



BIO  
Investor  
Forum



# 2023 BIO Investor Forum Event Preview & Partnering Webinar

Hosted by



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Vice President, Partnering, BIO

October 17-18  
San Francisco, CA

# Webinar Agenda

- + Introduction
- + BIO Investor Forum Event Preview
  - + **NEW: BIO Seed-Stage Spotlight on Tech Transfer**
  - + **Company Presentations**
  - + **In-Depth Fireside Chats**
  - + **Timely, Relevant Panels**
- + BIO One-on-One Partnering, Tips & Best Practices
- + Partnering Live Demo
- + Q&A Session



# BIO Seed-Stage Spotlight on Tech Transfer

## Seed-Stage Innovation Support Organizations

- + California Life Sciences FAST advisory program
- + SPARK at Stanford
- + NYU Endless Frontier Labs
- + Tulane University School of Medicine
- + UCSF Innovation Ventures
- + WARF (Wisconsin Alumni Research Foundation)
- + MBC BioLabs
- + SOSV / IndieBio
- + Breakout Ventures

## Companies Pitching on Afternoon of **Monday, October 16th**

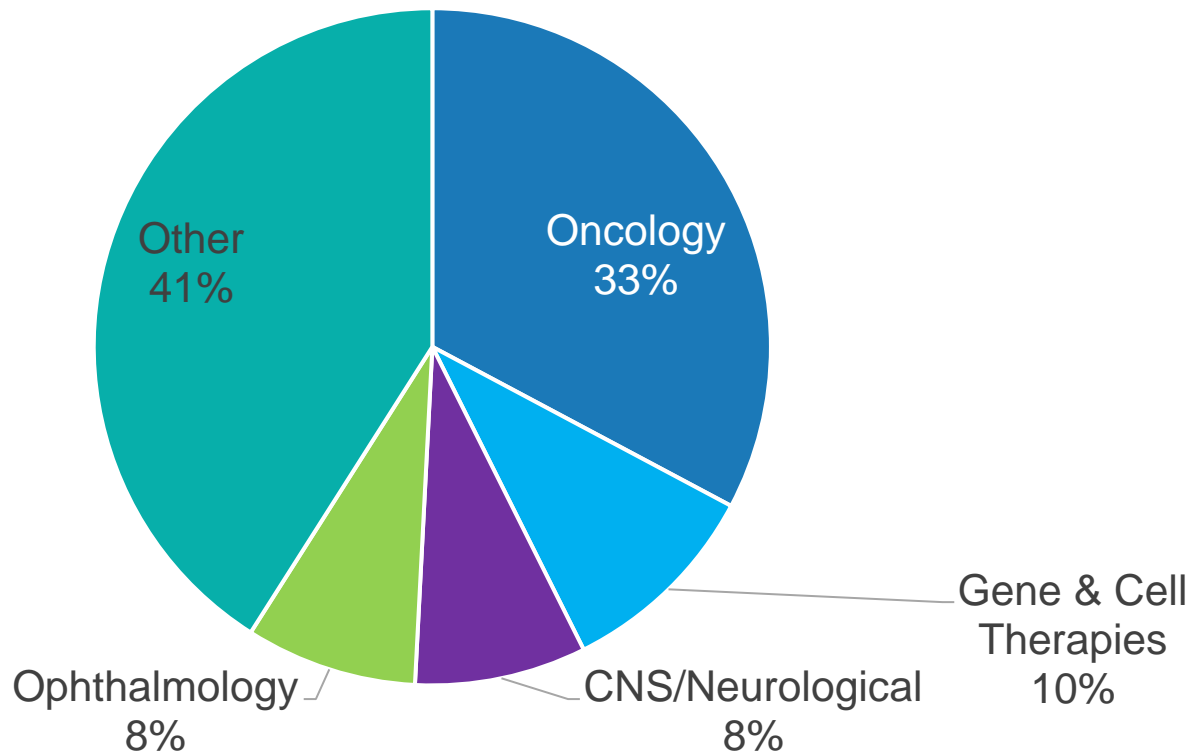
- + Acurex Biosciences
- + Aluda Pharmaceuticals
- + Azora Therapeutics
- + BrainXell Therapeutics
- + CellChorus
- + Crista Biologics
- + Dorian Therapeutics
- + f5 Therapeutics Incorporated
- + HDAX Therapeutics
- + Immunova Therapeutics, LLC
- + Immuto Scientific
- + Informuta, Inc.
- + Interface Biosciences
- + Invenio Imaging
- + Jacaranda Biosciences, Inc. (JBI)
- + Karma Biotechnologies
- + Laguna Bio
- + Lime Therapeutics
- + Lynx Biosciences, Inc.
- + Macrophages Project
- + MEDiC Life Sciences
- + microMESH
- + Minutia
- + Myka Labs, Inc.
- + ProgrammableTx
- + PSOMRI
- + Qgenesys
- + Sardona Therapeutics
- + SiVEC Biotechnologies
- + Stem Pharm, Inc
- + Takeoff AI
- + Telo Therapeutics, Inc.
- + TippingPoint Biosciences
- + ViAn Therapeutics

Further details at  
[bif.bio.org](http://bif.bio.org)



# Spectrum of Presenting Companies

Therapeutic Focus Areas of Company Presentations



# Presenting Companies Include...

- + Accelerated Biosciences Corp.
- + Accutis, Inc.
- + Advagene Biopharma
- + Aegle Therapeutics Corp.
- + Aeolian Biotech Corp
- + Algen Biotechnologies
- + Allterum Therapeutics, Inc.
- + Amytrx Therapeutics
- + Arpeggio Biosciences
- + AVM Biotechnology, Inc
- + Azitra Inc.
- + Beken Bio
- + Bexion Pharmaceuticals
- + Biofidelity
- + BioMimetix
- + BiondVax Pharmaceuticals Ltd
- + Blue Lake Biotechnology
- + Breakpoint Therapeutics GmbH
- + Caergen Therapeutics
- + CDR3 Therapeutics
- + Coastar Therapeutics Inc.
- + Diakonon Oncology
- + DIMERx, Inc.
- + Drusolv Therapeutics, Inc.
- + Enzyme by Design Inc.
- + Epion Therapeutics, Inc.
- + EpiVario Inc
- + Eyam Vaccines and Immunotherapeutics Ltd
- + Garuda Therapeutics, Inc.
- + Inhalon Biopharma
- + Jaguar Health, Inc.
- + Kineta, Inc.
- + Lactiga US, Inc.
- + LBL Biotech Inc.
- + Macrobiome Therapeutics
- + Minghui Pharma
- + Multimeric Biotherapeutics, Inc.
- + Nanoscope Therapeutics
- + Neuro-Innovators, LLC
- + Osmol Therapeutics, Inc.
- + OYE Therapeutics, Inc.
- + Pacylex Pharmaceuticals, Inc.
- + Panavance Therapeutics Inc
- + Panorama Medicine, Inc.
- + Pinetree Therapeutics
- + Protalix Biotherapeutics
- + Rakuten Medical, Inc.
- + Rejuvenation Technologies
- + Sarcomatrix Therapeutics Corp
- + Scioto Biosciences Inc
- + Seal Rock Therapeutics
- + Six Therapeutics, Inc.
- + South Rampart Pharma, Inc.
- + supernova bio Co., Ltd.
- + Sustained Therapeutics
- + Synlico Inc.
- + Terrapeutics Pharma
- + ViAn Therapeutics, Inc.
- + Vona Oncology
- + Zucara Therapeutics Inc.
- + ZWI Therapeutics

+ And more

Up-to-date list at  
[bif.bio.org/program](https://bif.bio.org/program)



# In-Depth Fireside Chats



**Mohan Iyer,  
General Partner,  
IndieBio / SOSV**



**Julia Owens, PhD,  
President & CEO,  
Ananke Therapeutics**

Further details at  
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# Timely, Relevant Panels

## Tuesday, October 17

- + Approaches to Financing Early-Stage Companies
- + Opportunities in Bispecific Therapy Development
- + Succeeding at Technology Transfer: Best Practices for Industry-Academia Collaboration
- + Extending RNA Technology Pipelines into New Tissues and Applications
- + Expanding Across Borders: Partnering and Investing in Asia-Pacific Countries

## Wednesday, October 18

- + Policy Outlook: Assessing the Impact of the Inflation Reduction Act
- + Exploring Funding Opportunities for Diverse Founders and Executives
- + Fighting Neurodegeneration with New Tools
- + AI and Computational Biology to Reach Undruggable Targets
- + Market Outlook: Timing the Next Tide for IPOs and Prioritizing Capital Partners

***More than 40 expert speakers, from 5AM Ventures and A28 Therapeutics to Variational AI and Verge Genomics***

Further details at  
[bif.bio.org](https://bif.bio.org)



# BIO One-on-One Partnering™ Overview



# Partnering at BIO Investor Forum



- + 30-minute meetings over 2 days, Oct 17-18
- + Pre-arranged via the BIO One-on-One Partnering™ system
- + BIO schedules accepted meetings. **Meeting scheduling begins Oct 3.**
- + Meetings are scheduled based on mutual availability
- + **The partnering system is now open! Registrants will receive their login information from [biopartnering@bio.org](mailto:biopartnering@bio.org)**

# Onsite Partnering Meeting Information

- + Meetings are held onsite at the Hilton San Francisco Union Square
- + BIO continues to schedule & reschedule meetings until the end of the conference

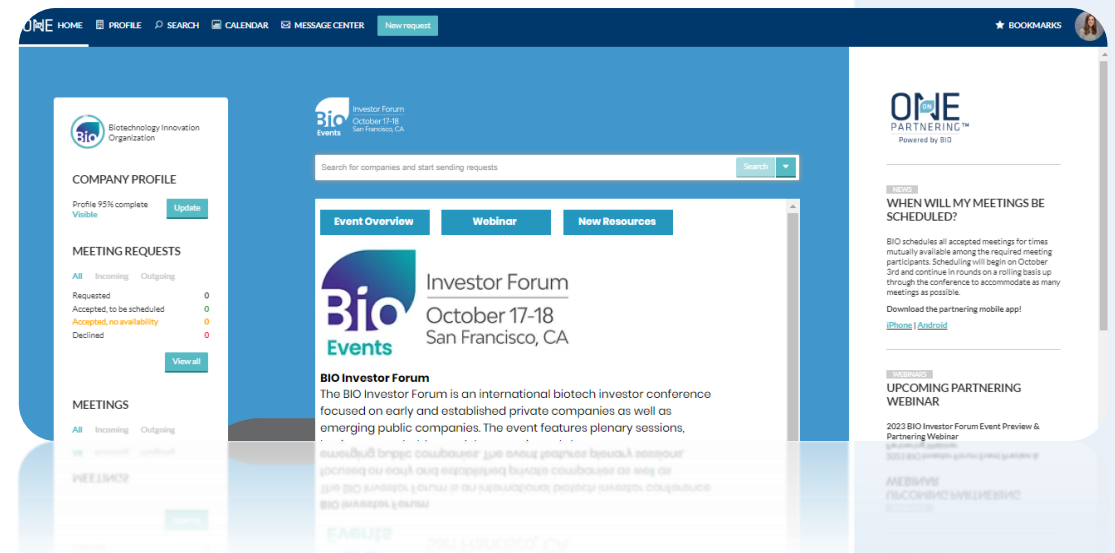
## Partnering Meeting Hours

Tuesday, Oct 17	7:30 AM – 5:30 PM
Wednesday, Oct 18	7:00 AM – 4:00 PM



# 5 Steps for using the partnering system

1. **Create/update** your company's profile
2. **Select** your calendar availability and keep it current
3. **Search** for potential partners & send tailored meeting requests
4. **Manage** your Message Center actively & often
5. **Get your meetings! BIO will schedule** accepted meeting requests, and you arrive in San Francisco with a plan.




# A Few Quick Partnering System User Tips

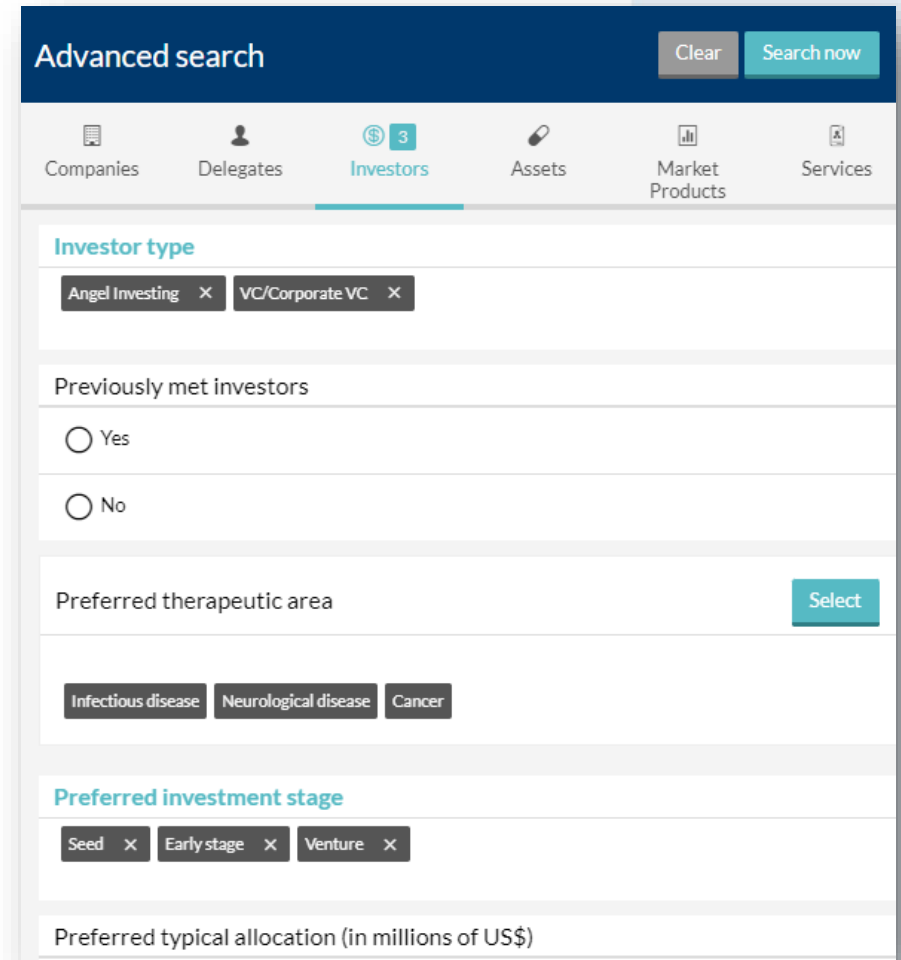
- + Complete your company profile (TAs, objectives, descriptions)
- + **Use the Advanced Search to target specific investor preferences**, therapeutic areas & indications and isolate new companies & funds since your last search
- + Respond to all incoming meeting requests – accept or decline to keep your Message Center current, filter by meeting request status

The screenshot shows the 'Advanced search' interface. At the top, there is a dark blue header with the text 'Advanced search' and a 'Search now' button. Below the header is a navigation bar with icons and labels for 'Companies', 'Delegates', 'Investors' (which is highlighted with a teal underline), 'Assets', 'Market Products', and 'Services'. The main content area consists of several filter sections:

- Investor type**: A text input field.
- Previously met investors**: Two radio button options, 'Yes' and 'No'.
- Preferred therapeutic area**: A text input field with a 'Select' button on the right. Below it, the text 'No preferred therapeutic area selected' is displayed.
- Preferred investment stage**: A text input field.
- Preferred typical allocation (in millions of US\$)**: A range selector with 'From...' and 'To...' labels and a right-pointing arrow between them.
- Preferred company type**: A text input field.
- Preferred asset type**: A text input field.

# Key Advanced Partnering System Features

- + Assets, Services & Market Products profiles within the Company Profile
- + Automatic Outlook/email calendar invitations & notifications management
- + Advanced Search filters
- + **Investor-specific search filters** 
- + Saved Searches
- + Optional Meeting Participants
- + Targeted Delegates **NEW!**

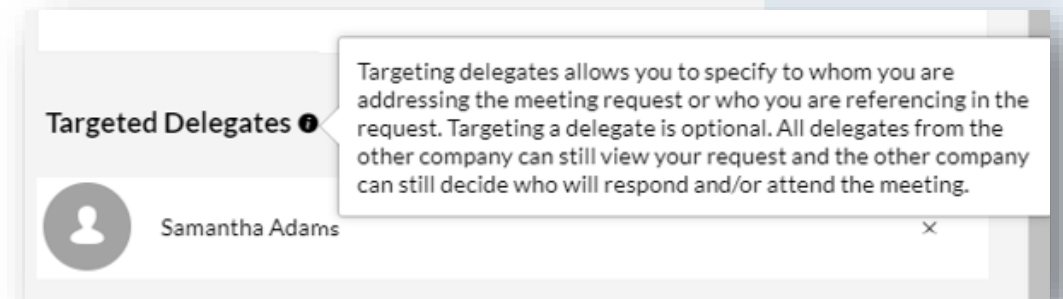


The screenshot shows the 'Advanced search' interface for 'Investors'. At the top, there are navigation tabs for 'Companies', 'Delegates', 'Investors' (selected), 'Assets', 'Market Products', and 'Services'. The 'Investors' tab has a notification badge with the number '3'. Below the navigation, the search filters are organized into sections:

- Investor type:** Includes 'Angel Investing' and 'VC/Corporate VC' filters.
- Previously met investors:** Radio buttons for 'Yes' and 'No'.
- Preferred therapeutic area:** A 'Select' button and filters for 'Infectious disease', 'Neurological disease', and 'Cancer'.
- Preferred investment stage:** Filters for 'Seed', 'Early stage', and 'Venture'.
- Preferred typical allocation (in millions of US\$):** A text input field.

# New Feature: Targeted Delegate

- + **Sending a meeting request and want to direct it to someone's attention? Target them directly on your meeting request**
- + All delegates from the receiving company can still view and respond to your meeting request
- + *Targeting is not required*
- + If you're not sure who to target, don't. The receiving company will still determine who is best for the meeting
- + View meeting requests in which you and your colleagues have been targeted in the Message Center
- + Anyone from either company can edit the targeted delegates in the Message Center



## New meeting request

To

Company (start typing to display results)  
Xavier Institute of Medicine


Request subject and message

Title  
Research Partnership in Immuno-oncology

Message  
Hello Samantha, We would like to meet at this upcoming BIO event to get updates on your research. We met last year regarding your early stage oncology IP and we're keen to see if we can move further with a partnership. Best regards, Mackensie

Targeted Delegates


Choose

 Samantha Adams


×

Linked resources

Choose

 Breakthrough Biotech one pager.pdf

×


 AUTN-101  
Antibody, protein, peptide  
Phase 2

×

Participants

Choose

Delegate

 You  
VP, Partnering

 John Smith Optional

[Cancel](#)

Send request

# What's in a Meeting Request?

## Company

Meeting requests are sent company-to-company and all delegates under that company can view and respond to your meeting request.

## Meeting Request Title

Functions like the subject line of an email. Make it count and be specific and targeted!

## Message

Explain your intent for the meeting. Don't use copy/paste boilerplate. Tailor your message.

## NEW! Targeted Delegates

Select a specific person(s) from the other company with whom you would like to meet, or perhaps you want to note that you've had contact with them before and would like a follow up meeting. **NOT required**

## Linked Resources

Add assets, services, market products & content from your company profile for specific reference to this meeting.

## Participants

Select whom from your company will attend the meeting. Mark participants as optional if they have limited availability or are not necessary for the meeting.

## Don't forget to hit Send!

You can manage all your incoming and outgoing requests in the Message Center.

# BIO One-on-One Partnering™ Live Demonstration



# Best Practices to get the right meetings

- + Make it easier for investors & partners to find *you* by adding detail to your company profile
- + Allow time for responses by starting outreach 4+ weeks out. New companies & investors are added daily!
- + Narrow down top targets with the advanced search filters
- + Increase your acceptance rate with a topical subject line that is unique to the recipient, and provide specific benefits of investing in/partnering with your company
- + Follow up. Getting close to the event and awaiting a response? Write a "reply only" message



Haven't registered yet?

Visit [BIF.bio.org](https://BIF.bio.org)

Early-bird prices  
expire 9/14!



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## Q&A

Please submit your questions in the Q&A box in Zoom

October 17-18  
San Francisco, CA



## BIO Investor Forum



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# Thank you for joining. See you in San Francisco!

A recording of this webinar will be distributed within a few business days to all webinar registrants and will be posted in the partnering system and on <https://www.bio.org/webinars>

For any additional partnering questions, please email us at [biopartnering@bio.org](mailto:biopartnering@bio.org)

For registration questions, contact [customercare@bio.org](mailto:customercare@bio.org)