Welcome to the
BIO 2024 Convention Preview & Partnering Webinar

April 3, 2024 1PM EDT
BIO 2024 Convention Preview & Partnering Webinar
Hosted by

- 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.

Bernard Fallon
Deputy Vice President, Industry Programs, BIO

Mackensie Vernetti
Vice President, Partnering, BIO
Thank you to our 2024 Business Forum Sponsors!

DOUBLE HELIX

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CONFERENCE
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
WHERE BUSINESS & BREAKTHROUGHS CONVERGE
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

<table>
<thead>
<tr>
<th>Friday, May 31 – Sunday June 2</th>
<th>Monday, June 3</th>
<th>Tuesday, June 4</th>
<th>Wednesday, June 5</th>
<th>Thursday, June 6</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BIO Professional Development Program</strong></td>
<td><strong>BIO One-on-One Partnering™ Meetings</strong></td>
<td><strong>Exhibition</strong></td>
<td><strong>Sessions</strong></td>
<td><strong>Company Presentations</strong></td>
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<tr>
<td><strong>Welcome Reception</strong></td>
<td><strong>Exhibition Reception</strong></td>
<td><strong>Gaslamp Block Party</strong></td>
<td><strong>Closing Event – details coming soon!</strong></td>
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* Exclusive to Premier and General Access attendees
Offering Professional Development for Every Career Stage

- Visit [https://www.bio.org/courses](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.
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

<table>
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<tr>
<th></th>
<th>Premier Access</th>
<th>General Access</th>
<th>Exhibition Access</th>
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<tbody>
<tr>
<td>BIO Member Rate</td>
<td>$2,900</td>
<td>$1,800</td>
<td></td>
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<tr>
<td>Non-Member Rate</td>
<td>$3,550</td>
<td>$2,200</td>
<td>$550</td>
</tr>
<tr>
<td>Academic/Government/Non-Profit Rate</td>
<td>$3,000</td>
<td>$1,900</td>
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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

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

<table>
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<tr>
<th></th>
<th>Business Forum Partnering</th>
<th>Exhibitor Booth Partnering</th>
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<tbody>
<tr>
<td>Monday 6/3</td>
<td>1:00 PM – 6:00 PM</td>
<td>1:00 PM – 6:00 PM</td>
</tr>
<tr>
<td>Tuesday 6/4</td>
<td>7:00 AM – 5:00 PM</td>
<td>10:30 AM – 5:00 PM</td>
</tr>
<tr>
<td>Wednesday 6/5</td>
<td>7:00 AM – 6:00 PM</td>
<td>10:30 AM – 6:00 PM</td>
</tr>
<tr>
<td>Thursday 6/6</td>
<td>7:00 AM – 4:30 PM</td>
<td>10:30 AM – 4:30 PM</td>
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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.
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
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
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
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
Participate and help shape the future of life science partnering
Q&A

Please submit your questions in the Q&A box.
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