



International Conference & Exhibition

Partnering Webinar

July 22-26, 2020

Taipei, Taiwan

www.bioasiataiwan.com



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Taiwan Bio Industry Organization



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Biotechnology Innovation Organization (BIO)



Agenda

- BIO Asia-Taiwan Event Overview
- Introduction to BIO One-on-One Partnering™
- Partnering System Demonstration
- Best Practices for Partnering
- Questions & Answers (Q&A)

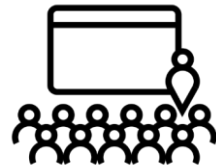


BIO Asia-Taiwan 2019 Highlights



25+

Countries



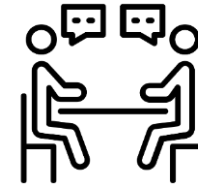
1,500+

Attendees



35%

Attendees from
Overseas



2,000+

One-on-one
Partnering Sessions

+35%

Growth from
2018

+110%

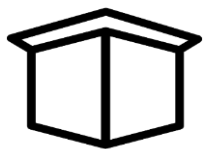
Growth from
2018

+245%

Growth from
2018



BIO Asia-Taiwan 2019 Exhibition



1,700

Exhibition
booths



650

Exhibit
Companies



30+

Multinational
Corporations



18

Countries & State
Pavilions



BIO Asia-Taiwan 2020

Online + Live

Finding Cures in The Crisis

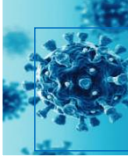


Online + Live

Even during these difficult times, we've found a way to bring leaders together globally!



BIO Asia-Taiwan 2020 Main Topics



Combating the Pandemic



Advanced Therapies



Precision Medicine



Digital Health



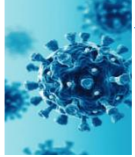
Investment & Collaboration

BIO Asia-Taiwan 2020 Main Features

- Online (O) + Live (L) = Hybrid (O+L)
- Conference (O+L) with 14 sessions + 2 workshops, 100+ speakers/panelists
- Company presentation (O) + startup pitching (O) > 100
- On-site exhibition (L) > 1300 booths, 500 exhibitors
- Online exhibition (O) > 150 companies
- BIO 1-on-1 partnering system > 600+ participants
- No travel, No Jetlag, Just plenty of opportunities
- On demand



BIO Asia-Taiwan 2020 Focused Areas



Combating the Pandemic



Advanced Therapies



Precision Medicine



Digital Health



Investment & Collaboration



BIO Asia-Taiwan Conference Overview

D&T	WED · July 22	THU · July 23	FRI · July 24	
09:00 10:30	<u>Plenary 1</u> Global Trends in Biotech Industry (A)	<u>Plenary 2</u> BIO Asia-Taiwan 2020 Opening & Awards Ceremony	<u>Session 10</u> New Frontiers in Therapeutics	<u>Entrepreneur Pitch</u> BioMed Commercialization Center, BMCC
10:40 12:10	<u>Plenary 1</u> Global Trends in Biotech Industry (B)	<u>Session 6</u> Sharing Biotech Successes	<u>Session 11</u> From Precision Medicine to Precision Health	<u>Workshop</u> Technology & Entrepreneurship
12:20 13:50	<u>Session 3</u> Accelerating Biomedical Innovations	<u>Session 7</u> AI for Therapeutic Innovations	<u>Session 12</u> Asian Opportunities & Collaborations	<u>Workshop</u> Clinical Trials for Advanced Therapies
14:00 15:30	<u>Session 4</u> Combating Pandemics (A)	<u>Session 8</u> Combating Pandemics (B)	<u>Session 13</u> Advances in Cancer Immunotherapy	Company Presentations
15:40 17:10	<u>Session 5</u> A New Paradigm in Biotech Innovation & Investment	<u>Session 9</u> Biotech Business Models & Financing Strategy	<u>Session 14</u> AI and Smart Healthcare	Company Presentations
19:30 21:00	<u>Entrepreneur Pitch</u> Biomedical EcoSystem development office in Taiwan, BEST	<u>Entrepreneur Pitch</u> SPARK Asia Showcase	<u>Entrepreneur Pitch</u> Biomedical EcoSystem development office in Taiwan, BEST	Company Presentations
21:10 22:40	Company Presentations	Company Presentations	<u>Entrepreneur Pitch</u> Biomedical EcoSystem development office in Taiwan, BEST	Company Presentations
Other Events	One-on-One Partnering (July 22-26)			
	Online Exhibition (July 22-26); Onsite Exhibition (July 23-26)			

Introduction to BIO One-on-One Partnering Online



Introduction to BIO One-on-One Partnering™



- Most efficient way to do business in the biopharma industry without traveling all over the world
- Makes it easy to search for and request meetings with potential partners, biotech investors and senior business development executives
- The system facilitated over 60,000 meetings in 2019!



Why Use BIO One-on-One Partnering™?

Are you seeking business development or investment opportunities?

Looking for cross-border partnerships?

Use the online partnering system to:

- Arrange business matching meetings for BIO Asia-Taiwan
- Organize your company's meeting requests in a central location



Basics of Online Partnering

1. 24-hour Partnering Opportunities over 5 Days
2. Time Zone Features for Your Convenience
3. Self-Scheduling with Your Preferred Meeting Solution
4. Links to Online Sessions in the Partnering Calendar



24-Hour Partnering

Date	Partnering Hours
Wednesday, July 22	00:00 – 24:00 (starts and ends in Taipei Time, CST)
Thursday, July 23	
Friday, July 24	
Saturday, July 25	
Sunday, July 26	

- You must open the slots you wish to make available for meetings.
- You do not have to take meetings at an undesirable time.
- The calendar defaults to fully *unavailable*.



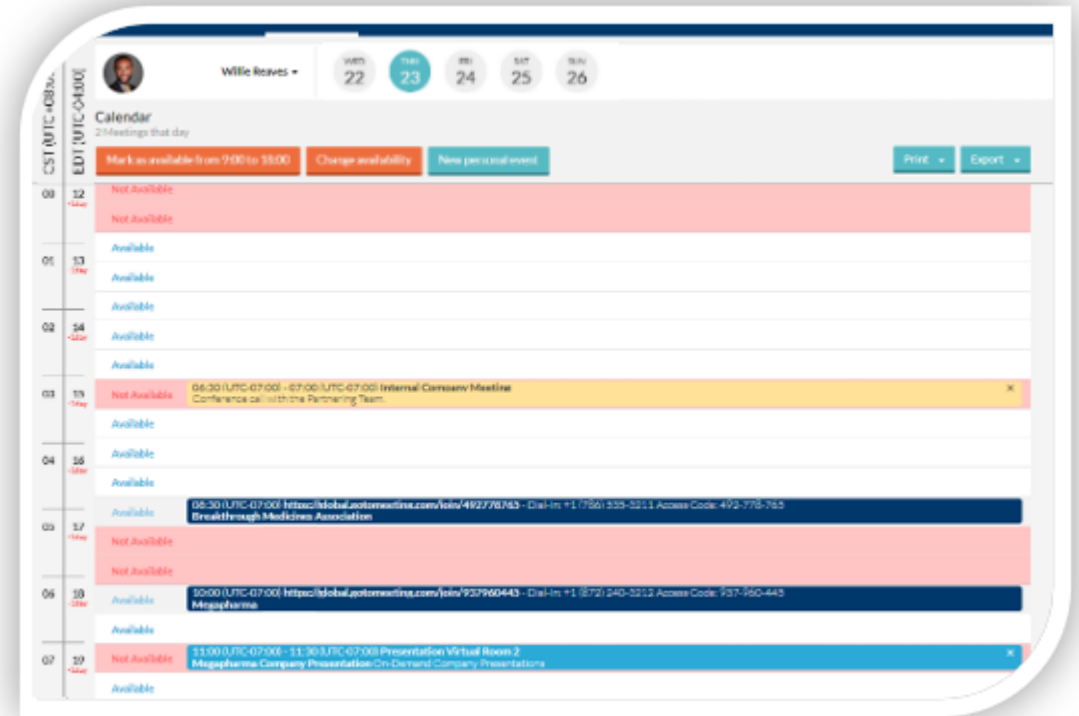
Time Zone Features

- **Automatic:** System automatically detects your time zone
- **Easy scheduling:** You don't have to worry about the time zone of other companies—the system will show you mutually available times
- **No globe needed:** No mental math to convert time zones
- **MAXIMUM flexibility:** Early riser? Kids keeping you busy during the day? Take meetings at *your* ideal time



Self-Scheduling Meetings

- Maintain full control of your workday
- Can use any online meeting solution you like
 - Don't like video calls? Add in your contact details for a phone call
- Meetings push automatically to Outlook and appear in your time zone



Best Practices & Strategies for Partnering Success



5 Steps to Partnering

1. **Create/update** your company's profile
2. **Input** & regularly update your calendar availability
3. **Search** for potential partners & send tailored meeting requests
4. Actively **manage** your Message Center
5. **Self-schedule** accepted meetings



Meeting Request Best Practices

- **Polish your profile**

Add *as much information* as possible to help other companies find you.

- **Start requesting meetings early**

Begin as soon as you receive your login credentials.

- **Get to the subject of the matter**

Make it a concise, *tailored* and specific statement of purpose.

- **Target your meeting request**

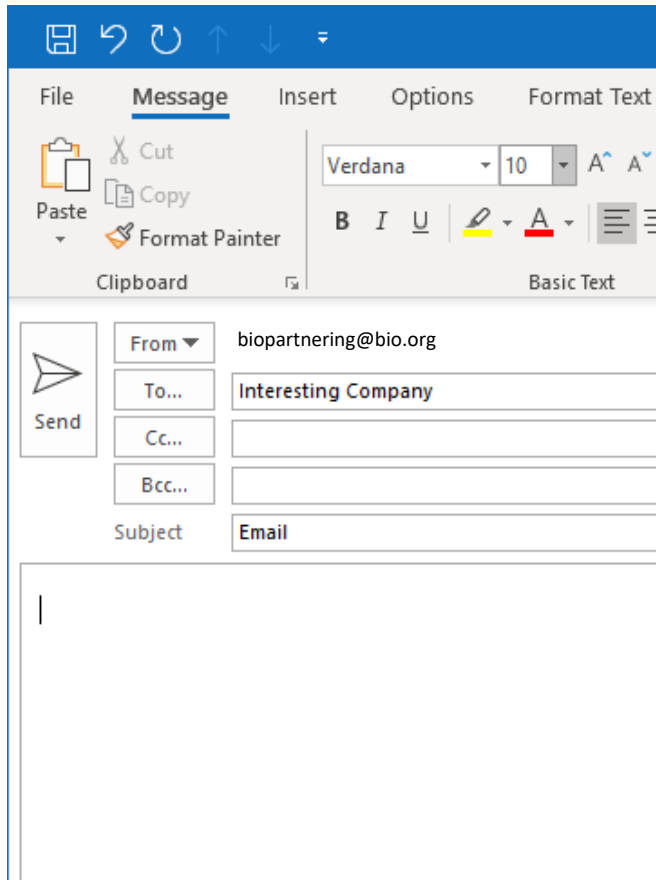
Provide targeted benefits of partnering with *your* company.

- **Follow up**

Getting close to the event but no response? Write a “reply only” message to the company.



Customize Your Subject Line



The screenshot shows an email client interface with the 'Message' tab selected. The top menu bar includes 'File', 'Message', 'Insert', 'Options', and 'Format Text'. Below the menu, there are icons for 'Paste', 'Cut', 'Copy', and 'Format Painter'. The 'Clipboard' section is visible. The 'Basic Text' section shows the font 'Verdana' and size '10'. The email composition fields are as follows:

Field	Value
From	biopartnering@bio.org
To...	Interesting Company
Cc...	
Bcc...	
Subject	Email

The 'Send' button is located to the left of the 'From' field. The email body is empty.

Would **you** feel motivated to open an email titled "Email?"

Neither would a company reading a subject called "Meeting request"

Customize your subject line to the receiving company to improve your chances of acceptance.



Tips for Online Meetings

- **Look at the camera**, not the screen, when speaking
- **Professional attire**—you may be at home, but it is still a business meeting
- Use a **PC headset** for better sound quality
- **Mute yourself** when not speaking to reduce echo
- **Ethernet** > Wi-Fi
- **Share your contact details** with the click of a button for easy follow-up after BIO Asia-Taiwan!



Partnering System: Live Demo

ONE
PARTNERING™
Powered by BIO



Home Page

ONE

HOME

PROFILE

SEARCH

CALENDAR

MESSAGE CENTER

New request

★ BOOKMARKS

Bio

Bio ASIA TAIWAN

International Conference & Exhibition

Search for companies and start sending requests

More >

Search

SPONSORED BY

cytiva

Nicholas Zuccaro, welcome to 2020 BIO Asia-Taiwan International Conference & Exhibition

Bio

95%

Your company profile is visible

[Update](#)

Your Delegates profiles

Bio

You

18 timeslots

55%

[Update](#)

Bio

Christine Orsini

0 timeslots

55%

[Update](#)



Willie Reaves

24 timeslots

70%

[Update](#)

Bio

Lorenzo Tucker

0 timeslots

30%

[Update](#)

0

Meetings scheduled

[View in Calendar](#)

[Get your Calendar >](#)

0

Requests sent

[REQUEST A MEETING](#)

Or use the search above to search for interesting companies to meet.

Getting Started with Virtual Partnering

1. Update your company profile. Click PROFILE on the Menu.

2. Set your availability to take meetings. Click CALENDAR on the Menu. The system will show the conference time zone and your automatically detected time zone.

3. Search for potential partners and request meetings with them. Click SEARCH on the Menu, and be sure to use the Advanced Search button for more powerful filtering tools.

4. Manage your meeting requests & send new requests. Click MESSAGE CENTER on the Menu.

5. Self-schedule your accepted meetings. Click the "Schedule" button on any Accepted meeting request. The system will guide you to choose a mutually available time, and then you can enter your preferred virtual meeting details (e.g. GoToMeeting/Zoom link, conference call information).

HELP & TUTORIALS

Partnering System Tutorials

[Quick Start Guide PDF](#) | [Full System Tutorial PDF](#) | [Video Tutorials](#)

[Virtual Meeting Solution Guide](#)

Customer Service

Mon - Fri, 9 AM - 5 PM Eastern Daylight Time

bio.martinez@bio.org

Delegate Time Zone

- The system will automatically detect your time zone.
- *If you wish to view your calendar/Message Center in a different time zone, please:*
 - » Click your profile photo in the upper right-hand corner
 - » Select “Edit your personal profile”
 - » Begin typing your location in the “Timezone/city” field
 - » May need to select nearest major city

Willie Reaves

Your profile is **PUBLISHED** [Unpublish](#)

⌚ Timezone
Timezone/City

📄 Contact information

Company: Biotechnology Innovation Organization
Job title: Director, Partnering Products & Services
Keywords:
Professional background:
Area of expertise: B2B Partnering, Product Development, Product Marketing, Relationship Management, Data Analysis

📍 Address [Fill with company address](#)

Country: United States
State: District of Columbia
Address: 1201 Maryland Ave SW, Ste. 900
Zip: 20024
City: Washington

Edit your notifications
[Access your notifications preferences](#)

24-Hour Calendar

- Side-by-side display of the conference time zone (Taipei Time) and your local time zone
- Click “Change availability” to open timeslots for meetings
- Pro Tip: Making the entire day available means 24 hours. Only open timeslots when you’ll be awake!

The screenshot displays the '24-Hour Calendar' interface. At the top, there's a navigation bar with links: HOME, PROFILE, SEARCH, CALENDAR, and MESSAGE CENTER, along with a 'New request' button. Below this, a user profile section shows 'Willie Reaves' and a calendar for Wednesday, 22nd. The main calendar area is divided into two columns: CST (UTC+08:00) and EDT (UTC-04:00). The grid shows availability for each hour of the day. The status for each hour is indicated by a color-coded background and text: 'Non partnering hours' (light pink), 'Not Available' (red), and 'Available' (blue). The grid shows that the user is available from 10:00 to 11:00 EDT (02:00 to 03:00 CST) and from 12:00 to 13:00 EDT (04:00 to 05:00 CST). The rest of the day is marked as 'Not Available' or 'Non partnering hours'.

Hour	CST (UTC+08:00)	EDT (UTC-04:00)	Status
07	19	-1day	Non partnering hours
08	20	-1day	Non partnering hours
09	21	-1day	Non partnering hours
10	22	-1day	Not Available
11	23	-1day	Available
12	00		Available
13	01		Available
14	02		Not Available
15	03		Not Available

Scheduling an Accepted Meeting Request

TAGS AND TAGGED DELEGATES

Edit Tags

Umbrella Consulting

Financial, legal, consulting

Incoming

ACCEPTED

Schedule

Cancel request

SELF SCHEDULING:

You or the other party need to schedule this meeting.

Umbrella Consulting Participants

Jeanine Tarrenson

Megapharm Participants

Pete Wheeler

Edit

Umbrella Consulting linked resources

No linked resources added yet

Megapharm linked resources

No linked resources added yet

Edit

Online Meeting During BIO Asia-Taiwan 2020

Share my contact information


Reply only


- Either company may schedule an “Accepted” meeting
- Click the “Schedule” button to schedule the meeting

Scheduling an Accepted Meeting Request

Schedule meeting


Back


 Umbrella Consulting



 Jeanine Tarrenson

[Edit Participants](#)

 Megapharm



 Pete Wheeler

1

Select a time slot

>

2

Select a location

CST (UTC+08:00)

EDT (UTC-04:00)

	WED 22	THU 23	FRI 24	SAT 25	SUN 26
10 22 -1 day	Green	Yellow 1	Red 1	Red 1	Red 1
	Green	Yellow 1	Red 1	Red 1	Red 1
11 23 -1 day	Red	Red 1	Red 1	Red 1	Red 1
	Red	Red 1	Red 1	Red 1	Red 1
12 00	Green	Yellow 1	Red 1	Red 1	Red 1
	Green	Red 1	Red 1	Red 1	Red 1
13 01	Red	Red 1	Red 1	Red 1	Red 1
	Red 1	Red 1	Red 1	Red 1	Red 1
14 02	Yellow 1	Red 1	Red 1	Red 1	Red 1
	Yellow 1	Red 1	Red 1	Red 1	Red 1

- Green timeslot = mutual availability
- You can schedule in any green timeslot
- Both the conference time zone and your own time zone will be displayed on the left-hand side

Changing Availability While Scheduling

The screenshot displays the 'Schedule meeting' interface. On the left, under the heading 'Schedule meeting', there is a 'Back' button. Below it, two participant groups are listed: 'Umbrella Consulting' with Jeanine Tarrenson, and 'Megapharm' with Pete Wheeler. A red box highlights the 'Edit Participants' link next to Jeanine Tarrenson. On the right, a calendar view is shown with the heading '1 Select a time slot'. The calendar displays slots for Wednesday, 22, and Thursday, 23. The time slots are color-coded: green for 10:00-11:00 and 12:00-01:00, and red for 11:00-12:00. The calendar also shows time zones: CST (UTC+08:00) and EDT (UTC-04:00).

Schedule meeting

Back

Umbrella Consulting

Jeanine Tarrenson

[Edit Participants](#)

Megapharm

Pete Wheeler

1 Select a time slot

WED 22 THU 23

10 22 -1day

11 23 -1day

12 00

CST (UTC+08:00) EDT (UTC-04:00)

- To open more calendar timeslots, click **Edit Participants** in the left panel to show a list of your company's delegates.
- Then click **View Calendar** to edit your delegates' availability without leaving the scheduling page.

Scheduling an Accepted Meeting Request

The teal highlighted slot is the time slot that you have chosen.

2

Select a location

✓ Select a time slot

CST (UTC+08:00)

EDT (UTC-04:00)

	WED 22	THU 23	FRI 24	SAT 25
10	22 -1 day	①	①	①
		①	①	①
11	23 -1 day	①	①	①
		①	①	①
12	00	①	①	①

Select the location

⌚ Wednesday Jul 22, 10:30 - 11:00 (UTC+08:00)

Enter your own virtual location

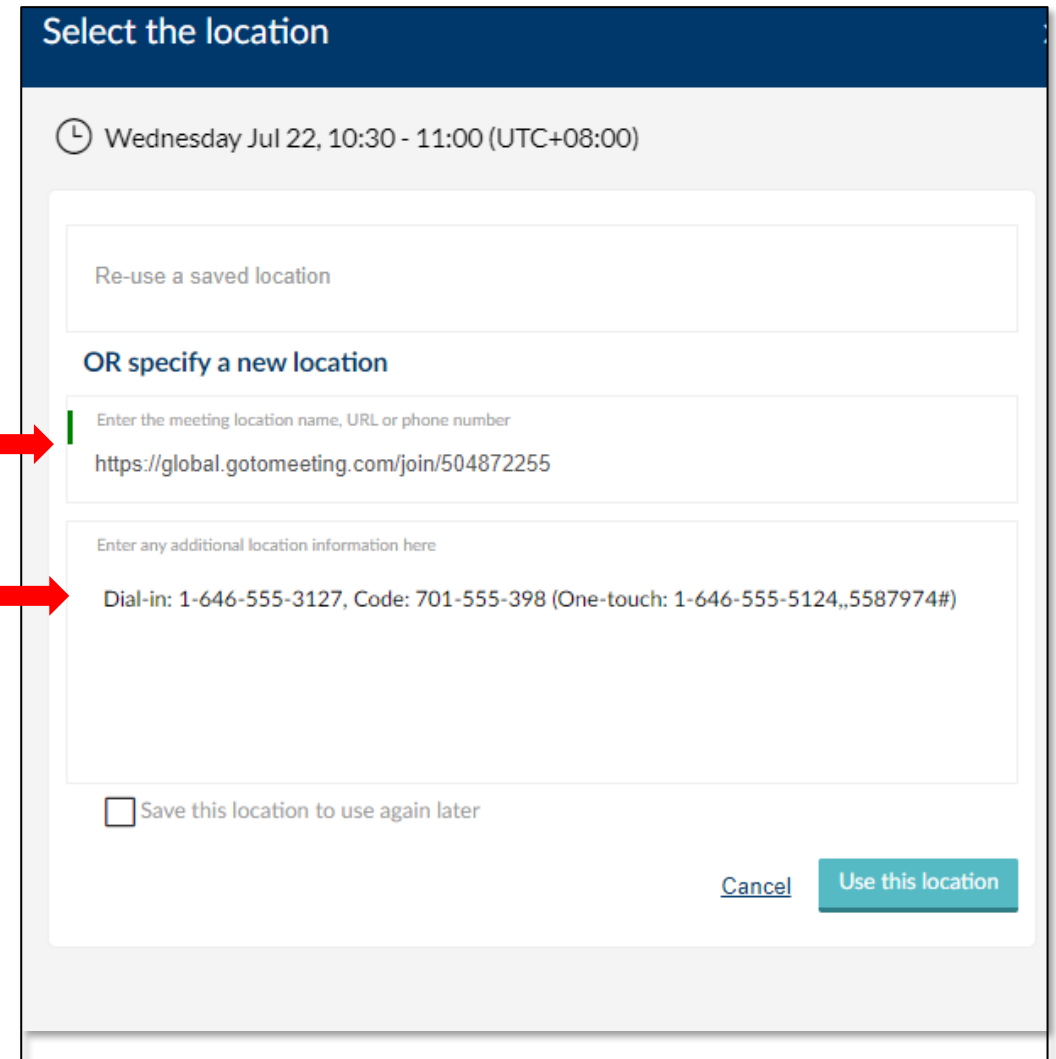
You may specify a link to your preferred conference or video call solution. Please be sure to include any needed access codes

» Click **Enter Your Own Virtual Location** to input your own online meeting location

Select Your Online Meeting Space

- This is where you enter your preferred online location—e.g. Zoom link, conference call number, etc.
- If you have a link/URL, paste it into this field
- Any additional details (dial-in number, etc.) should be pasted into this second field

If you are using a personal meeting room with a non-expiring link, check the "Save this location to use again later" box.



The screenshot shows a 'Select the location' dialog box. At the top, it says 'Select the location'. Below that, it shows the date and time: 'Wednesday Jul 22, 10:30 - 11:00 (UTC+08:00)'. There are two main input sections. The first section is 'Re-use a saved location'. The second section is 'OR specify a new location'. Under this section, there are two input fields. The first field is labeled 'Enter the meeting location name, URL or phone number' and contains the text 'https://global.gotomeeting.com/join/504872255'. The second field is labeled 'Enter any additional location information here' and contains the text 'Dial-in: 1-646-555-3127, Code: 701-555-398 (One-touch: 1-646-555-5124,,5587974#)'. At the bottom of the dialog, there is a checkbox labeled 'Save this location to use again later'. To the right of the checkbox are two buttons: 'Cancel' and 'Use this location'. Two red arrows point from the text in the list to the input fields: one points to the first input field and the other points to the second input field.

Select the location

🕒 Wednesday Jul 22, 10:30 - 11:00 (UTC+08:00)

Re-use a saved location

OR specify a new location

Enter the meeting location name, URL or phone number
https://global.gotomeeting.com/join/504872255

Enter any additional location information here
Dial-in: 1-646-555-3127, Code: 701-555-398 (One-touch: 1-646-555-5124,,5587974#)

☐ Save this location to use again later

[Cancel](#) [Use this location](#)

Confirm Your Meeting

> 2 Select a location > 3 Summary

Your meeting is almost scheduled.
Please confirm the following information to finalize scheduling:

🕒 **Wednesday July 22 10:30 (UTC+08:00) 30 MINUTES**
Conference time

🕒 **Tuesday July 21 22:30 (UTC-04:00) 30 MINUTES**
Local time

📍 **https://global.gotomeeting.com/join/504872255**

Dial-in: 1-646-555-3127, Code: 701-555-398 (One-touch: 1-646-555-5124,,5587974#)

[change](#)

☒ You will be able to reschedule your meeting at any time from your Message Center
☒ An email containing your reservation information will be sent to all meeting participants
☐ Send me a copy

Confirm and schedule

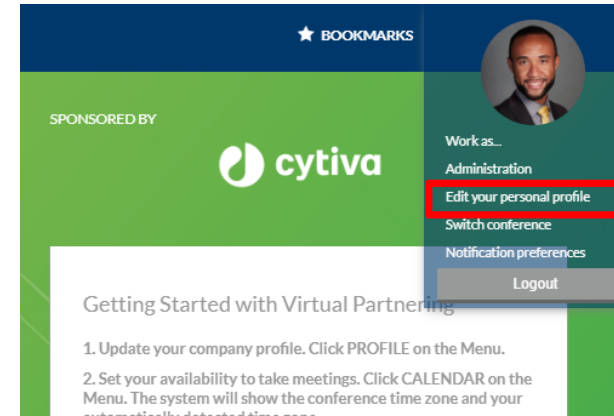
- To change any details, click **Change**
- Last step—click **Confirm and schedule**
- Notification emails and Outlook calendar invitations will be sent automatically to all meeting participants

Share Your Contact Information 1

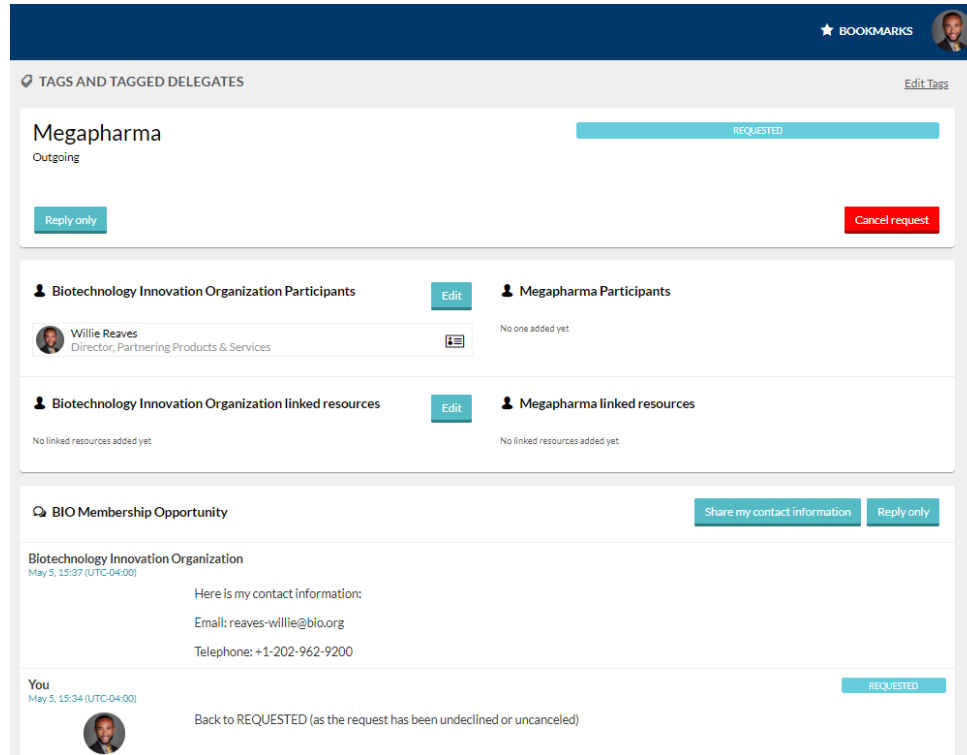
You can enter your preferred contact info and share it in a snap to make post-conference follow-up easy!

- » Open your **Personal profile**
- » Enter **email and/or phone number** in the relevant fields
 - » Include phone **country code**

Disclaimer: This is an optional step. BIO protects your privacy and does not publicly display your contact information.

A screenshot of the 'Delegate address' and 'Delegate contact information' forms. The 'Delegate address' section is at the top, with a 'Fill with company address' button. It contains fields for Country (United States), State (District of Columbia), Address (1201 Maryland Ave SW, Ste. 900), Zip (20024), and City (Washington). Below this is the 'Delegate contact information' section, which is highlighted with a red rectangle. It includes a note: 'This information is only shown to delegates who are participating in a meeting with you'. There are fields for Email (reaves-willie@bio.org) and Telephone (+1-202-962-9200), with an 'Autofill' button to the right.

Share Your Contact Information 2



The screenshot shows a web interface for sharing contact information. At the top, there's a dark blue header with a star icon and the text "BOOKMARKS" next to a small profile picture. Below the header, a section titled "TAGS AND TAGGED DELEGATES" contains a card for "Megapharma" with the status "Outgoing" and a "REQUESTED" label. The card has a "Reply only" button and a "Cancel request" button. Below this, there are two sections: "Biotechnology Innovation Organization Participants" and "Megapharma Participants". The first section has an "Edit" button and lists "Willie Reaves" as "Director, Partnering Products & Services". The second section has a "No one added yet" message. Below these are two more sections: "Biotechnology Innovation Organization linked resources" and "Megapharma linked resources", both with "Edit" buttons and "No linked resources added yet" messages. At the bottom, there's a section titled "BIO Membership Opportunity" with a "Share my contact information" button and a "Reply only" button. Below this, a message from "Biotechnology Innovation Organization" dated "May 5, 15:37 (UTC-04:00)" says "Here is my contact information: Email: reaves-willie@bio.org Telephone: +1-202-962-9200". At the very bottom, a message from "You" dated "May 5, 15:34 (UTC-04:00)" says "Back to REQUESTED (as the request has been undeclared or uncanceled)" and has a "REQUESTED" label.

On a meeting request, click “**Share my contact information**”

- Your contact information will be visible to delegates from your company and the other company
- It will appear as an entry in the message thread
- Sharing is on a **per company** basis to protect your privacy

Disclaimer: This is an optional step. BIO protects your privacy and does not publicly display your contact information or make it exportable.



Search for New Companies

Advanced search Search now ×

Ownership

☐ Private

☐ Public

☐ Other

Market capitalization (in millions of US\$)

From... → To...

Last round of funding

Company registration date

|

Since yesterday

Last 2 days

Last week

Last 2 weeks

Last month

Custom filter

- Use the **Company Registration Date** filter in Advanced Search to target companies that have been added to the partnering system since a particular date



Thank You for Joining!

Registration Questions: register@taiwanbio.org.tw

Partnering Questions:

biopartnering@bio.org

866.356.5155 (U.S.) / +1.202.962.6666 (International)

