Welcome to the BIO 2024 Advanced Partnering & Know Before You Go Webinar

May 1, 2024 1PM EDT
BIO 2024 Convention Advanced Partnering & Know Before You Go Webinar

Hosted by

Mackensie Vernetti
Vice President, Partnering
BIO

Nicholas Zuccaro
Senior Manager, Partnering Operations, BIO

Sydney Williams
Manager, Exhibit Sales & Systems, BIO

- 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.
Thank you to our 2024 Business Forum Sponsors!

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- Neopharmed Gentili
- Scendea
- Syneos Health
Webinar Agenda

1. BIO 2024 Updates & Opportunities
2. Partnering Overview
3. Partnering Advanced Features Tips & Live Demo
4. Onsite Partnering Information
5. Exhibits: Know Before You Go
6. Q&A
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
Schedule of Events

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<th>Friday, May 31 – June 2</th>
<th>Monday June 3</th>
<th>Tuesday June 4</th>
<th>Wednesday June 5</th>
<th>Thursday June 6</th>
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<tr>
<td><strong>BIO Professional Development Program</strong></td>
<td>BIO One-on-One Partnering™ Meetings including Academic Campus</td>
<td>Exhibition</td>
<td>Sessions</td>
<td>Company Presentations</td>
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<tr>
<td></td>
<td>Welcome Reception</td>
<td>Exhibition Reception</td>
<td>Gaslamp Block Party</td>
<td>Closing Happy Hour</td>
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**KBI Biopharma 5K**
Monday, June 3, 6:30–9:00 AM, 7:30 AM race start

Affiliate Events for networking, all week long
Visit convention.bio.org under the “Plan” menu for full list

* Exclusive to Premier and General Access attendees
Offering Professional Development for Every Career Stage

- Visit [bio.org/courses](http://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 (800+)

**Policy Leaders**
- Patrizia Cavazzoni, MD, Director, Center for Drug Evaluation and Research, U.S. Food & Drug Administration (FDA)
- Susan Monarez, PhD, Deputy Director, Advanced Research Project Agency for Health (ARPA-H)
- Steffen Thirstrup, MD, PhD, Chief Medical Officer, European Medicines Agency (EMA)

**Science Leaders**
- Carolyn Bertozzi, PhD, Nobel Laureate in Chemistry 2022
- Kate Rubins, PhD, Astronaut, NASA
- Stephen Quake, PhD, Head of Science, Chan Zuckerberg Initiative

**Business Development and Investment Leaders**
- Nina Kjellson, General Partner, Canaan Partners
- David Moore, Executive Vice President, Corporate Development, Novo Nordisk
- Nauman Shah, Global Head of Business Development, Johnson & Johnson Innovative Medicine

**CEOs (200+ speaking)**
- Robert A. Bradway, Chairman and Chief Executive Officer, Amgen
- Joshua Boger, PhD, Founder and Former CEO of Vertex Pharmaceuticals; Executive Chairman, Alkeus Pharmaceuticals; Chair of Board, CervoMed
- Matt Gline, CEO, Roivant Sciences

More speaker and session 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*
Academic Campus

Meet with 35+ leading public and private research communities participating in the Academic Campus, including:

Use the partnering system's advanced search to filter for the Academic Campus company tag.
Start-Up Stadium

Get exposure to innovative start-up companies. Attend the live presentations with investor judges and engage in Q&A/feedback with the start-up finalists.

Finalists to be announced soon!

Special this year!

This year will also feature evaluation of the presentations from seed-stage company finalists (less than $1M raised) separate from emerging company finalists (more than $1M but less than $10M raised to date), with a winner identified for each category.

Once finalists have been announced - Use the partnering system's advanced search to filter for the Start-Up Stadium company tag.
Company Presentations

Hear from 200+ companies themselves about their stories and innovations.

**Starting May 8**, add presentations of interest to your Partnering Calendar directly in the BIO One-on-One Partnering system. Therapeutic areas include:

- Animal Health Products
- Cardiovascular
- CNS/Neurological
- Dermatology
- Diagnostics
- Digital Health
- Food & Agriculture
- Gastrointestinal
- Gene/Cell Therapy
- Immunology
- Industrial & Environmental
- Infectious Diseases
- Medical Devices
- Metabolic Diseases
- Multiline Global Biopharma
- Multiple Therapeutics
- Non-Profit/Patient Advocacy Group
- Oncology
- Ophthalmology
- Orphan/Rare Diseases
- Pain Management
- Platform for Therapeutics
- Regenerative Medicine
- Reproductive/Sexual Health
- Respiratory
- Tools/Drug Development Support Tech

To meet with these companies, use the partnering system's advanced search to filter for the Presenting Company tag.
Receptions & Networking

Join us & connect with your peers at our various events happening throughout Convention week!

**Welcome Reception**
- Monday, June 3
- 7:00 PM – 9:00 PM
- Rady Shell | 222 Marina Way

**Exhibition Reception**
- Tuesday, June 4
- 5:00 PM – 6:30 PM
- In the Exhibition

**Gaslamp Block Party**
- Wednesday, June 5
- 7:00 PM – 9:00 PM
- 5th Avenue between Island and G Streets

**Closing Happy Hour**
- Thursday, June 6
- 3:00 PM – 4:00 PM
- In the Exhibition

*Open to Premier and General Access Attendees Only*

**Full Details here:** [https://convention.bio.org/plan-trip-bio-2024/receptions](https://convention.bio.org/plan-trip-bio-2024/receptions)

**Affiliate Events List here:** [https://convention.bio.org/plan-trip-bio-2024/affiliate-events](https://convention.bio.org/plan-trip-bio-2024/affiliate-events)
Who's Partnering?
7,000+ participants from more than 3,700 companies, spanning 46 countries

Not yet registered and want to see more? View the company directory here: https://convention.bio.org/participating-companies
BIO One-on-One Partnering™
Overview
Two Partnering Types

<table>
<thead>
<tr>
<th></th>
<th>Business Forum</th>
<th>Exhibit Booth</th>
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</thead>
<tbody>
<tr>
<td><strong>Registration</strong></td>
<td>Included with Premier Access</td>
<td>For exhibiting companies &amp; pavilions</td>
</tr>
<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>
</tr>
<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>
</tr>
</tbody>
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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

1,400 Exhibiting companies participated in Exhibitor Booth Partnering at BIO 2023!
Additional Exhibitor Partnering Information

- All companies, whether participating in partnering with Premier Access or Exhibitor Booth Partnering, access the same partnering system and can meet with each other.

- **If you are an Exhibitor or Pavilion Organizer** - make sure you have indicated the number of meeting points at your booth in MapYourShow. If you have not, your meetings cannot be scheduled.

- **Exhibitors and Pavilion Organizers are responsible for their meeting point signage.** Additional information on meeting point labeling and examples is provided in your Exhibitor Service Kit.
Additional Exhibitor Partnering Information (Cont.)

- With Exhibitor Booth Partnering, all your meetings will be scheduled in the Exhibit Hall.
  - If you are meeting with another Exhibitor Booth Partnering company, it may be scheduled at either booth.
  - If you are meeting with a company participating in Business Forum Partnering, it will be scheduled at your booth.
- None of your meetings will be scheduled in the Business Forum.
BIO One-on-One Partnering™ System Tips & Demo
Quick Partnering System User Tips

- Complete your company profile (TAs, objectives, descriptions)
- Use the Advanced Search to target specific therapeutic areas & indications and isolate new companies since your last search
- Send tailored & targeted meeting requests (TAs, portfolio fit, efficacy, safety, market assessment)
- Start sending requests now; don't wait until scheduling
- Respond to all incoming meeting requests – accept or decline to keep your Message Center up-to-date
- Customize your notifications settings
Key Advanced Partnering System Features

- Assets, Services, Market Products within the Company Profile
- Automatic Outlook Invitations & notifications management
- Advanced Search Filters & Sorting
- Saved searches
- Message Center Filters

Search Features:

- "Share My Contact Information" on Meeting Requests
- Search, Calendar and Message Center Exports
- Walk Times for Back-to-Back Meetings
- Optional Meeting Participants
- Target Delegates on Meeting Requests
BIO One-on-One Partnering™
Live Demo
Meeting Scheduling & Rescheduling

- BIO schedules (and reschedules) accepted meetings for mutually available timeslots and assigns a specific location for each meeting.

- Meeting scheduling begins May 13. Make sure your availability is updated and your notifications preferences are set!

- Meeting scheduling will continue on a rolling basis up through the Convention.

- Scheduling rounds will be done every few days at the start, and then every 30-60 mins during the event.

- There is no deadline for sending/accepting meeting requests - other than the end of the event!

- Need to reschedule a meeting? Click the "request reschedule" button on the meeting request in your Message Center
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
Onsite Partnering Information
# Meeting Locations

If your partnering schedule says:

<table>
<thead>
<tr>
<th>Meeting Location</th>
<th>You’re Headed to</th>
<th>Example</th>
</tr>
</thead>
<tbody>
<tr>
<td>BF-(a booth number)</td>
<td>Partnering booth</td>
<td>BF-A101</td>
</tr>
<tr>
<td>BF-(a booth number &amp; sponsor name)</td>
<td>Sponsor booth</td>
<td>BF-C176 (Boehringer Ingelheim)</td>
</tr>
<tr>
<td>BF-Meeting Point (letter &amp; number)</td>
<td>Meeting point (table &amp; chairs)</td>
<td>BF-Meeting Point K1</td>
</tr>
<tr>
<td>EX-(a booth number &amp; pavilion or company name)</td>
<td>Exhibit Hall</td>
<td>EX-246a (Patient Advocacy Zone)</td>
</tr>
</tbody>
</table>

**BF=Business Forum**

**EX=Exhibit Hall**
Onsite Partnering Best Practices

- Add your delegate headshot for easier in-person introductions
- **For your most current schedule**, use the mobile app or your Outlook calendar or partnering system calendar. Don't rely on pre-printed versions
- Don't ignore any letters or numbers in your meeting location – they have a purpose!
- Check walk times on your schedule for back-to-back meetings
- **BIO continues to schedule** newly accepted meetings while on site in San Diego – don't hesitate to send new requests
- **Request rescheduling** directly in the mobile app or partnering system
Partnering Mobile App

Download the free BIO One-on-One Partnering mobile app for onsite at the 2024 BIO International Convention:

• Get your up-to-date schedule
• Send meeting requests
• View Company Profiles
• Access your messages
• Request rescheduling
• And more!
• Available on the Apple App Store and the Google Play Store

Search for "bio partnering" in your app store
BIO Event Mobile App

- All registered attendees will have access to the BIO Events Planner app. *This is in addition to the Partnering app.*

- The app will include all onsite information and will be the home of recorded sessions post-event

- An email with login instructions will be sent the week before Convention

- Find the BIO Events Planer app in both the App Store and Google Play
Exhibits:
Know Before You Go
## Accessing the Exhibit Floor

<table>
<thead>
<tr>
<th>Date</th>
<th>Exhibition Schedule</th>
<th>Partnering Hours Business Forum &amp; Exhibitor Booth</th>
<th>Exhibitor Booth Personnel Access</th>
</tr>
</thead>
</table>
| **Monday**      | 12:00pm - 6:00pm    | **Business Forum Partnering Hours:** 1:00pm - 6:00pm  
| June 3, 2024    |                     | *Business Forum will open at 12:00pm*  
|                 |                     | *Exhibitor Booth Partnering Hours:* 1:00pm - 6:00pm | 8:00am - 6:30pm                 |
| **Tuesday**     | 10:00am - 6:30pm    | **Business Forum Partnering Hours:** 7:00am - 5:00pm  
| June 4, 2024    | *Exhibitor Hospitality Reception:* 5:00pm - 6:30pm   | *Business Forum will open at 6:30am*  
|                 |                     | *Exhibitor Booth Partnering Hours:* 10:30am - 5:00pm | 6:30am - 7:00pm                 |
| **Wednesday**   | 10:00am - 6:00pm    | **Business Forum Partnering Hours:** 7:00am - 6:00pm  
| June 5, 2024    |                     | *Business Forum will open at 6:30am*  
|                 |                     | *Exhibitor Booth Partnering Hours:* 10:30am - 6:00pm | 6:30am - 6:30pm                 |
| **Thursday**    | 10:00am - 4:30pm    | **Business Forum Partnering Hours:** 7:00am - 4:30pm  
| June 6, 2024    |                     | *Business Forum will open at 6:30am*  
|                 |                     | *Exhibitor Booth Partnering Hours:* 10:30am - 4:30pm | 6:30am - 5:00pm                 |
Exhibit Hall & Business Forum Map

Map available here: https://bio2024.mapyourshow.com/8_0/floorplan/

Arrows indicate entrances and exits to Business Forum. Please see slide 30 for more details.
Business Forum: Entrances & Exits

Green Arrows:
• *Entry/Exit* at all times during Business Forum (including morning access, Tues-Thurs from 6:30am-10am)

Yellow Arrows:
• *Entry/Exit only* during exhibit hall open hours

Blue Arrows:
• *Exit only* during Business Forum morning hours (Tues - Thurs from 6:30am - 10am)
• *Entry and exit* during exhibit hall open hours
Need to Know

- Meetings must take place in Business Forum, a Meeting Point in your exhibit booth, or in the designated rollover space
  - Meetings **cannot** be held in the aisles
- Be aware of the on-site schedule of events - this may impact partnering availability
  - To view the current overview of the on-site schedule, click here: [2024 Schedule at a Glance](#)
  - While on site, utilize the BIO mobile app or outlook calendar for the most up to date schedules
- Picking up your registration badge early (prior to Monday, June 3) will help ensure that you are prepared to be on time for all your scheduled meetings
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

For exhibit questions, contact exhibit@bio.org