Signals from JPM Week for 2024 Business Development Planning

January 18, 2024, 2:00 PM (ET)

Moderator:
- Donna LaVoie, President and CEO, LaVoieHealthScience

Speakers:
- Darren Ji, MD, PhD, Co-Founder, Chairman, Chief Executive Officer, Elpiscience
- Sophie Jones, MD, Managing Director, Healthcare Investment Banking, J.P. Morgan
- Evan Loh, MD, CEO, Paratek Pharmaceuticals
- Tim Opler, PhD, Managing Director, Global Healthcare Group, Stifel
Webinar Agenda

+ Introduction
+ BIO CEO & Investor Conference Preview
  + Partnering & Networking
  + Company Presentations
  + Timely, Relevant Panels
  + Commercialization Readiness Course
+ Panel Discussion
+ Q&A Session
+ BIO One-on-One Partnering, Tips & Best Practices
+ Q&A Session
Moderator and Panelists

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BIO CEO 2024 Overview

- **February 26-27, New York Marriott Marquis**
- **The conference for biotech executives and investors.** Don't miss one of the largest investor conferences in our industry where institutional investors, industry analysts, and senior executives are shaping the future investment landscape of biotechnology.
- 525+ people from 450+ companies are already in the partnering system.
- More than 60 companies presenting
- Remaining spots are filling fast
  - Apply at [https://bcic.bio.org/](https://bcic.bio.org/)
  - Website includes lists of

Participating Companies  Participating Investors
Timely, Relevant Panels

Monday, February 26
+ Opportunities for Financing Your Company
+ Genetic Medicines’ Path to Scalability for Patients and Investors
+ Reviewing Vaccine Pipeline Breakthroughs and Barriers
+ Tackling Challenges in Oncology Drug Discovery and Development
+ Recognizing the Patterns in Strategic M&A during Down Markets

Tuesday, February 27
+ Policy Outlook: Understanding the Environment for Pricing and Access to Medicines During an Election Year
+ What Investors Could Learn from Patient Advocacy Groups: Creating a Dialogue
+ AI within Biopharma: Separating Value from Hype
+ The Next Frontier for Metabolic and Obesity Treatments
+ Market Outlook: Assessing Readiness for the Next IPO Window

More than 40 expert speakers; details at bcic.bio.org

NEW THIS YEAR: “Commercialization Readiness: From Phase 1 to 1st Launch” Course
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BIO CEO & Investor Conference 2024

Monday, February 26th – Tuesday, February 27th, New York, NY
• **The conference for biotech executives and investors.** Don't miss one of the largest investor conferences in our industry where institutional investors, industry analysts, and senior executives are shaping the future investment landscape of biotechnology.

• 525+ people from 450+ companies are already in the partnering system.
### BIO CEO 2024 Partnering Hours

<table>
<thead>
<tr>
<th>Day</th>
<th>Partnering Hours</th>
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<tbody>
<tr>
<td>Monday 2/26</td>
<td>8:00 AM – 6:00 PM</td>
</tr>
<tr>
<td>Tuesday 2/27</td>
<td>7:00 AM – 5:00 PM</td>
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All partnering meetings will be scheduled in-person at the New York Marriott Marquis.
## BIO CEO 2023 at a Glance

<table>
<thead>
<tr>
<th>Final</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Companies</td>
<td>772</td>
</tr>
<tr>
<td>General Delegates</td>
<td>601</td>
</tr>
<tr>
<td>Investor Delegates</td>
<td>452</td>
</tr>
<tr>
<td>Total Meeting Requests</td>
<td>22,887</td>
</tr>
<tr>
<td>Scheduled Meetings</td>
<td>2,541</td>
</tr>
<tr>
<td>Countries</td>
<td>26</td>
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Partnering System Features
New Partnering Features

Tagged Colleagues

Tagged Colleagues is a new private field within the Message Center that are only shared with your colleagues and are not visible to the delegates of the other company. Tag a registered colleague within your Company Profile and filter your Message Center for meeting requests you are tagged in.
New Partnering Features (Cont.)

Targeted Delegates

The company sending a meeting request can target specific delegates from the receiving company. Targeted delegates can only be selected from the company receiving the meeting request. You can filter your Message Center by requests you are targeted on. Targeted delegates can be removed by the company receiving the meeting request at any time.
Optional Meeting Participants

- Prioritize meeting attendance to avoid meetings w/out mutual availability
- Choose between Required & Optional designation for meeting participants
- Optional participants' availability is not considered when scheduling
Optional v. Required Meetings on Your Partnering Calendar

• Required v. optional is also noted on your schedule printout and outlook/email calendar invitations
• NOTE: It is possible to have more than one meeting on your calendar at the same time if you are marked as optional
Advanced Partnering System Features

• Assets, Services, Market Products within the Company Profile
• Automatic Outlook Invitations & notifications management
• Advanced Search Filters
• Saved searches
• Message Center Filters
• "Share My Contact Information" on Meeting Requests
• Search, Calendar and Message Center Exports
• Optional Meeting Participants
• Extended access for one year for follow-up and exports
• Company and Delegate Profile imports from past events.

Search Features:

- Advanced Search filters
- Export search results to excel
- Access saved searches
- Sort results
- Filter for investors

[Image of search features interface]
Partnering Tips
5 Steps for Partnering & Best Practices

Step 1: Create/update your company’s profile

**TIP:** Add as much **detailed info** as possible to help other companies find you

- Brief Description
- Therapeutic Areas & Company Type
- Assets, Services, Market Products
- Financial information
- Website, contact, address
- Assets, Services, Market Products
5 Steps for Partnering & Best Practices

Step 2: Select your calendar availability and keep it current

**TIP:** Plan your schedule around priority *sessions*, open up as much time for *mutual availability*
5 Steps for Partnering & Best Practices

Step 3: Search for potential partners & send tailored meeting requests

TIPS:

1. **Use the Advanced Search** to target specific types, indications, geography, etc.

2. **Be specific** in the subject & message. Items to include:

   - Target & therapy area
   - Efficacy
   - Safety
   - Differentiation
   - Market assessment
   - Scientific & portfolio fit
5 Steps for Partnering & Best Practices

Step 4: Manage your messages actively & often in the Message Center

TIPS:
1. Start sending requests **6+ weeks out**
2. **Actively respond** to all meeting requests with either Accept or Decline
Meeting Scheduling

- **BIO schedules (and reschedules) accepted meetings** for mutually available timeslots, and assigns a specific location for each meeting.
- Make sure your availability is updated and your notifications preferences are set!
- Meeting scheduling begins February 12th and will continue on a rolling basis up through the end of the event.
- Scheduling rounds will be done every few days at the start, and then every 30-60mins during the event.
- There is no deadline for sending/accepting meeting requests - other than the end of the event!
5 Steps for Partnering & Best Practices

Step 5: Let BIO do the scheduling. BIO will begin scheduling accepted meeting requests with mutual availability February 12

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
Meeting Rescheduling

**Need to reschedule a meeting?** Click the "request reschedule" button on the meeting request in your Message Center.

The meeting will be rescheduled in the next round of scheduling.

Check for a "no mutual availability" indicator.

**NOTE:** The meeting remains scheduled at the original time and location until it has been rescheduled.
No Mutual Availability: What To Do

1. Open up more availability on your calendar
2. Open up availability on your colleague's calendars
3. Mark some of the meeting participants from your company as optional
4. Use "reply only" to contact the other company and encourage them to open up more time
5. If your calendar is full or you can't make it work, send your contact info and arrange to meet outside partnering hours or after the convention
6. Reach out to us at biopartnering@bio.org and we can provide further guidance
Top Partnering Questions
Top Questions From Past Webinars

1. **After registration, how long does it take to get access to the partnering system?** A: within 1-2 business days and lookout for an email from biopartnering@bio.org (check your spam!)

2. **Can I access the partnering system to help my colleagues, even if I am not registered or attending?** A: Yes, you will need to use your colleague's login information. Partnering accounts are only created for registered attendees.

3. **Can we add colleagues to one-to-one meetings who are not registered and aren't coming for the conference?** All attendees must be registered to attend meetings and get access to the partnering system. Partnering accounts are created by BIO as you register for the event.
Top Technical Questions From Past Webinars

1. **Are company bookmarks shared between all participants within one company?** Yes, they are shared among your company and you can see who specifically made the bookmark on the Bookmarks page.

2. **Where do I upload my company logo? Where do I upload my personal profile photo/headshot?** Upload the company logo by clicking on the circle above your company name on the Profile. Upload your headshot by clicking on the circle above your name on your personal delegate profile.

3. **How is the order of search results prioritized?** The full list you see when you first navigate to the Search page is ordered by last updated. Once you apply any text-based search parameter, the list is ordered by relevancy.

4. **BIO doesn’t give out lists for contact details. Are details (e.g. phone or email) shared across the platform once meetings are booked, or details can only be accessed by the attendees in person?** You can share contact information in your Message Center by replying to a meeting request or using the "share my contact information" button. You can also get contact information in-person at the meeting. Some companies even add contact information to their company profile to make it very easy to contact them.

5. **Is it possible to schedule meetings that allow for others to join virtually/by Teams?** All meetings for BIO CEO 2024 are held in-person, not virtually.
BIO One-on-One Partnering™ is open!

Please contact us at biopartnering@bio.org with any questions!