

CHILEMASS

PUENTE DE INVERSIÓN

EXPLORING THE BOSTON VENTURE CAPITAL ECOSYSTEM

TUESDAY – THURSDAY, SEPTEMBER 6-8, 2016

Royal Sonesta Hotel, Cambridge, Massachusetts, USA

GOALS OF THE EVENT: *Following up on a major venture capital conference in April, in which ten major North American venture funds participated, a select group of Chilean leaders from academia, government and business are coming to Boston. The objectives are (a) to learn how to foster local Chilean partners for US investors, and (b) to help introduce those investors to potentially substantial Chilean partners for US funds.*

TUESDAY SEPT. 6, 2016: VENTURE CAPITAL FUNDS & CORPORATE STRATEGICS

8:30 am: MEET IN ROYAL HOTEL SONESTA HOTEL LOBBY; REVIEW DAY'S AGENDA

9:00 – 9:30 am: BRIEF WELCOME ADDRESSES BY LOCAL GOVERNMENT & UNIVERSITY REPRESENTATIVES

9:30 – 10:30 PANEL WITH LIFE SCIENCES VENTURE FUNDS: Kevin Bitterman, life sciences partner at **Polaris Ventures**; Todd Foley, partner at **MPM Capital**; Dana Callow, founder of **Boston Millennium Partners**. Samuel Shafner of **FisherBroyles LLP** will moderate.

10:30 am – 11:00 am: Coffee and networking with venture fund managers.

11:00 AM - 12:00 Noon: SECOND ROUND OF GROUP MEETING IN THE HOTEL, WITH TECHNOLOGY, SOFTWARE AND CLEANTECH VENTURE FUNDS: Sean Marsh, General Partner of **Point Judith Capital**; Charley Lax, Managing General Partner of **Grand Banks Capital**; and Jeffrey McCormick, Managing Partner at **Saturn Partners**. Samuel Shafner of **FisherBroyles LLP** will moderate.

12:00 Noon – 1:00 pm: LUNCH AT THE HOTEL

1:00 – 2:00 pm: SPECIAL SEMINAR WITH ALLIED MINDS: Omar Amirana, MD, Senior Vice President, Allied Minds, Managing Director, Life Sciences investing, to address group on techniques to commercialise academic innovation. Allied Minds is a publicly traded company that creates companies around academic innovation, recruits management teams, and funds the companies itself.

2:00 pm – 3:30 pm: STRATEGIC INVESTOR MEETINGS AND PANEL DISCUSSIONS.

*Meeting, in the hotel, with strategic corporate investors in the life sciences and cleantech sectors. Participants include Dr. Hyuk-Jeen Suh, head of **Samsung Ventures** (East Coast), Dr. Sven Harmsen of **Merck KgaA**, Dr. Pedro del Nido, head of Boston's **FDA Pediatric Device Consortium** (the FDA's startup funding arm), and Sebastien Titz, of **3M New Ventures**. Samuel Shafner of **FisherBroyles LLP** will moderate.*

3:30 – 4:00 pm: Coffee and networking with strategic investors.

4:00 – 5:00 pm: SANTIAGO REUNION: Panel discussion with Boston-area funds who came to the Santiago conference, to discuss what they saw, feedback, follow-up etc.

5:00 – 6:30 pm: COCKTAIL PARTY with venture funds who came to the Santiago conference.

WEDNESDAY SEPT. 7, 2016: ANGELS, ANGEL GROUPS AND FAMILY OFFICES

8:00 am: MEET FOR BREAKFAST AT BOSTON HOTEL, AND REVIEW DAY'S AGENDA

9:00 – 10:00 am: PANEL DISCUSSION WITH ANGEL INVESTORS, ANGEL GROUPS AND ACTIVELY INVESTING FAMILY OFFICES. *Panel of Boston-area angel groups will discuss what Chilean angels should look for when investing, the role of angels re: venture funds and corporate strategics, and how entrepreneurs should find and approach angel groups, in Boston or in Santiago. Also will discuss how angels are treated in the ultimate exit.*

*Panelists: **Dr. David Miller** of Clean Energy Venture Group, who runs one of the nation's most active cleantech angel groups; **David Verrill**, Founder and Managing Director of Hub Angel Investment Group (and Chair Elect of US Angel Capital Assn.); **Dr. Christopher DeSouza**, Broadview Ventures (major family office investing in cardiovascular and neurovascular disease ventures); and **George Simmons**, an angel investor with Launchpad, the largest angel group in the Northeast United States. Samuel Shafner of **FisherBroyles LLP** will moderate.*

10:00 am – 10:30 am: Coffee and networking with the angels, angel groups and family offices.

10:30 am – 12:00 Noon: MEETING WITH THIRD POLE, INC., A SUCCESSFUL VENTURE-FUNDED LIFE SCIENCES ENTERPRISE. Presentation by Dr. Warren Zapol, Scientific Advisory Board Chairman and co-inventor of a medical device which produces Nitric Oxide from the atmosphere, and administers it theapeutically to patients. Dr. Zapol will be joined by Jeff McCormick, Board member and lead VC investor. *We will learn what works and what does not, in dealing with venture funds and other investors.* Presentation will take one hour, followed by audience questions and answers to Dr. Zapol.

12:00 – 2:00 pm: LUNCH AT THE HOTEL, then informal time.

2:15 pm – 3:15 pm: ANGEL GROUP ENCOUNTER: *Round- table style meeting in hotel with **Hambleton Lord**, head of **Launchpad**, the largest angel group in the Northeastern US*

(and one of the top three most active angel groups in the country), for advice on how to establish angel groups in Chile, how they should interact with government, corporate strategic investors and venture funds, and when a family office should become an angel, either alone or with others.

3:30 – 4:30 pm: MEET WITH THE CEO OF A VENTURE-FUNDED VACCINE COMPANY. *Jeff Baxter, President and CEO of VBI Vaccines, Inc., a venture funded vaccine development company (which went public earlier this year), will address the group on the experience of VBI in obtaining venture capital and then growing the company with the VC fund managers on their Board. (One of VBI's Board members is Scott Requadt of Clarus Ventures, one of the ten venture capital fund managers who attended the Santiago event in April for which this event is a follow-up.) We will learn what works and what does not, in dealing with venture funds and other investors.*

THURSDAY SEPT. 8, 2016: EXPLORING THE BOSTON INNOVATION ECOSYSTEM

8:30 am: MEET FOR BREAKFAST AT BOSTON HOTEL, AND REVIEW DAY'S AGENDA

9:30 am – 11:00 am: Meeting at MassBio, a consortium of local life sciences companies and institutions. Presentation followed by discussion with John Hallinan, their Chief Business Officer, as well as Rakshita Dhar and Anna Christo.

11:30 am – 12:30 pm: LAB CENTRAL TOUR. *Walk to LabCentral for a tour of the 2,600 square metre shared laboratory space designed as a launchpad for high-potential life-sciences and biotech companies.*

12:30 – 1:30 pm: LUNCH *at a Cambridge restaurant.*

1:30 – 2:30 pm: MEETING WITH DR. HARVEY LODISH AT THE WHITEHEAD INSTITUTE
Walk or take taxis to the world-famous Whitehead Institute for Biomedical Research.

3:00 – 5:00 pm: M.I.T. TECH TRANSFER TALK. *Walk to Cambridge Innovation Center to meet with Lita Nelsen, retired former head of MIT's tech transfer office, for an interactive discussion on running a major university tech transfer office, and related issues of relevance to Chile.*

5:00 – 6:00 pm: Tour of CAMBRIDGE INNOVATION CENTER.

6:00 – 7:00 pm: Venture Café at Cambridge Innovation Center