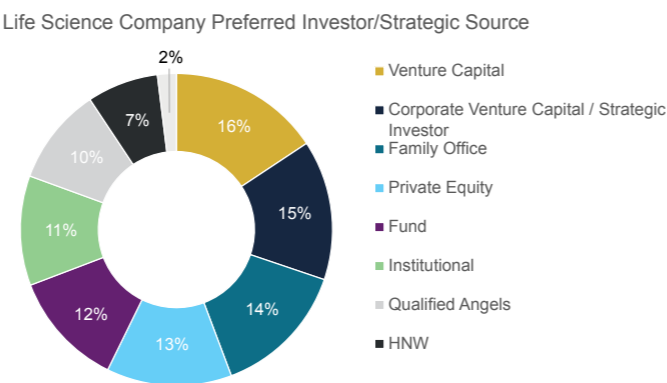
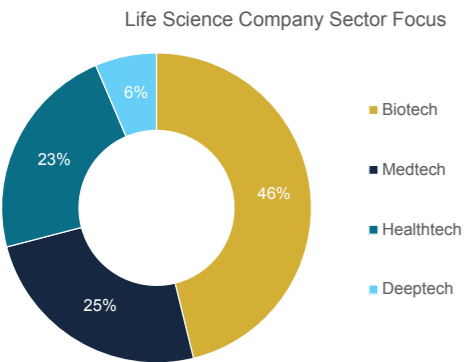
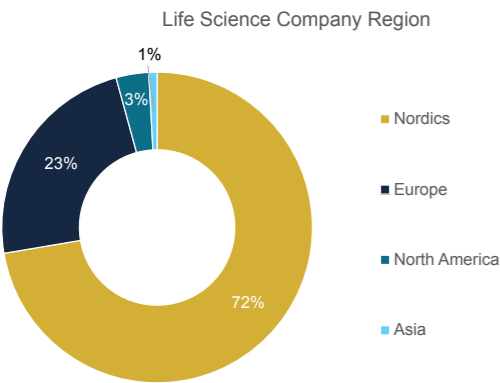
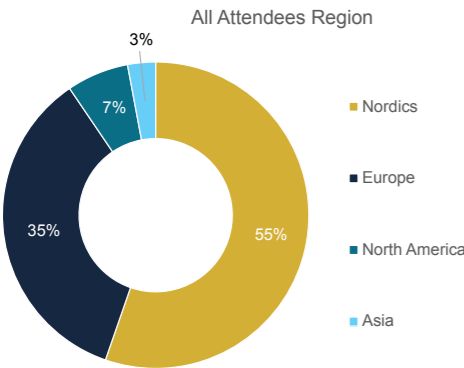
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Joe Knight, BD Manager,
Joe@lsxleaders.com
+44 (0) 203 637 5908

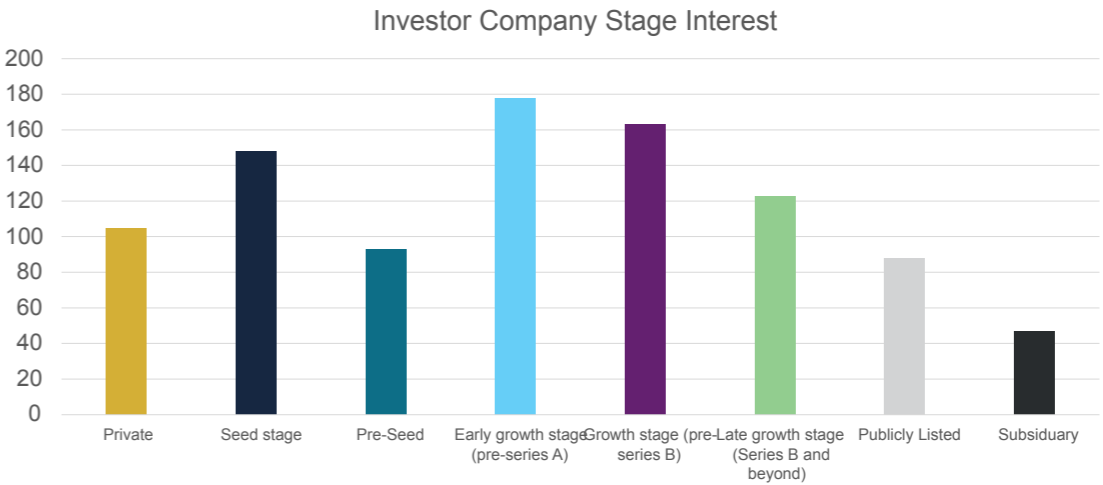
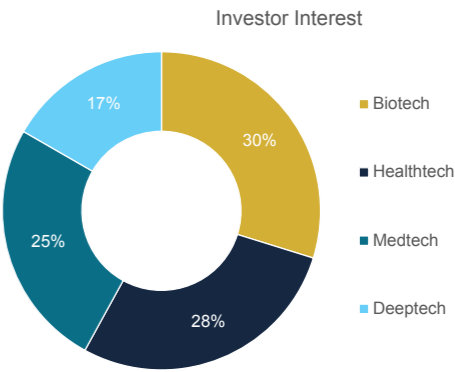
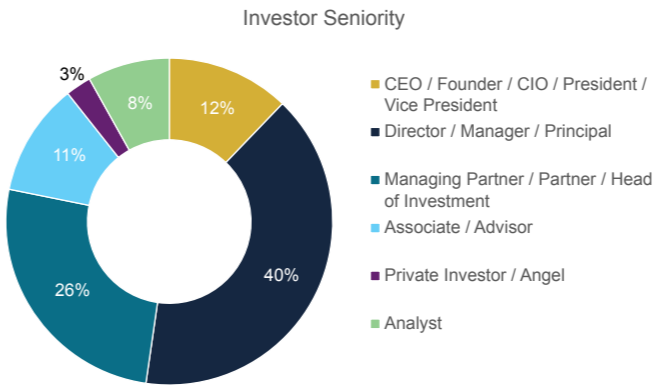
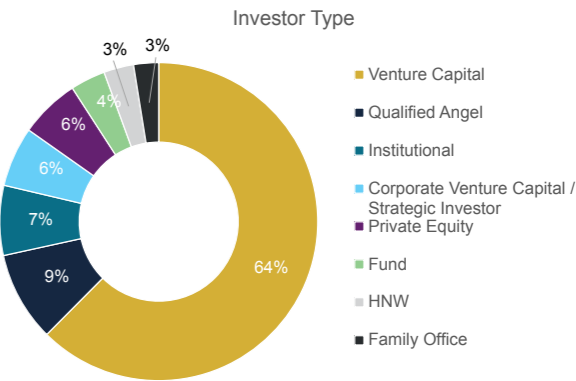
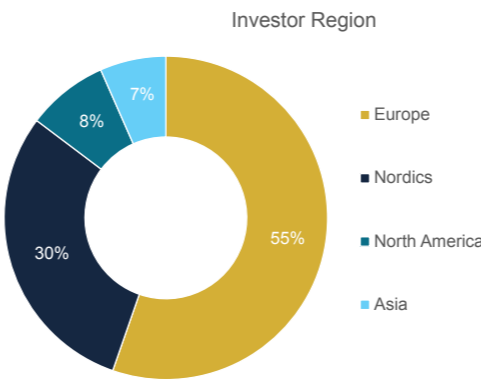
2020 Stats

The 4th LSX Nordic Congress grew significantly this year, in terms of the overall numbers and diversity and geography of the delegation.

The following stats represent the diversity of our audience.



2020 Stats



Leading life science events



6-17 September 2021
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www.lsxleaders.com/nordic



11-15 October 2021
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www.lsxleaders.com/femtech



8-15 November 2021
Delivered Virtually
www.lsxleaders.com/investival



10 November 2021
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www.lsxleaders.com/lifestars



8-12 November 2021
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www.lsxleaders.com/food



8-9 February 2022
London, UK
www.lsxleaders.com/world



26-27 April 2022
London, UK
www.longevityleaders.com



21-22 June 2022
Boston, USA
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Contact Us

For speaker & general enquiries contact:

Josh Dance, SVP
josh@lsxleaders.com
+44 (0) 20 7039 3403

For sponsor opportunities contact:

Joe Knight, BD Manager
joe@lsxleaders.com
+44 (0) 20 7039 3413

For showcase enquiries contact:

Joe Knight, BD Manager
joe@lsxleaders.com
+44 (0) 20 7039 3413

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