



WHITE
HAT
INVESTORS

September 21 & 22, 2016

Phoenix, Arizona

A New Day Is Dawning

**Arizona's investments in the biosciences are making an impact.
High Paying Jobs, Exciting Companies and Best of All
Life-Saving and Life-Changing Innovations**

**Join us in creating a brighter future for all Arizonans.
Invest in Arizona's Bioscience Industry.**

The bioindustry associations of Arizona, Southern California, Colorado, Montana, Nevada, New Mexico, and Utah are coming together to present an opportunity for investors and strategics to connect with the best biotech and healthcare investment opportunities from across the Rocky Mountain & Southwest states at *White Hat Investors 2016* in Phoenix, Arizona on September 21 & 22, 2016 at the Sheraton Phoenix Downtown.

Presenting Companies will be selected from the region's emerging innovator firms in the fields of:

- Diagnostics
- Therapeutics
- Medical Devices
- Health IT

Who should attend?

- Angel Investors
- Venture Capital Firms
- Institutional Investors
- Strategic Investors
- Supporting Organizations

The West was won by innovators, investors, and prospectors who understood the value of discovery and accepted the challenge of investing in new frontiers. Join us to meet a new generation of biotech and healthcare pioneers at *White Hat Investors 2016*, the biotech and healthcare investor conference that showcases the best of the Rocky Mountain & Southwest Region.

Program Format:

September 21, 2016:

Exclusive Investor Welcome Reception and followed by the 2016 AZBio Awards

[Sheraton Phoenix Downtown](#) – 5:00 – 9:00 PM

September 22, 2016:

Investor Presentations and Keynote Luncheon

[Sheraton Phoenix Downtown](#) - 8:00 AM – 5:00 PM

Closing Cocktail Reception- 5:00 PM – 7:00 PM

Sponsorship Opportunities:

- **White Hat Presenting Sponsor** – Top billing as “Presenting Sponsor” on all promotional and event materials. 2 page opening spread in both the AZBio Awards Program and White Hat Investors Investment Prospectus Catalog. 10 Tickets to the AZBio Awards and White Hat. **\$25,000**
- **Territorial Sponsor** – The Territorial sponsorship is an underwriting program for presenting companies to attend. The Territorial sponsor will have the opportunity to host an exclusive welcome reception for presenting companies and attending investors from 4:30 to 6 PM on September 21st prior to the AZBio Awards. Full page ad in both the AZBio Awards Program and White Hat Investors Investment Prospectus Catalog. 10 Tickets to the AZBio Awards and White Hat. **\$20,000**
- **Pioneer Sponsors** - limit 3 - Billing as “Pioneer Sponsor” on all promotional and event materials. Full page ad in both the AZBio Awards Program and White Hat Investors Investment Prospectus Catalog. Opportunity to moderate one of the 3 investment tracks. 10 Tickets to the AZBio Awards and White Hat. **\$15,000**
- **Prospector Sponsors** - Billing as “Prospector Sponsor” on all promotional and event materials. Full page ad in both the AZBio Awards Program and White Hat Investors Investment Prospectus Catalog. 10 Tickets to the AZBio Awards and White Hat. **\$10,000**

- **White Hats** - Billing as “White Hat Supporter” on all promotional and event materials. Half page ad in both the AZBio Awards Program and White Hat Investors Investment Prospectus Catalog. 5 Tickets AZBio Awards and White Hat. **\$5,000**
- **Table Host** - includes 5 tickets for both the AZBio Awards Welcome Event and the White Hat. **\$3,500**

All sponsors have the opportunity to volunteer to participate in the selection process for presenting companies.

Costs to Attend:

Registration Levels and Descriptions:

Presenting Companies (following selection) - \$1,000

Includes 1 ticket, company page in the White Hat program, a video of your presentation on private White Hat Investor site.

Life Science Company (not presenting) - \$500

Please note: CMO and CRO's are considered Service Providers for the purposes of this conference and will need to register as such.

Investor - Complimentary

Representative of an investment firm.

(For Individual Investor/Angel registration information please contact jkw@azbio.org.)

Government - \$250

Employee of a government entity. Note: Elected officials receive complimentary admission

Service Provider - \$1,500

Service Providers are limited to one person from each company

Registration includes:

White Hat Investors Investment Prospectus Catalog, AZBio Awards Gala on 9/21, admittance to all presentations and sessions, breakfast, refreshment breaks and keynote luncheon on 9/22, plus the closing cocktail reception.

Outreach:

To potential presenting companies – via internet, email and direct outreach by AZBio, BIOCUM, BioUtah, CBSA (Colorado), So.Cal Bio, Montana Bio, New Mexico Bio, THBI (Texas).

Targeted Investor Outreach List:

[Amgen Ventures](#), Thousand Oaks, CA

[Aphelion Capital](#), Mill Valley, CA

[Arizona Tech Investors](#) - ATI – Phoenix, AZ

[Benefunder](#) - SanDiego, CA

[BioGenerator](#), St. Louis, MO

[BioVentures](#), Wellesley, MA

[Boston Equity Advisors](#), Canton, MA

[Boulder Ventures](#), Boulder, CO

[Bristol-Myers Squibb](#), New York, NY

[Canaan Partners](#), Menlo Park, CA

[Charter Life Sciences](#), Santa Clara, CA

[CSU Ventures](#), Fort Collins, CO

[Draper Fisher Jervetson](#), Menlo Park, CA

[Delphi Ventures](#), Menlo Park, CA

[Desert Angels](#), Tucson, AZ

[Epic Ventures](#), Albuquerque, NM

[Frontier Angels](#), Polson, MT

[GE Healthcare Financial Services](#), Chicago, IL

[Goodworks Ventures](#), MT

[High Country Venture](#), Boulder, CO

[Johnson & Johnson Development Corporation](#),
New Brunswick, NJ

[Level 5 Partners](#), Fort Collins, CO

[Lightstone Ventures](#), Boulder, CO

[Longitude Capital](#), Menlo Park, CA

[Lumira Capital](#), Palo Alto, CA

[MedImmune](#), Gaithersburg, MD

[Merck Ventures](#), Montvale, NJ

[Mercury Fund](#), Houston, TX

[Mile High Fund](#), Denver, CO

[Morgenthaler Ventures](#), Menlo Park, CA

[New Enterprise Associates](#), Menlo Park, CA

[Novartis Venture Funds](#), Cambridge, MA

[OK Life Sciences Fund](#), Tulsa, OK

[OnSet Ventures](#), Menlo Park, CA

[Red Script Ventures](#), New Brunswick, NJ

[Remeditex](#), Dallas, TX

[Research Corp BioVentures](#), Tucson, AZ

[Salt Lake Life Science Angels](#), Salt Lake City, UT

[Sanderling Ventures](#), San Mateo, CA

[Sevin Rosen Funds](#), Palo Alto, CA

[Technology Partners](#), Palo Alto, CA

[Signal Peak Ventures](#), Salt Lake City, UT

[TPG Biotech](#), San Francisco, CA

[Solstice Capital](#), Tucson, AZ

[Thomas, McNerney & Partners](#), MN

[Split Rock Partners](#), Menlo Park, CA

[VA Angels](#)- Scottsdale and Kelowna

[SR One](#), (GSK), San Francisco, CA

[Valley Ventures](#), Phoenix, AZ

[Sun Mountain Capital](#), Santa Fe, NM

[Volcano Capital](#), New York, NY

[TallWave](#), Scottsdale, AZ

[vSpring Capital](#), Salt Lake City, UT

[Takeda Ventures](#), Palo Alto, CA

[Wayne Brown Institute](#), Salt Lake City, UT

[Tech Coast Angels](#) – San Diego, CA

[Wexford Capital LP](#), Greenwich, CT

What Was Buzz Around White Hat 2014?

A fun, interesting, substantive and well organized conference. Well done. ---Global Life Science Executive

I just wanted to thank you for allowing us to present at White Hat, and for putting on one darn good event. I thoroughly enjoyed myself and hope we stay in touch. Best of luck with continued success on growing an already exciting BIO community in Arizona. ---Presenting Company

There were so many interesting companies presenting and very good panels. --- Angel Investor

Well done. The conference yesterday was an excellent showcase of talent; I plan to follow up on more companies than I expected and, in fact, on more than I usually find interesting at similar events. You and your team did an exceptional job of presenting the conference. Thanks. ---Angel Investor

GREAT conference. Panel sessions were great, event was well orchestrated and spectacular presenting companies. --- Angel Investor

I have to say that it was the best investor conference I have been to. ---Presenting Company



*White Hat was so well put together. Universal kudos from everyone that I know who attended. ---
Global Medical Device Executive*

...thank you for the great conference. I very much enjoyed the whole event. Having the companies present to potential investors improved the quality and directness of the presentations. There are a lot of interesting things going on and I enjoyed meeting some of the company representatives. --- Angel Investor

I want to thank you for putting on an amazing week of events. The AZBio Awards were great. White Hat was even better. I was blown away. What great presenting companies. I think you really impressed the investors that there is something going on here in AZ. ---Venture Capitalist

Congratulations on pulling off such a successful event! I know that all of the companies that I introduced appreciated the opportunity and were very satisfied with the outcome. It was also good to see that you were able to attract so many investors into the presentations. As we all know, increasing the number of funding options that start-ups have must be a top priority in order to reach the goal of building a critical mass. Finally, I was impressed with the collaborative and collegial approach that the many different groups demonstrated over the past few days. It was reassuring that all of these groups who have a vested interest in the same goal were able to complement one another so well. I hope that we will be able to continue to work together in the near future. --- Guest

Just back from the event and wanted to congratulate you and your team on a "job very well done". The organization and professionalism over the past several days were outstanding. Major KUDOS for a very impressive performance. --- Angel Investor

*Lots of Networking! Generous time to present - 20 minutes wow! Sure made it less stressful ---
Presenting Company*

Outstanding! Great event, good folks attending. We need to do it again! – Angel Investor

Congratulations on a fantastic, well organized conference. --- Life Science Investor



Want More Information? Contact us today at 480-779-8101 or
Email JKW@AZBio.org or Dirk.Beth@Hyalescent.com