

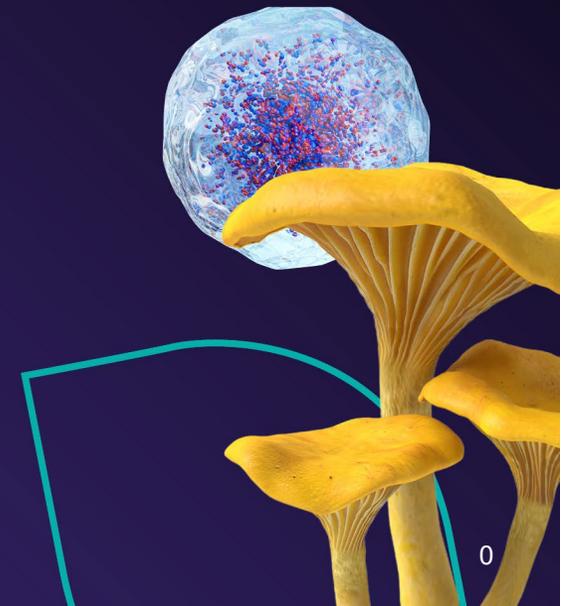


Events
International
Convention

June 3-6, 2024
San Diego, CA

Welcome to the BIO 2024 Convention Preview & Partnering Webinar

April 3, 2024 1PM EDT





BIO 2024 Convention Preview & Partnering Webinar

Hosted by

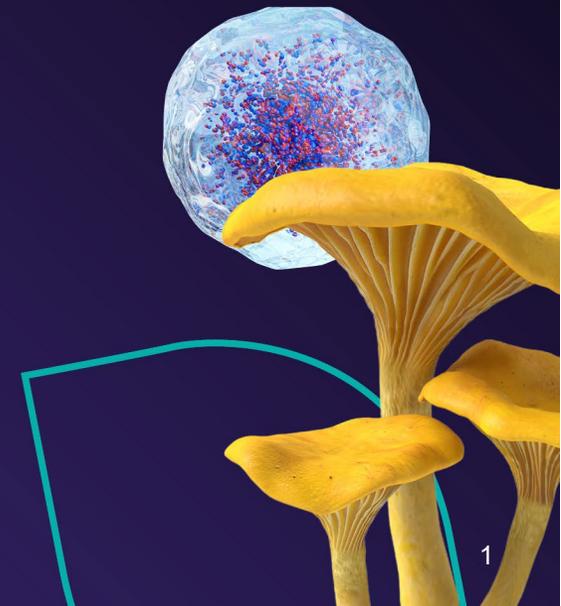


Bernard Fallon
Deputy Vice President, Industry
Programs, BIO



Mackensie Verneti
Vice President, Partnering, BIO

- **A Q&A session will be held at the end of the webinar.** Please submit questions in the Q&A section of Zoom.
- **A recording of this webinar will be distributed** within a few business days to all webinar registrants.



Thank you to our 2024 Business Forum Sponsors!

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Webinar Agenda

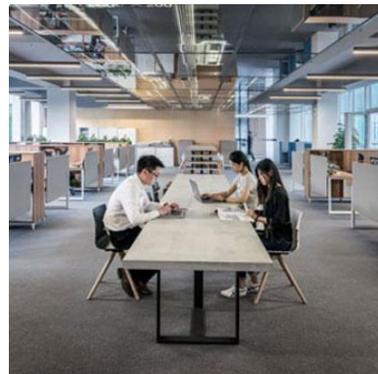
1. Who is BIO?
2. BIO International Convention 2024 Event Preview
3. Partnering Overview, Tips & How to Succeed
4. Partnering Live Demo
5. Q&A Session

About BIO

- BIO is the world's largest advocacy association representing member companies, state biotechnology groups, academic and research institutions, and related organizations **across the United States and in 30+ countries.**
- To advocate for our industry, BIO is organized into **3 different sectors** to represent our members and their goals:



Health Biotechnology



Emerging Biotech Companies



Agriculture & Environment

BIO International Convention Preview



WHERE BUSINESS & BREAKTHROUGHS **CONVERGE**

Bio
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Who attends the BIO International Convention?

Diverse Organizations

- Large pharmas
- Biotech Startups
- Service Providers
- Banks and VCs
- Academia
- Government
- International Public Officials

Senior, mid-level and new-to-biotech job roles

- CEOs & executives
- Business development professionals
- Researchers
- Investors
- Professors and students

Global

45%

Attendees are from outside the US

First-time attendees (24%) and also attendees that have been to BIO **11+ times (7%)**

Schedule of Events

Friday, May 31 – Sunday June 2	Monday June 3	Tuesday June 4	Wednesday June 5	Thursday June 6
<u>BIO Professional Development Program</u>	BIO One-on-One Partnering™ Meetings			
	Exhibition			
	Sessions			
	Company Presentations			
		Start-Up Stadium		
	Welcome *	Exhibition Reception	Gaslamp *	Closing Event – details coming soon!
	Reception		Block Party	

* Exclusive to Premier and General Access attendees

Offering Professional Development for Every Career Stage

- Visit <https://www.bio.org/courses> and filter for “In-Person”
- Three-Day Courses:
 - “Business Development Fundamentals”—May 31-June 2
 - “Advanced Business Development”—May 31-June 2
- Two-Day Course:
 - “Become a Biotech or MedTech Entrepreneur”—June 1-2
- One-Day Courses:
 - “Applying Game Theory to Negotiations & Decision-Making”—June 2
 - “Guide to Raising Institutional Private Capital”—June 2
 - “Product & Company Valuation”—June 2
 - “BIOBriefing: Biotech for the Non-Scientist”—June 2



Influential Speakers

- Fireside chats include Nobel Laureate Dr. Carolyn Bertozzi, Amgen's CEO Robert Bradway, Roivant's CEO Matt Gline, investor Nina Kjellson of Canaan Partners, Dr. Stephen Quake of the Chan-Zuckerberg Initiative

More speaker details at convention.bio.org under the Program menu

The screenshot shows a speaker directory interface. At the top is a navigation bar with tabs for 'All', '0-9', and letters 'A' through 'Z'. Below the navigation bar are two rows of speaker cards. The first row contains five cards, each with a portrait photo, a name with degrees, a title, and an affiliation. The second row contains five partial cards, showing only the top portion of the speaker photos.

Name	Title	Affiliation
Ryan Abbott, MD, JD, PhD	Partner	Brown, Neri, Smith & Khan, LLP
Blythe Adamson, PhD, MPH	Senior Principal Scientist, Head of Outcomes Research	Flatiron Health
Susanne Ahmari, MD	Assistant Professor, Department of Psychiatry	University of Pittsburgh
Martin Akerman, PhD	Co-founder and CTO	Envisagenics
Karen Akinsanya, PhD	President, R&D - Therapeutics	Schrodinger, Inc.

Sample BIO 2024 Sessions

- AI's Trial by Fire: Experimental Validation in Drug Discovery
- Targeting the Brain: How Biotech is Uncovering the Biology of Brain Disease for Precision Neurotherapeutics
- Promising Advances in Neuroscience: New Molecular Targets and Biomarkers
- Creative Structures for Keeping Innovation Alive After the Deal
- Build Your Product Pipeline with Non-Dilutive Federal Resources
- Innovation Passport: Emerging Opportunities for Company Growth in Global Markets
- The State of Emerging Biotechs: Investment, Deal, and Pipeline Trends
- The Bad and the Ugly: Unpacking Repercussions of the Medicaid Drug Rebate Program Rule
- Optimizing the Investability of Your Lead Program: Data-Driven Approaches for Pipeline Prioritization
- IPOs Are Starting to Come Back: Are You Ready?

More program details at convention.bio.org under the Program menu

Providing Platforms to Early-Stage Companies

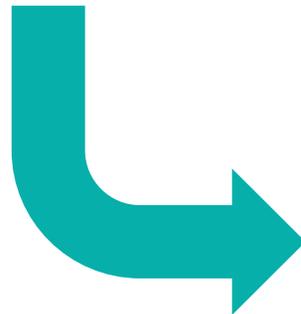
- **Start Up Stadium**— A “Shark Tank” style competition with 40 finalists presenting to key members of the investment community, venture philanthropy groups, strategic partners, and non-dilutive capital.



- **Company Presentations**— 13-minute podium presentations to potential partners and investors provide valuable exposure to companies poised to grow.

Registration Rates

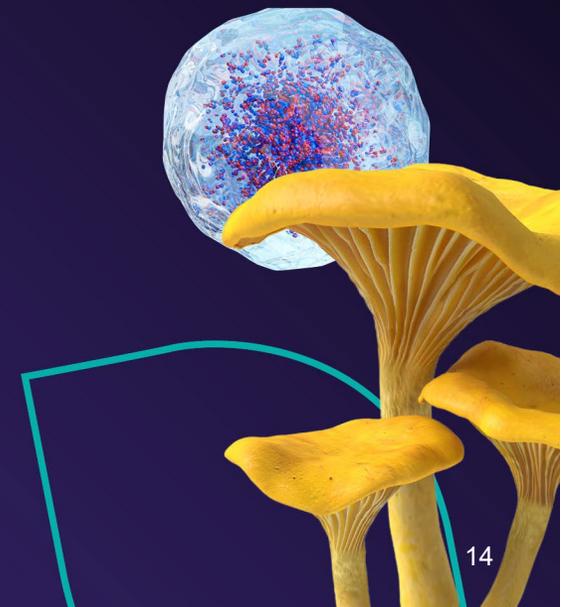
	Premier Access	General Access	Exhibition Access
BIO Member Rate	\$2,900	\$1,800	\$550
Non-Member Rate	\$3,550	\$2,200	
Academic/Government/Non-Profit Rate	\$3,000	\$1,900	



The only package that includes
BIO One-on-One Partnering™ !



Partnering Overview





BIO One-on-One Partnering™ is open!

You will receive your login information from biopartnering@bio.org within 1-2 business days of registration.

Partnering at BIO 2024

- 30-minute meetings across 3.5 days
- Pre-arranged via the BIO One-on-One Partnering™ system
- In-person partnering meetings in the Business Forum and Exhibit Hall
- BIO schedules meetings for you, so you arrive with a plan
- **Scheduling begins mid May – start requesting and accepting meetings now!**



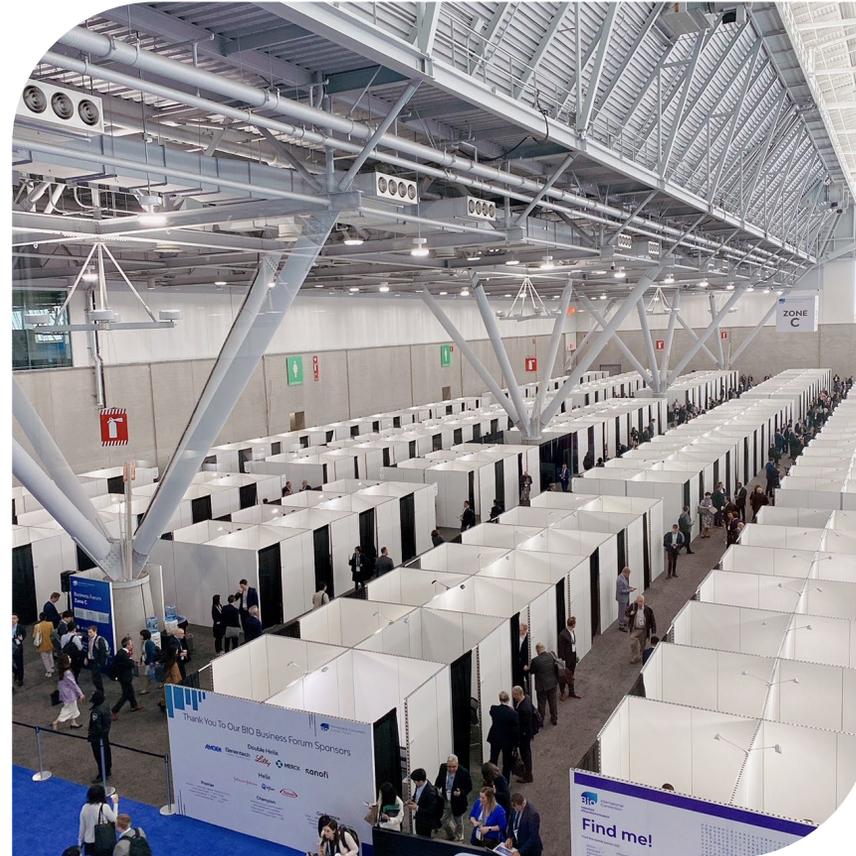
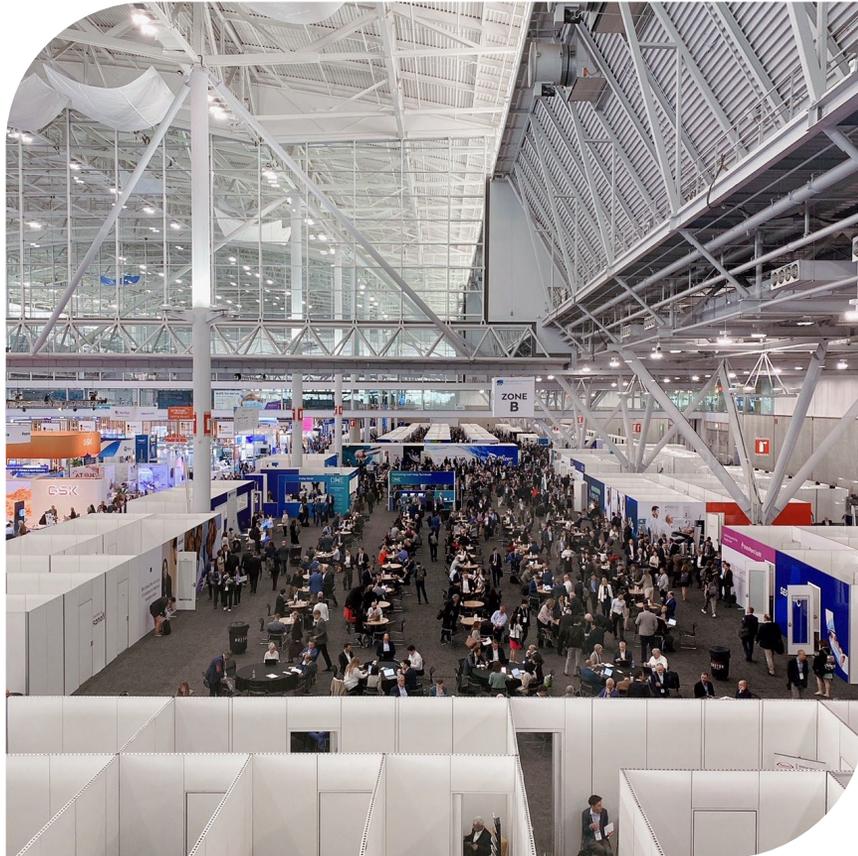
Two Partnering Types

	Business Forum	Exhibit Booth
Registration	Included with Premier Access	For exhibiting companies & pavilions
Meeting Times	Monday afternoon-Thursday (Tues-Thurs 7:00am start)	Monday afternoon-Thursday (exhibit hours, Tues-Thurs 10:30am start)
Meeting Location	Business Forum booth/meeting point –or– Exhibition Floor (if meeting with an exhibitor)	Your exhibit booth or another exhibitor’s booth/pavilion

NOTE: You can meet with all the same companies and delegates regardless of your partnering type. **The difference is where and when your meetings are scheduled.**

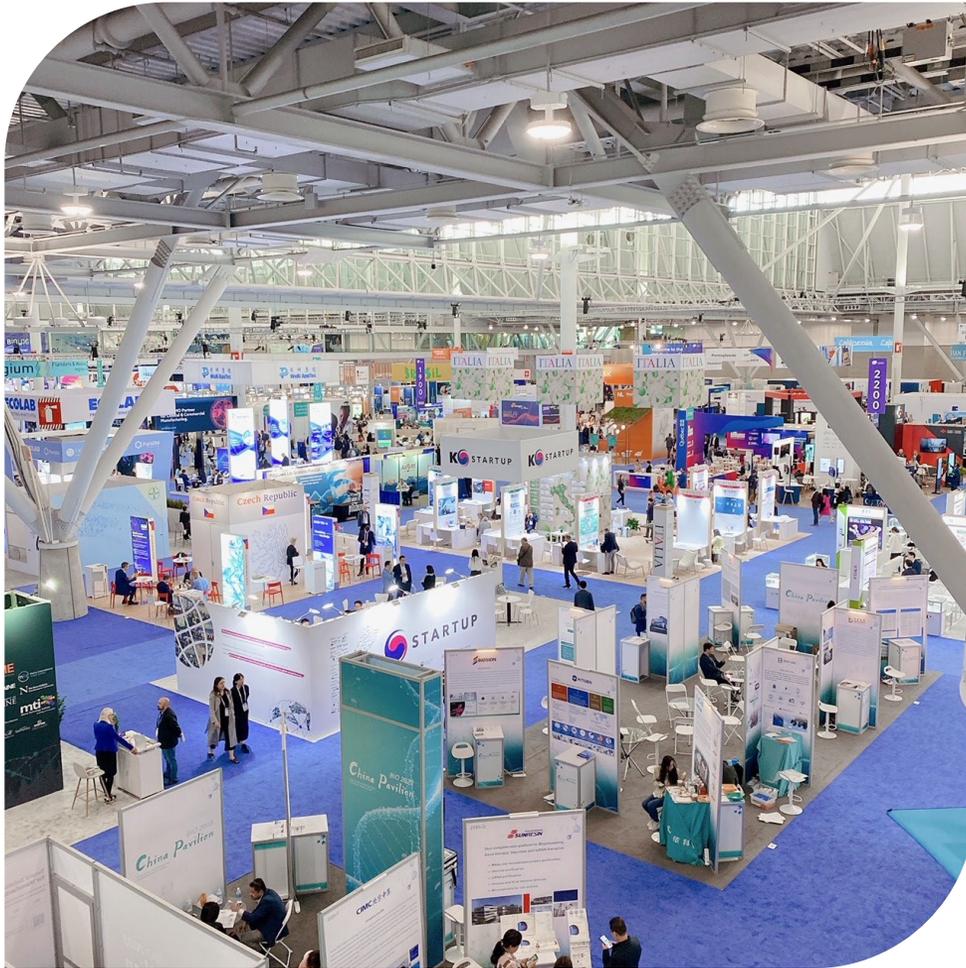


Two Partnering Types Onsite – Business Forum



700+ general
Booths that span
the length of the
Exhibit Hall

Two Partnering Types Onsite – Exhibit Booth



700 Exhibiting companies participated in Exhibitor Booth Partnering at BIO 2023!

Partnering Meeting Hours

	Business Forum Partnering	Exhibitor Booth Partnering
Monday 6/3	1:00 PM – 6:00 PM	1:00 PM – 6:00 PM
Tuesday 6/4	7:00 AM – 5:00 PM	10:30 AM – 5:00 PM
Wednesday 6/5	7:00 AM – 6:00 PM	10:30 AM – 6:00 PM
Thursday 6/6	7:00 AM – 4:30 PM	10:30 AM – 4:30 PM

Pro Tip! Open your partnering calendar for times you're reasonably able to take meetings, **but do remember** that meetings are scheduled based on mutual availability.

Partnering Tips & Best Practices





COMPANY PROFILE

Profile 95% complete [Update](#)
Visible

MEETING REQUESTS

All Incoming Outgoing

Requested	0
Accepted, to be scheduled	0
Accepted, no availability	0
Declined	0



Search for companies and start sending requests [Search](#)

- [Onsite Information](#)
- [Meeting Scheduling](#)
- [Member Discounts](#)
- [NEW Resources](#)

Onsite Reminders & How to Get Your Schedule

Potential meetings: Please respond to any outstanding meeting requests in your Message Center by accepting or declining them. Don't hesitate to send new meeting requests as well. Meetings with mutual availability will be scheduled on a rolling basis though the end of the Convention.



NEWS
WHEN WILL MY MEETINGS BE SCHEDULED?

Meeting scheduling will begin in mid May. BIO schedules all accepted meetings for times mutually available among the required meeting participants. Once scheduling begins, we will continue scheduling in rounds on a rolling basis (starting every few days with increasing cadence) up through the Convention to accommodate as many meetings as possible.

Download the partnering mobile app!
[iPhone](#) | [Android](#)

5 Key Steps for using the Partnering System

1. Create/update your company and personal profile
2. Select your availability for partnering meetings on your Calendar
3. Send meeting requests – use the Search to narrow down best opportunities
4. Respond to all incoming meeting requests in the Message Center
5. BIO will schedule your accepted meetings, but keep a lookout for meetings that can't be scheduled due to lack of mutual availability

Company Profile: How to increase your company's visibility

Get more meeting requests by making it easier for other companies to find you!

TIP: Add as much **detailed info** as possible to increase your visibility in Search results

- Brief Description
- Therapeutic Areas & Company Type
- Assets, Services, Market Products
- Financial information
- Website, contact, address

[Out-licensing]
We are seeking out-licensing opportunities for assets, SJP1602 and SJP1604. We are also seeking out-licensing opportunities for SA001 and SJP1804 assets.

[In-licensing]
We are seeking in-licensing opportunities of small molecule-based cancer immunotherapies, fibrosis-related cancers and NASH drugs. We welcome the assets in the early development stage (lead optimization or beyond) as well as the assets in the early clinical stage. (IND-enabling or Phase I)

Primary Licensing/Funding objectives

Therapeutic areas of interest

Primary TA

Secondary TA

Financials

Employees	200 to 1,000
Year founded	1968
Ownership	Public
Ticker	005500.KS (KOSPI, South Korea)

Contact information

Managing your meeting requests & responses

Put in the work and make your meeting requests count!

When sending requests:

- Start sending requests 6+ weeks out
- Use the Advanced Search to narrow down opportunities
- Start contacting companies that seem the best fit *first*
- Be specific in the subject & message. Consider including: Target & therapy area, Efficacy, Safety, Differentiation, Market assessment, Scientific & portfolio fit
- Target meeting participants, if applicable

When receiving requests:

- Accept or decline all incoming requests
- Check back often to stay on top of newly received meeting opportunities

How to get more of your Accepted meetings scheduled

Don't let a meeting go unscheduled due to lack of mutual availability.

TIPS:

1. Check for meetings with no mutual availability
2. Open up more timeslots
3. Colleagues with limited availability? Mark them as optional on meeting requests
4. Waiting on a reply? Send a “reply only” message to follow up

The screenshot displays a meeting management interface. On the left is a sidebar with filters for 'All requests', 'Unread', 'Requests type' (Incoming, Outgoing), 'Status' (All, Requested, Scheduled, Pending reschedule, Accepted, Canceled, Declined), and 'Advanced filters'. The main area shows a list of 6 items. A callout box highlights a request from 'Advancing Medicines Association' with the status 'ACCEPTED' and a warning icon indicating 'No mutual availability'. Other requests include 'From A to Z Oncology' (SCHEDULED), 'To Xavier Institute of Medicine' (SCHEDULED), 'To Michelin Biotech', 'From Lakeside Oncology', 'To Lakeside Investment Group', and another 'From Advancing Medicines Association' (ACCEPTED). The right sidebar shows details for 'Xavier Institute of Medicine' and 'Breakthrough Biotech...'.

What's new?

- *Somewhat new...* Target participants on meeting requests – **great for sending requests to large pharmas & delegations!**
- Export company notes from Search
- Quickly export bookmarks from the Bookmarks page
- We've given the mobile app a facelift
- Filter meeting requests by linked resources in your Message Center
- Backend optimization to improve loading times

BIO One-on-One Partnering™ Live Demo





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Join us for the next Webinar! Advanced Partnering & Know Before You Go

All Premier Access & Exhibitor attendees are encouraged to tune in

Wednesday, May 1

1 PM EDT

Register for free here: <https://convention.bio.org/Webinar3>

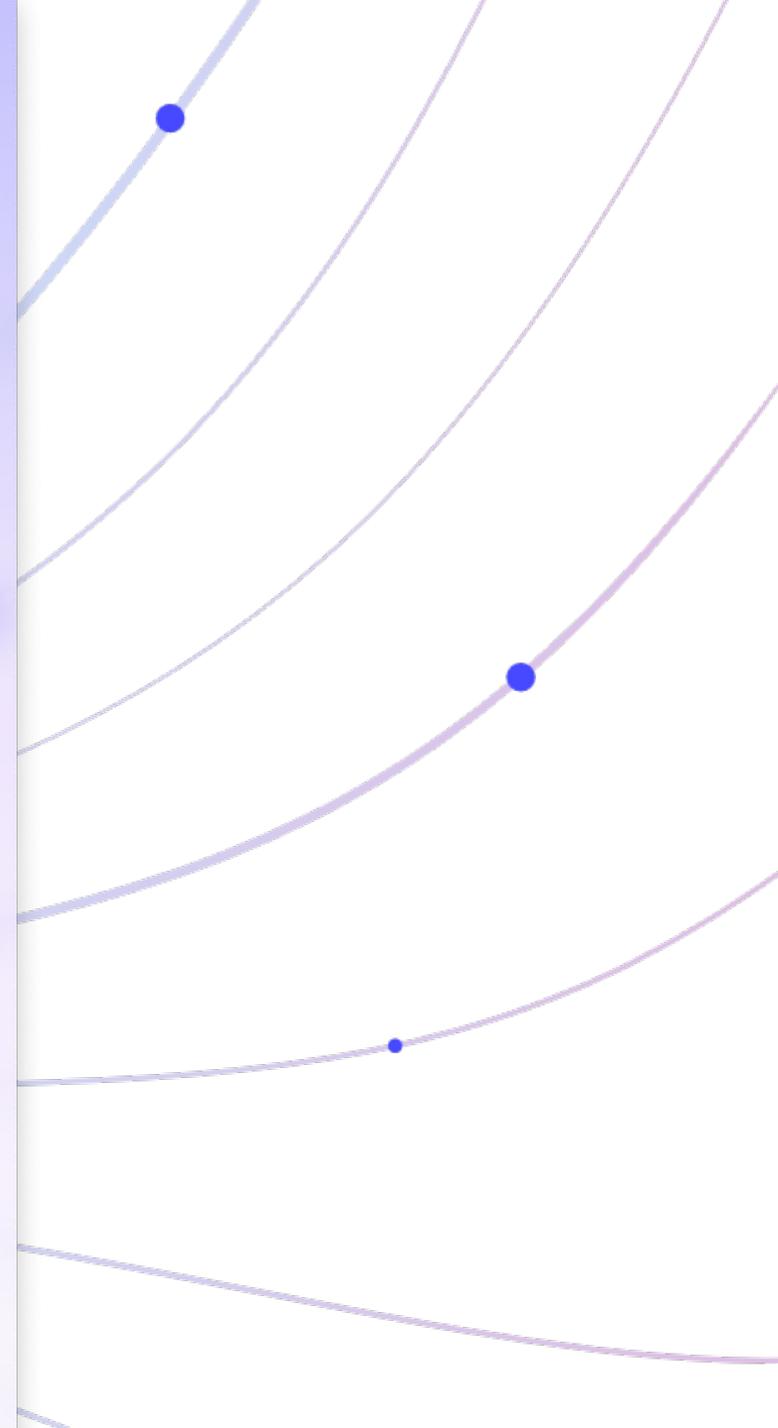
Partnering 2030: Biotech Survey

Participate and help shape the future of life science partnering

 inpart



Take our survey





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Q&A

Please submit your questions in the Q&A box.



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Thank you for joining!

A recording of this webinar will be distributed within a few business days to all webinar registrants and will be posted on our website.

For any additional partnering questions, please email us at biopartnering@bio.org

For registration questions, contact customercare@bio.org