

IPO Boot Camp

IPO MARKET UPDATE | 9:00 – 9:30 am

Michael Wise | Bank of America Merrill Lynch | m.wise@baml.com

Michael joined Bank of America Merrill Lynch in 2015 as Global Vice Chairman of Equity Capital Markets. He is responsible for our relationships with our most sophisticated issuing clients and leading our largest and most complex capital markets transactions. Michael has over 25 years' experience in investment banking including 15 years in capital markets. Before joining Bank of America Merrill Lynch, Michael was a partner in Goldman Sachs' Equity Capital Markets responsible for its Global Financial Institutions practice and prior to that co-headed Morgan Stanley's US Equity Capital Markets business.

Following the US financial crisis, Michael lead the US Treasury's monetization of its \$40bn equity investment in AIG and its \$17bn investment in Ally Financial and the recapitalization of numerous banks. He also lead multibillion dollar IPOs of financial subsidiaries of GE and cross border IPOs for units of ING Group and the Royal Bank of Scotland as well as the IPOs of many US securities exchanges including the NYSE, ICE and ISE and well known asset managers such as Blackstone and KKR.

Michael received his MBA from Columbia University and graduated summa cum laude from Georgetown University's School of Foreign Service with a BS in International Economics.

Alexander Ivanov | Citi | alexander.ivanov@citi.com

Alex Ivanov is a Senior Managing Director in Capital Markets Originations responsible for Financial Services, Financial Technology, Home Building, and Building Products sector coverage. Alex is responsible for structuring and distributing IPO's, common stock follow-ons, convertibles, derivatives as well as 144 equity and private placements. He has also worked closely with companies on corporate restructuring transactions such as carve-outs, spin-offs and split-offs.

Alex has been with Citigroup since 2000 beginning in the Investment Banking Division with a focus on Media and Telecommunications, M&A and Financial Sponsor coverage. Alex has been in Capital Markets since 2004 where he has been advising clients on corporate restructuring and capital-raising activities including debt, equity and convertibles. Alex has led a number of the most high profile transactions in the equity market including IPO's of Bats, First Data, Carlyle, Apollo, KKR, One Main Financial, Visa, MasterCard, Ally Financial, Santander Consumer USA, among others.

Prior to joining Citigroup, Alex spent 5 years at Fleet Financial as a relationship manager providing coverage of the Media, Telecom and Technology space responsible for new leveraged loan origination, underwriting and portfolio management.

Alex received a BS in Business from University of Rhode Island where he was a scholarship 1AA football player and received an MBA from the Johnson School at Cornell University where he received a full scholarship as a Park Leadership Fellow.

Goksu Yolac | J.P. Morgan | goksu.yolac@jpmorgan.com

Goksu Yolac is a Managing Director and Head of Diversified Industries Equity Capital Markets at J.P. Morgan. She is responsible for the ECM coverage of Diversified Industries, which includes Homebuilding, Building Products, Real Estate Services, Transportation & Logistics, Aerospace & Defense, Autos, Chemicals and Industrials.

Previously, Ms. Yolac worked with Technology, Media and Telecom clients. She joined J.P. Morgan in 1998. Ms. Yolac holds a B.A. in Finance & Economics from Georgetown University.

Michael Kaplan | Davis Polk | michael.kaplan@davispolk.com

As co-head of Davis Polk's global Capital Markets Group, Mr. Kaplan regularly works for issuers and underwriters in connection with capital markets and leveraged finance transactions, including initial public offerings and other equity offerings, as well as offerings of convertible and high-yield debt. He has worked on offerings involving issuers from a variety of industries ranging from technology and telecommunications to basic industry. Mr. Kaplan also regularly advises investment banking clients on securities law-related matters and corporate clients on general corporate matters, including corporate governance, SEC and Sarbanes-Oxley matters.

Mr. Kaplan was named an "AmLaw Dealmaker of the Year" in 2012 for his work advising Delphi Automotive PLC on its IPO. He was also named one of Law360's "Capital Markets MVPs" in 2015 for his work handling numerous deals valued at over \$1 billion for some of the world's largest corporations as well as advising on a number of novel and innovative initial public offerings and spinoffs.

Mr. Kaplan's recent transactional experience includes advising on IPOs for Hilton Hotels, Israel Chemicals Ltd., Summit Materials, Inc., Virtu Financial, Inc., Coty Inc., Kamada Ltd., Taminco Corporation, U.S. Silica Corporation and Delphi Automotive PLC.

Jonathan Fassberg | Trout Group | jfassberg@troutgroup.com

Jonathan Fassberg is a visionary entrepreneur who recognized early in his 20-year career that small-cap biotechnology companies were underserved in an investor relations capacity. To fill this void, Mr. Fassberg founded The Trout Group, the leading investor relations firm in the life sciences industry, and serves as Chief Executive Officer. Trout has served over 250 public and private companies from its four offices around the world. Trout's clients also had challenges accessing capital, leading Mr. Fassberg to start Trout Group's sister company, Trout Capital LLC, in 2004 to assist clients in a financial advisory role.

Prior to founding Trout in 1996, Jonathan was a sell-side analyst at a healthcare-focused investment bank. Before his career on Wall Street, Jonathan spent four years at DuPont Pharma in various sales and marketing positions.

Jonathan holds a Bachelor of Science degree in biology and chemistry from The University of North Carolina – Chapel Hill and a Master of Business Administration degree in finance from New York University's Stern School of Business. He also holds Series 7, 24, 79 and 63 securities licenses.

Jonathan has been an active member of the Young Presidents Organization (YPO) since joining the Manhattan Chapter in 2007, serving as Chapter Chair in 2014. He is on the board of directors for the Carolina Center for Jewish Studies at the University of North Carolina at Chapel Hill. Jonathan is also on the board of directors for Partnership with Children, an organization that provides critical mental health services for students and engages families in the school community across all five boroughs of New York City.

In 2015 Jonathan launched Trout Sports, a business advisory firm that aims to support current and retired professional athletes by working to build their long-term career capacity and other opportunities.

Craig Lee | Goldman Sachs | craig.lee@gs.com

Craig leads the equity private placement team within Equity Capital Markets at Goldman Sachs. Over the last several years, Craig has led over 30 offerings for private technology companies raising more than \$7.5bn, including transactions for Facebook, Uber, Spotify, Mobileye, The Honest Company, Nutanix, AppDynamics and SoFi, among others.

Craig joined Goldman Sachs in 2004 as an associate in the New Products Group in the Investment Banking Division. He became a vice president in 2005 and was named managing director in 2009.

Prior to joining Goldman Sachs, Craig was a tax attorney at Cravath, Swaine & Moore LLP.

Craig earned a BA in Political Science from Yale University in 1995 and a JD from Columbia Law School in 2001.

Ted Tobiason | Morgan Stanley | ted.tobiason@morganstanley.com

Ted Tobiason is currently Co-Head of Private Capital Markets and the Head of Technology Private Capital Markets at Morgan Stanley. In these capacities, Ted has led the Morgan Stanley team in private placements for Uber, Airbnb, Domo, Apttus, ForeScout, Financial Force, Simplivity, Xero, Oportun, Adyen, and Klarna. His public equity transaction experience includes working with Rally Software, SunEdison Semiconductor, Trulia, Twitter, Veeva, and VIP Shop.

Prior to Morgan Stanley, Ted spent 8 years as Head of Technology ECM at Deutsche Bank and served as a senior research analyst concentrating on the technology sector for Cypress Funds.

He holds an MBA from Columbia Business School and an AB from Princeton University.

Derek Dostal | Davis Polk | derek.dostal@davispolk.com

Mr. Dostal is a partner in Davis Polk's Capital Markets Group. He has worked on a wide variety of both public and private capital markets transactions, including IPOs and other equity offerings, investment-grade and high-yield debt financings, private placements and mandatory and optional convertible securities offerings, by issuers in various industries. His practice also includes advising U.S. public companies on general corporate, securities law and governance matters. He also has particular experience in equity derivatives, including in the context of financing, repurchase and other over-the-counter transactions.

Derek's recent transactional experience includes advising on IPOs for AC Immune, Galapagos, Coty and Taminco; and follow-on or secondary offerings by Acadia Healthcare, Markit, South Jersey Industries, Spectrum Brands, Synergy Resources, Umpqua Holdings, Taminco, Integra LifeSciences, Tower International and Quality Distribution.

NEW DEVELOPMENTS IN THE IPO PROCESS | 10:15 – 10:45 am

Paul Schmidt | Motif | paul@motif.com

Paul Schmidt, Chief Financial Officer and SVP of Strategic Partnerships at Motif Investing, brings more than 30 years of experience in finance, business strategy and operations to the company. Prior to joining Motif, Paul was Chief Financial Officer of Strategic Alliances for the Applications and Services Group at Microsoft Corporation where he helped negotiate and implement partnerships for Microsoft's online businesses. Before that he held senior finance roles with Microsoft's sales, marketing and services group in the US, Europe and Latin America, building strong teams and applying strategic planning and sound business analyses. He has also held positions in the treasury and controller's groups at ExxonMobil.

Paul holds a BS in Chemistry from Wheaton College and an MBA from the Wharton School of Business. He holds the Series 27, 7, 63 licenses in the securities industry.

Troy Calkins | Workiva | troy.calkins@workiva.com

Mr. Calkins has served as Executive Vice President, Secretary and General Counsel of Workiva Inc. since December 2014 and served as General Counsel of Workiva LLC from February 2014 to December 2014.

Prior to Workiva, he was a partner at Drinker Biddle & Reath LLP, where he spent 19 years in the firm's Corporate and Securities Practice Group. His practice focused on counseling both private and public companies on legal strategy, corporate compliance and governance, and private and public securities offerings.

He earned a B.A. from Michigan State University and a J.D. from the University of Michigan Law School.

Jacob DeVries | Ernst & Young | jacob.devries@ey.com

Jacob is a Partner in the Financial Accounting Advisory Services practice of Ernst & Young LLP, focusing on capital market related projects for private equity clients and corporate clients across a variety of industries, including media and entertainment, technology, retail, and industrial products.

Jacob helps clients tackle the accounting and SEC reporting complexities involved in preparing for and executing on IPOs, significant divestitures, and other capital or debt raises. He also helps clients involved in IPOs or spin-offs prepare their accounting function for the post-transaction challenges of SEC reporting requirements and accelerated timelines.

Jacob joined EY in 2000, and is based in the New York City office. He has been exclusively focused on transactions for more than a decade. His career with EY prior to joining FAAS included leading audits of multi-national SEC registrants and providing financial due diligence to buy and sell side investors.

Jacob has a Masters in Professional Accounting and B.B.A. (Business Honors) from the University of Texas at Austin. He is a Certified Public Accountant in New York and Texas, a Chartered Financial Analyst, and a member of the AICPA and New York Society of Security Analysts.

Mike Gould | PwC | mike.gould@pwc.com

Mike has more than twenty six years of experience at PwC providing accounting, financial reporting and advisory services, while based in the United States, South Korea, and the United Kingdom.

Mike is a Deals partner, and serves as the IPO Services Senior Partner, where he helps his clients access the debt and equity capital markets in the US, by providing them with technical and project management advice on accounting and financial reporting issues associated with the SEC registration process, Initial Public Offerings (“IPO’s”), 144a debt and equity offerings, divestitures and carve-outs, and conversions to and from IFRS and US GAAP.

Mike’s specific technical knowledge focuses on accounting for carve-outs, purchase accounting, pro forma financial statements, stock compensation, principles of revenue recognition, segmental reporting, the SEC registration process and private equity exit strategies. As a result, he frequently takes on the role of an “IPO Advisor” to help his clients both with their initial registration process, and also with the process of preparing to operate as a public company.

Mike also started the Capital Markets Advisor (CMA) business within PwC in the US, to provide clients with independent and objective advice on capital structure, capital markets, and valuation issues critical to achieving corporate objectives and positioning the company for success.

During his career, Mike has worked hundreds of IPOs and similar transactions, for both large, as well as IPO’s of many smaller and mid-cap privately-held companies for private equity and other sponsors. He has worked across a variety of industries, with an emphasis on fast growing technology, pharmaceutical and medical device and consumer goods companies.

Joseph Hall | Davis Polk | joseph.hall@davispolk.com

Mr. Hall is a partner in the firm's Capital Markets Group and is also head of the firm's Corporate Governance practice. He works on the full range of capital markets transactions, and advises public companies and regulated entities on corporate governance and financial regulatory compliance. He is a frequent speaker on topics of corporate governance and SEC compliance.

Mr. Hall began his career at Davis Polk in 1989. Between 2003 and 2005 he served at the U.S. Securities and Exchange Commission, ultimately as Managing Executive for Policy under Chairman William H. Donaldson. As a member of Chairman Donaldson's senior management team, Mr. Hall assisted in directing the Commission's policy-making and enforcement activities.

Mr. Hall's recent IPO experience includes advising on the IPOs of Visa, Voya Financial, Fidelity & Guaranty Life, Red Rock Resorts and TCP International Holdings. He has represented underwriters and issuers on transactions in the insurance, manufacturing, aircraft leasing, software consulting, biopharma and fintech industries. He has also advised on several closed-end funds, including IPOs for PIMCO Dynamic Income Fund, ING Emerging Markets High Dividend Equity Fund, Blackstone/GSO Long-Short Credit Income Fund, Eaton Vance Tax-Advantaged Bond and Option Strategies Fund, Blackstone/GSO Senior Floating Rate Term Fund.

IPO READINESS: STRUCTURE, GOVERNANCE AND EXECUTION | 11:30 am – 12:15 pm

John Meade | Davis Polk | john.meade@davispolk.com

Mr. Meade is a partner in Davis Polk's Capital Markets Group, representing issuer and underwriter clients in public and private securities offerings for U.S. and non-U.S. corporations across. His broad capital markets practice includes private and public equity offerings, as well as investment grade and high yield debt offerings and liability management transactions, across a broad range of industries and jurisdictions. He also advises corporations on general corporate and securities law matters, including corporate governance and SEC reporting and compliance. He was named one of Law360's "Capital Markets MVPs" in 2014.

John's recent IPO experience includes advising on the IPOs of Butterfield Bank, Synchrony Financial, Hilton Worldwide and Manchester United. John practiced in Davis Polk's London office from 2003 to 2011, where he worked on cross-border financings and other corporate transactions, including IPOs in Europe, Africa and Asia.

Shane Tintle | Davis Polk | shane.tintle@davispolk.com

Mr. Tintle is a partner in Davis Polk's Capital Markets Group. He advises U.S. and non-U.S. issuers and underwriters on capital markets and corporate transactions, including private placements, initial public offerings and other equity offerings, high-yield, investment-grade and convertible debt offerings. He also advises his corporate clients, ranging from early stage privately held companies to well-known seasoned issuers, on governance, corporate and securities law matters.

Shane has experience across a variety of sectors, including financials, retail, industrials, technology, biotech, consumer, specialty pharmaceuticals and oil and gas. His most recent experience includes advising on the IPOs of Red Rock Resorts, Patheon, Citizens Financial Group, Hilton Worldwide, Kamada, Norcraft Companies, Red Rock Resorts, Patheon, Virtu Financial and Yandex.

Richard Truesdell | Davis Polk | richard.truesdell@davispolk.com

Mr. Truesdell is co-head of Davis Polk's Capital Markets Group. The Financial Times identified him as one of the ten most innovative individuals nationwide in its 2011 "U.S. Innovative Lawyers" special report. He was also named one of the country's three "Most Influential Lawyers" in Finance and Capital Markets by The National Law Journal, which credited him with helping "hoist the economy back to its feet" and named Transatlantic Finance Dealmaker (U.S.) by American Lawyer in 2015.

Mr. Truesdell represents clients in U.S. and international capital markets transactions and advises on corporate governance and securities market regulation. He has represented all of the major U.S. investment banks, as well as a variety of corporate clients. He has extensive experience with a wide variety of both public and private debt and equity offerings by U.S. and non-U.S. issuers, including initial public offerings, convertible offerings and high-yield debt financings.

Mr. Truesdell has completed more IPOs by U.S. companies than any other lawyer in each of 2013, 2010 and 2009. Recently completed IPOs include AC Immune, Affimed, Auris Medical, Avolon Holdings, Biotie Therapeutics, ConforMIS, Editas Medicine, EndoChoice, Evolent Health, First Data, Fogo de Chão, Galapagos, Intrawest Resorts, Kinsale Insurance, Markit, Novocure, Performance Sports Group, REGENXBIO and Spark Therapeutics.

John Kinzer | Hubspot | jkinzer@hubspot.com

John Kinzer is the Chief Financial Officer at HubSpot, where he manages the company's finances and played a key role in HubSpot's initial public offering.

Prior to HubSpot, John served as CFO for Blackboard, Inc., the leading SaaS education company. He played a key role in taking Blackboard public in 2004 and reaching over \$500M in revenue before being acquired by Providence Equity Partners. Kinzer also held leadership roles at MCI and Arthur Andersen, LLP.

John serves on the advisory board of the Apex Center for Innovation & Entrepreneurship at Virginia Tech and has been twice nominated for the Northern Virginia Technology Council CFO of the Year award.

Outside of work, John stays busy spending time with his three daughters, snow skiing, or training for another long charitable cycling event. He holds a BS in Accounting from Virginia Tech University.

Troy Calkins | Workiva | troy.calkins@workiva.com

Mr. Calkins has served as Executive Vice President, Secretary and General Counsel of Workiva Inc. since December 2014 and served as General Counsel of Workiva LLC from February 2014 to December 2014.

Prior to Workiva, he was a partner at Drinker Biddle & Reath LLP, where he spent 19 years in the firm's Corporate and Securities Practice Group. His practice focused on counseling both private and public companies on legal strategy, corporate compliance and governance, and private and public securities offerings.

He earned a B.A. from Michigan State University and a J.D. from the University of Michigan Law School.

UNDERWRITERS AND RESEARCH ANALYSTS | 2:00 – 2:45 pm

David Brown | Ernst & Young | david.brown1@ey.com

David A. Brown is a Senior Managing Director and Head of Equity Capital Markets at Ernst & Young Capital Advisors, LLC (EYCA), responsible for managing the equity financing dialogue across the firm's corporate client base. In this capacity, David provides clients with advice, perspectives and guidance as they consider public and private market capital raising alternatives.

David joined EY in April 2015 after nearly 20 years of Wall Street investment banking experience, having completed 100+ lead-managed transactions across the capital markets product spectrum. Most recently, David was the Head of Capital Markets Origination at Oppenheimer & Co. Prior to Oppenheimer, David spent 16 years at Barclays, and its predecessor company Lehman Brothers, leading equity capital and other financing transactions across a variety of products and industries.

David provides clients with capital markets advisory services and transaction support for projects including initial public offerings, IPO carve-outs, corporate spin-offs, follow-on offerings / block trades, convertible offerings, private placements, capital structure analysis, acquisition financing, and return of capital analysis. The scope of work is tailored to a particular client's transaction objectives, but typically includes a combination of general IPO readiness and deal timing, banking and analyst interactions, syndicate selection and structure, and transaction structuring (valuation, leverage, sizing, pricing, etc.). The goal of David's group is to provide companies and their boards with an independent perspective and 'one stop shop' for the most critical workstreams and decisions that they will face throughout the capital raising process.

David received a BA degree from Northwestern University in 1997, with a double major in Mathematical Methods in the Social Sciences and Economics.

Daniel Klausner | PwC | daniel.h.klausner@pwc.com

Daniel leads PwC's IPO efforts in our Capital Markets Advisory practice, focusing on advising companies on equity capital alternatives, structure of the IPO, investment bank and equity research analyst selection, development of the equity story, preliminary independent views on valuation, sizing, target investors, timing and the IPO/ equity raising process in general. Daniel is the CMA Leader and advises companies as an "Independent Advisor" to provide clients with independent and objective advice on capital structure and equity capital markets decisions that are critical to navigating and positioning the company for success in the capital markets.

Prior to joining PwC, Daniel was Head of Equity Corporate Finance, Americas in Equity Capital Markets Origination at UBS Investment Bank where he led the origination and execution of lead-managed equity products. He advised clients on structuring, capitalization, projections, pre-IPO readiness, working with Investment Banks, due diligence, corporate governance, timing, positioning, valuation and pricing strategy. Daniel has advised 100+ clients on more than \$150 billion of financings across a wide array of strategic financing activities including IPOs, follow-on offerings, carve-outs, spin-offs, block-trades, equity-linked and private placements. He brings broad expertise across a range of industries including healthcare/ biotech, oil and gas, consumer and retail, financial institutions, industrials, technology and media.

At UBS Investment Bank, Daniel was a permanent member of the Equity Commitment Committee which approved all equity transactions. Daniel previously worked at Morgan Stanley, Lehman Brothers and Merrill Lynch in Investment Banking. Daniel is licensed with FINRA (Series 24, 7 and 63).

Daniel is frequently quoted in the Wall Street Journal and Reuters.

Daniel holds a B.S. in Economics from The Wharton School at The University of Pennsylvania where he graduated magna cum laude and an MBA from The Tuck School of Business at Dartmouth College.

Lee Stettner | Solebury | lss@solecap.com

Lee Stettner has worked on Wall Street for twenty five years in a variety of senior roles in both equity capital markets and corporate finance. Before joining Solebury, Lee was a Managing Director in Equity Capital Markets at J.P. Morgan where he was responsible for both the Healthcare and Natural Resources sectors. He also served on the firm's Equity Underwriting Commitment Committee which is responsible for evaluations all aspects of proposed equity transactions. Prior to joining J.P. Morgan, Lee was a Senior Managing Director and Global Head of Equity Capital Markets at Bear Stearns. From 2004-2007, Lee was a Managing Director at Deutsche Bank where he was a Managing Director and Head of Healthcare Investment Banking and Equity Capital Markets Group. Prior to Deutsche Bank, he was a Managing Director in the Equity Capital Markets Group at Credit Suisse First Boston, where he was responsible for origination in the Healthcare and Business Services sectors. Lee started his career at Dean Witter and Morgan Stanley, where he worked in the Healthcare Investment Banking Group.

Over the course of his career, Lee originated and bookran over 300 equity transactions, including landmark transactions for HCA, Alcon, Smith International, AEP, Laredo Petroleum, Antero Resources, AES, PPL, Premier Inc. Quintiles Weight Watchers, Quest Diagnostics, Progress Energy, LabCorp, Apache and Human Genome Sciences.

Lee graduated with a BA in Economics from Hamilton College and an MBA from the Wharton School of Business of the University of Pennsylvania. Lee is a Board Member of the Mount Sinai Hospital Department of Medicine. Lee lives in Manhattan with his wife and two daughters.

Sophia Hudson | Davis Polk | sophia.hudson@davispolk.com

Ms. Hudson is a partner in Davis Polk's Capital Markets Group. She advises U.S. and non-U.S. issuers and underwriters, including all of the major U.S. investment banks, on initial public offerings and other equity offerings, public and private high-yield, investment-grade and convertible debt offerings and private placements of equity and convertible securities for early-stage companies. She also advises her corporate clients on governance, corporate and securities law matters. Ms. Hudson's experience ranges across a variety of industries, including biotech, specialty pharmaceuticals, consumer, financial institutions, industrials and mining.

Ms. Hudson was recently selected by the Partnership for New York City as part of the 2016-2017 class of David Rockefeller Fellows who will participate in a year-long business and civic leadership program. She was also named a Law360 "Rising Star: Life Sciences" in 2016 for her work on numerous multimillion-dollar offerings, including initial public offerings, for life science issuers. She was co-chair of Practising Law Institute's "How to Prepare an Initial Public Offering" in 2015 and 2016, and is a regular participant in panels on securities law and governance topics in the United States and Europe.

Sophia's recent transactional experience includes advising the issuers on the IPOs of Affimed Therapeutics, Auris Medical, Biotie Therapies, OneMain Financial, Prosensa and Warner Chilcott, and advising the underwriters on the IPOs of REGENXBIO, ConforMIS, Galapagos, EndoChoice, Evolent, PTC Therapeutics, Spark Therapeutics, Summit Materials and Wesco Aircraft.

IPO MARKETING, TESTING THE WATERS | 2:45 – 3:30 pm

Rizvan Dhalla | Morgan Stanley | rizvan.dhalla@morganstanley.com

Rizvan is based in New York and focuses on equity financings for technology companies, including IPOs, follow-ons, convertibles and private placements. In the past 3 years, he has worked on over \$10bn of lead managed equity issuance for Morgan Stanley. Clients have included Coupa, Descartes Systems, Etsy, GrubHub, Impinj, Inovalon, HubSpot, Mobileye, OnDeck, Opower, Plug Power, Rapid7, Shopify, SimpliVity, SS&C, Q2, Quantenna, Varonis, Verisk, West Corporation, Workiva and ZocDoc. He has also covered other sectors in the past, including financial institutions, healthcare and energy.

John Kolz | Credit Suisse | john.kolz@credit-suisse.com

John Kolz is Head of Technology, Media & Telecom and Healthcare Equity Capital Markets at Credit Suisse, based in New York. He has been with Credit Suisse for 4 years and has nearly 20 years of experience in investment banking, previously at Goldman Sachs and Lazard.

John holds a B.S. in Nuclear Engineering from the University of Cincinnati and an M.B.A. from the Kellogg Graduate School of Management at Northwestern University.

Paul Scansaroli | Barclays | paul.scansaroli@barclays.com

Paul is a managing director in Barclays' Equity Capital Markets group and is responsible for the healthcare sector. Paul has 11 years of experience in capital markets and is focused exclusively on originating and executing equity and equity-linked transactions for healthcare companies.

During his time at Barclays, Paul has been involved in over 110 equity and equity-related transactions for healthcare companies raising ~\$46bn in proceeds, including 27 bookrun life sciences deals since 2014.

Prior to joining Barclays, Paul was a CPA with Deloitte's audit practice in New York. Paul received his B.S. in accounting from Boston College and MBA from UNC Kenan-Flagler Business School.

Byron Rooney | Davis Polk | byron.rooney@davispolk.com

Mr. Rooney is a partner in Davis Polk's Capital Markets Group. He represents both corporate and financial institution clients across a broad range of capital markets transactions, including IPOs and other equity offerings, and investment-grade, high-yield and convertible debt financings. He also represents financial investor clients in connection with corporate restructurings and strategic debt and equity financings. His practice also includes advising U.S. public companies on general corporate, securities law and governance matters and start-up and other private companies in connection with general corporate and early-stage funding transactions. Mr. Rooney was named a "Rising Star: Capital Markets" in 2016 by Law360. He has experience across a variety of sectors, including technology, financial, oil and gas, retail and general industrials.

INVESTOR RELATIONS | 3:30 – 4:00 pm

Jeff Grossman | Solebury | jgrossman@soleburyir.com

Jeff Grossman brings over 15 years of Investor Relations and Equity Capital Markets experience to his role as CEO of Solebury Communications Group. Since joining Solebury in 2009, Jeff has led a team that has provided strategic Investor Relations advice and counsel to over 100 companies, crossing numerous sectors, market caps, and timeframes in the corporate lifecycle. These engagements include the development and execution of comprehensive Investor Relations programs, completing numerous IPO and follow-on offerings, deep dive perception audits, strategic IR messaging and planning, investor targeting and driving the process and execution on hundreds of quarterly earnings calls, investor conferences and non-deal roadshows.

Jeff joined Solebury from Citi Global Capital Markets, where he was a member of the equity origination team on the Equity Capital Markets Desk. During his tenure at Citi, Jeff worked on equity and equity linked capital raises in the industrial and financial sectors.

Jeff began his career with The Carson Group, an investor relations consulting / capital markets intelligence firm, where he focused on providing real-time stock surveillance to both corporate and investment banking clients. Jeff left Carson in 2000 to co-found Ilios Partners LLC, an investor relations consulting / capital markets intelligence firm. At Ilios, Jeff was a Partner and a Director for the Investment Banking Services Group, where he worked with 14 equity capital markets desks across Wall Street on hundreds of equity financings.

Jeff earned his MBA from Columbia Business School's Executive Program and his B.A. in Economics from Tufts University. Jeff is also a member of the National Investor Relations Institute (NIRI).

Kimberly Ha | FTI | kimberly.ha@fticonsulting.com

Kimberly Ha is a Senior Director in the FTI Consulting Strategic Communications segment and is based in New York.

She is an award-winning journalist and has nearly 10 years of experience in healthcare and financial journalism. Kimberly also serves on a number of advisory boards in the life sciences industry.

Kimberly was previously Global Editor at BioPharm Insight, an independent business intelligence product launched by the Mergermarket Group. She started her career as a financial journalist in Hong Kong specializing in life sciences M&A at Mergermarket and was the lead sector specialist before transferring to New York to launch the business intelligence division for BioPharm Insight in 2007.

Kimberly has been a sought-after panelist and moderator at major healthcare investor conferences and events, including the Prix Galien Forum, Biotech Showcase, Life Sciences Summit, and others.

In 2011, based on her extensive coverage of Alzheimer's disease, she was nominated by the Alzheimer's Association and was ultimately selected to be a National Press Foundation Fellow. She is also the recipient of the National Press Foundation and UN Foundation Global Vaccines Press Fellowship 2012, the Association of Health Care Journalists 2012 Fellowship Award (New York State Health Foundation), and the National Press Foundation's Fellowship on Cancer Issues 2012 in Washington, D.C.

She is a Board Member for the Prix Galien Foundation and an advisor to the OneMedPlace Forums in San Francisco and New York. She is also an expert advisor for Startup Health and was selected as an editorial board member for the World Korean Medical Journal.

Ms. Ha received a B.A. in psychology from New York University.

Brian Korb | Trout | bkorb@troutgroup.com

Mr. Korb has 15 years of investor relations, communications and financial advisory experience in the life science space. Over his career, Mr. Korb has worked closely with nearly 100 biotechnology, medical technology and specialty pharmaceutical companies. He has extensive experience advising companies and developing targeted investor relations initiatives, helping handle the many issues facing companies in this sector, including clinical data announcements, activist situations, regulatory issues, financings, management changes, partnerships, litigation and M&A activity. Through Trout Capital he has helped raise over \$1B for public and private companies in the US and Europe through private placements, registered directs, convertible debt, royalty transactions and secondary offerings.

He helped create and launch Trout's popular US and EU Wall Street Unplugged Conference series as well as the Annual Hamptons CEO Roundtable. He previously worked as an Assistant Director for the California Public Interest Research Group, a non-profit environmental organization where he headed fundraising efforts in Southern California and attracted media coverage on target issues by drafting press releases and organizing news conferences.

He graduated magna cum laude from Tufts University with a Bachelor of Arts degree in psychology. Brian holds Series 7, 24, 63 and 79 securities licenses. He is an avid marathon runner and IRONMAN finisher and enjoys spending any free time with his wife, son and daughter.

Deanna Kirkpatrick | Davis Polk | deanna.kirkpatrick@davispolk.com

Ms. Kirkpatrick is a partner in Davis Polk's Capital Markets Group. Her practice includes public equity, debt and other securities offerings by U.S. issuers. She has regularly worked for both issuers and underwriters in connection with initial public offerings. Ms. Kirkpatrick has worked on offerings for issuers over a broad spectrum of industries, including health care, retail, oil and gas, fin tech, financial institutions and special-purpose acquisition companies.

Ms. Kirkpatrick's recent transactional experience includes advising on the IPOs of Patheon, Bats Global Markets, Editas Medicine, Cynapsus Therapeutics, Capitol Acquisition Corp. III, GP Investments Acquisition Corp., Oxford Immunotec, RE/MAX Holdings, Capitol Acquisition Corp. II and Health Insurance Innovations.