



# 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



**Moderator: Donna LaVoie,**  
President and CEO,  
LaVoieHealthScience



**Darren Ji, MD, PhD,**  
Co-Founder,  
Chairman, CEO,  
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



# 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/>
  - 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](https://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 26<sup>th</sup> – Tuesday, February 27<sup>th</sup>, New York, NY



# BIO CEO 2024 Overview

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[Participating Companies](#)

[Participating Investors](#)





# BIO CEO 2024 Partnering Hours

Day	Partnering Hours
Monday 2/26	8:00 AM – 6:00 PM
Tuesday 2/27	7:00 AM – 5:00 PM



All partnering meetings will be scheduled in-person at the New York Marriott Marquis



# BIO CEO 2023 at a Glance

<b>Final</b>	<b>2023</b>
Companies	772
General Delegates	601
Investor Delegates	452
Total Meeting Requests	22,887
Scheduled Meetings	2,541
Countries	26

# 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.

Tags: TAGS (locked), TAGGED COLLEAGUES (locked)

[Edit Tags](#)

[Edit Tags](#)

A to Z Oncology Biotech or pharma, therapeutic R&D Incoming

**SCHEDULED**

Wednesday, October 18  
9:00 AM to 9:30 AM  
Booth 133

[Location details](#)

Reschedule Cancel meeting Reply only

Tags: TAGS (locked), TAGGED COLLEAGUES (locked)

[Edit Tags](#)

[Edit Tags](#)

John

Results with

John Smith

A to Z Oncology Biotech or pharma, therapeutic R&D Incoming

Booth 133

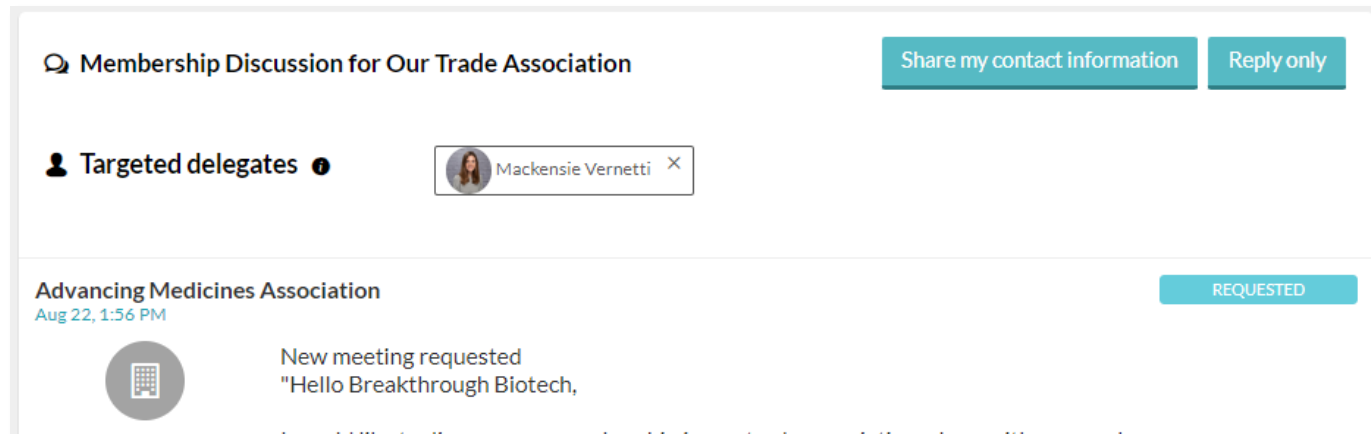
[Location details](#)

Reschedule Cancel meeting Reply only

# 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.



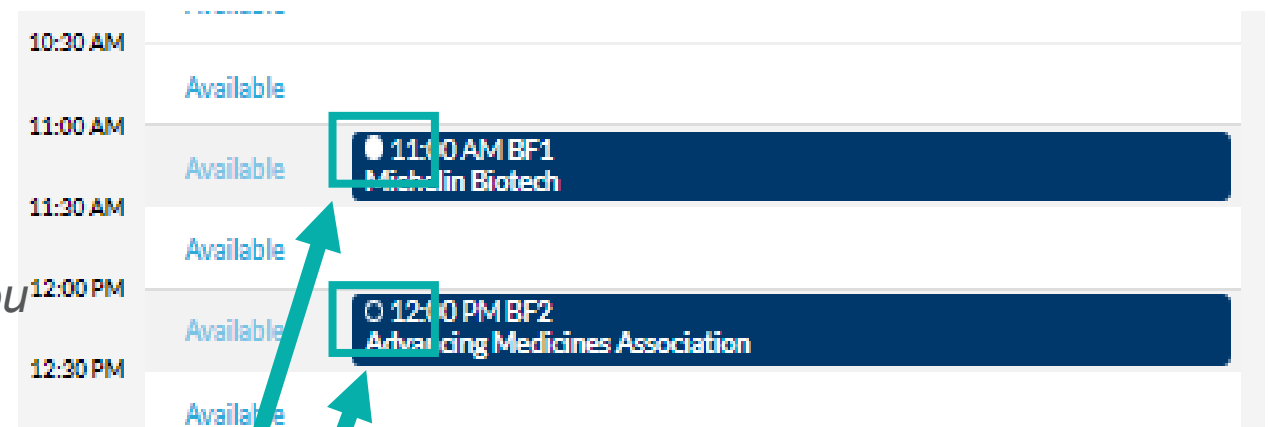
# Optional Meeting Participants

- 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

The screenshot displays a 'Pick participants' modal window. On the left, a sidebar shows the meeting title 'Advancing Medicine' and a list of 'Required participants' including 'Maria Williams'. The main area features a search bar 'Filter company delegates here' and two participant cards. The first card for 'John Smith' (4 free timeslots) has a dropdown menu set to 'Optional', which is highlighted with a purple box. The second card for 'Mackensie Verneti' (7 free timeslots) has a dropdown menu set to 'Required'. Buttons for 'Save' and 'Cancel' are in the top right corner.

# 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*

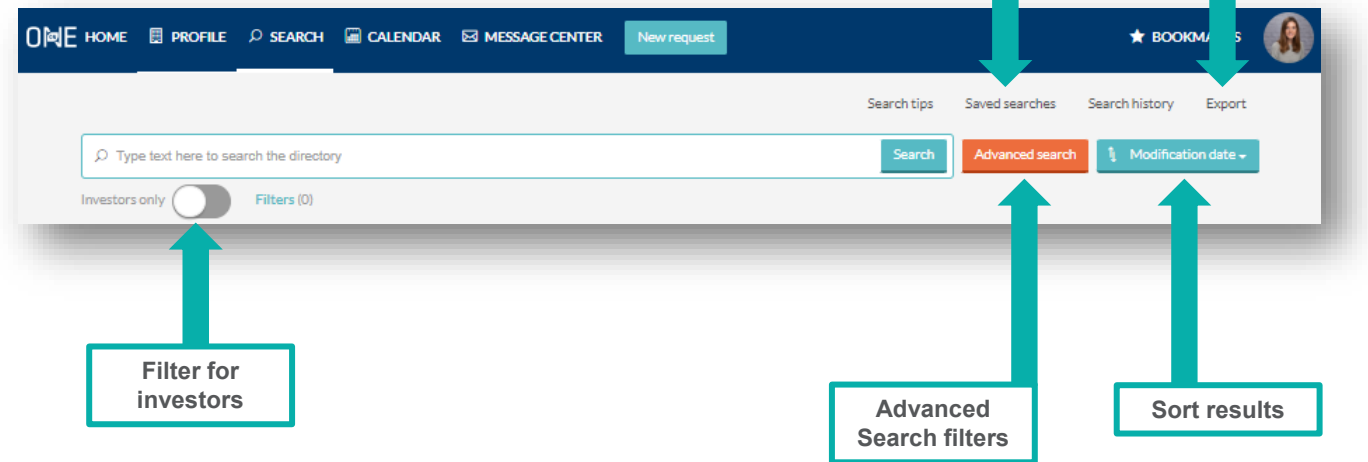


Filled circle = required  
Open circle = optional

# 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:





# 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

[Out-licensing]  
We are seeking out-licensing opportunities for our in-licensed 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

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**Therapeutic areas of interest**

Primary TA

# 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**

The screenshot displays a web-based calendar interface for Mackensie Vermetti. The top navigation bar includes links for HOME, PROFILE, SEARCH, CALENDAR, and MESSAGE CENTER, along with a 'New request' button. The user's name and a dropdown menu are visible. The calendar shows the current date as Tuesday, June 6th, with days from Monday (05) to Thursday (08) indicated. The main calendar view shows a grid of time slots from 8:30 AM to 4:00 PM. Availability is indicated by background colors: red for 'Not Available' and light blue for 'Available'. Several sessions are overlaid on the calendar, including '10:00 AM BF-B228 A to Z Oncology', '10:30 AM BF-C104 Xavier Institute of Medicine', '11:00 AM - 12:00 PM Session Room 206AB The Future of Biotech Is Founder-Led Business Development & Finance', '12:00 PM - 12:45 PM conference call with Jessie', and '3:00 PM - 4:00 PM Session Room 256 Advancing digital health innovation in the gray space of evolving FDA regulations: What's next - in 2023 and beyond? Digital Health'. A right-hand sidebar titled 'Sessions and Education Topics' lists 18 topics available, with 'Business Development & Finance' highlighted. The sidebar also includes 'Add' buttons for specific sessions.

# 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

The screenshot displays the ONE platform's search interface. At the top, there is a navigation bar with 'HOME', 'PROFILE', 'SEARCH', 'CALENDAR', 'MESSAGE CENTER', and 'New request'. Below this is a search bar with the placeholder text 'Type text here to search the directory'. To the right of the search bar are buttons for 'Search', 'Advanced search' (highlighted with a red box), and 'Modification date'. Below the search bar, there are filters for 'Investors only' (a toggle switch) and 'Filters (0)'. A summary bar shows 'Companies (1441)', 'Delegates (13)', 'Assets (3434)', 'Market Products (442)', and 'Services (1039)'. The main content area displays a list of companies with columns for company name, description, industry, location, and status. Each company entry includes a 'NEW REQUEST' button and a 'Make a note' button. The companies listed are DKSH, DEVACELL, INC., and DENALI THERAPEUTICS.

Company Name	Industry	Location	Status	Actions
DKSH	Biotech or pharma, therapeutic R&D	Switzerland	PUBLIC	NEW REQUEST, Make a note
DEVACELL, INC.	Biotech or pharma, therapeutic R&D	United States	PRIVATE	view website, NEW REQUEST, Make a note
DENALI THERAPEUTICS	Biotech or pharma, therapeutic R&D	United States	PRIVATE	view website, NEW REQUEST, Make a note

# 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

The screenshot displays a meeting management interface. On the left, a list of requests is shown with their status: 'From A to Z Oncology' (SCHEDULED), 'To Xavier Institute of Medicine' (SCHEDULED), 'To Michelin Biotech' (DECLINED), 'From Lakeside Oncology' (REQUESTED), 'To Lakeside Investment Group' (REQUESTED), and 'From Advancing Medicines Association' (ACCEPTED). A warning icon and 'No mutual availability' message are visible at the bottom of the list. On the right, a detailed view of a meeting with 'Xavier Institute of Medicine' is shown, including a calendar icon, date 'Tuesday, June 06', time '10:30 AM to 11:00 AM', and location 'BF-C104'. Below this, there are sections for 'Required participants' with names like Mackensie Vernetti and Samantha Adams, and a 'Research Partnership in I...' section with a 'Share my contact information' button.

# 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 12<sup>th</sup> 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!

<b>From Lakeside Oncology</b> last update a day ago Partnering Opportunity for New Oncology Asset	ACCEPTED
<b>To Xavier Institute of Medicine</b> last update 2 days ago Research Partnership in Immuno- oncology	Jun 6, 9:30 AM - 10:00 AM BF-C104 SCHEDULED

# 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**

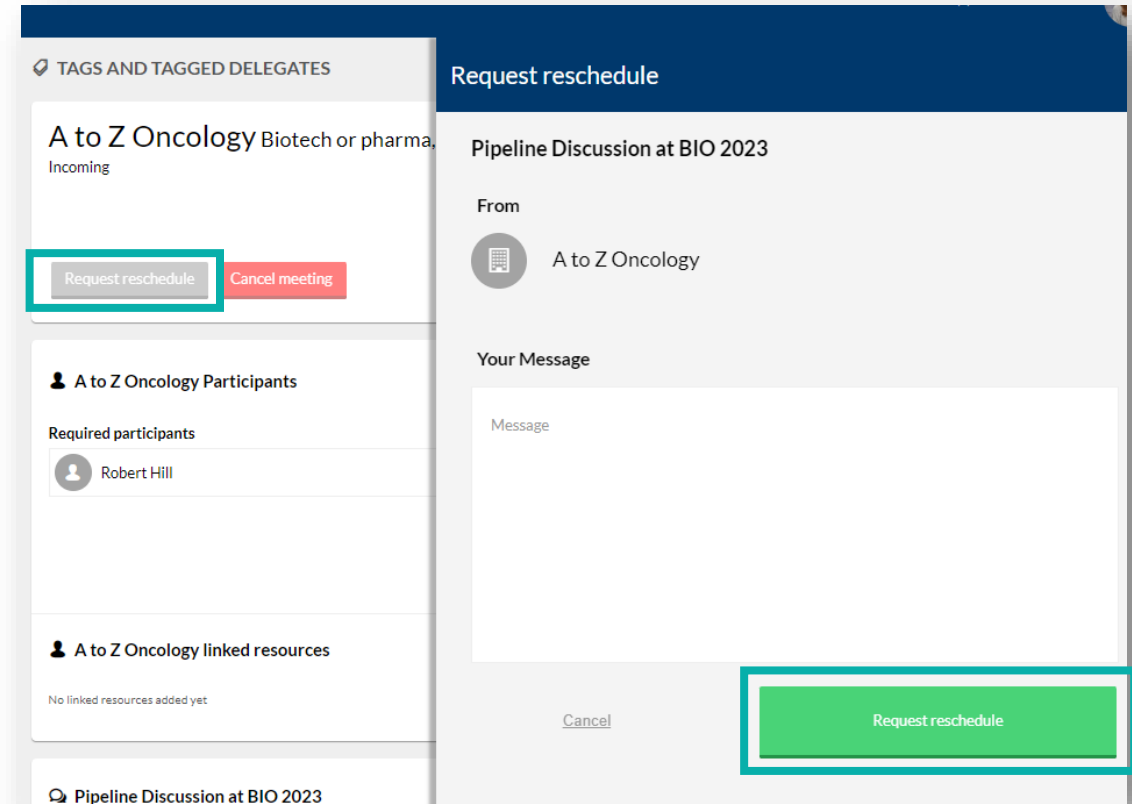
The screenshot shows a dashboard for managing meeting requests. On the left, there are filters for 'All requests', 'Requests you are tagged in', 'Unread', 'Requests type' (Incoming, Outgoing), 'Status' (All, Requested, Scheduled, Pending reschedule, Accepted, Canceled, Declined), and 'Advanced filters'. The main area displays a list of requests. 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' (Outgoing), 'To Michelin Biotech', 'From Lakeside Oncology', 'To Lakeside Investment Group', and 'From Advancing Medicines Association' (ACCEPTED). The bottom right shows a meeting confirmation for 'Mackensie Vernetti' on 'Jun 6, 10:30 AM - 11:00 AM'.

# 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**

From A to Z Oncology

last update in a minute

Biotech or pharma, therapeutic R&D, CMO, CRO

Pipeline Discussion at BIO 2023

Jun 6, 10:00 AM - 10:30 AM  
BF-B228

PENDING RESCHEDULE






# 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](mailto:biopartnering@bio.org) and we can provide further guidance

From Advancing Medicines Association  
last update 16 days ago  
Public, NPO, govt., economic development

Membership Discussion for Our  
Trade Association

ACCEPTED

 No mutual availability

# 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](mailto: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](mailto:biopartnering@bio.org) with any questions!

