



BIO Asia-Taiwan

July 24-28, 2024

International Conference & Exhibition

Global View
with Asian Touch



2024 BIO Asia-Taiwan Webinar
BIO One-on-One Partnering™
& Event Preview

www.bioasiataiwan.com





BIO Asia-Taiwan
July 24-28, 2024



WELCOME TO THE BIO One-on-One Partnering™ & Event Preview Webinar



HOSTED BY



Wallace Lin

Secretary General



Mackensie Verneti

Vice President,
Partnering



Diamond Biofund
鑽石生技投資股份有限公司

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BIO Asia-Taiwan
July 24-28, 2024

Thanks to our BIO One-on-One Partnering™
system sponsor



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Webinar Agenda

- Overview of the event & schedule
- Preview of conference sessions and programming
- BIO One-on-One Partnering Overview, Tips & Best Practices
- Live demo of the BIO One-on-One Partnering system
- Q&A with the speakers





BIO Asia-Taiwan
July 24-28, 2024

Joint Effort with *BIO Asia-Taiwan*

- **An annual global convention for Asia, one of the top three global BIO expos worldwide, Asia's largest.**
- **Co-organized with BIO of USA, collaborated with the International Council of Biotechnology Associations (ICBA), since 2019.**
- **Planning to expand the scale of the participation from the APAC region in 2024**
- **A global/regional platform to facilitate**
 - ✓ **Branding with related ecosystem-conference and exhibition**
 - ✓ **BD- One-on-One Partnering and Company Presentation/Pitches**
 - ✓ **Communicate with policy maker and publics- Forum and Panels**
 - ✓ **Collaborate**



Accessing International Industry & Government Networks

- **Biotech is a key sector under the Taiwan government's development focus.**



Ing-wen Tsai, President, Taiwan
 James C. Greenwood, Former CEO, BIO
 Johnsee Lee, Chairman, BIO Asia-Taiwan
 Representatives from Trade Offices
 (2021)



Ching-Te Lai
 President elect, Taiwan



Ing-wen Tsai, President, Taiwan
 James C. Greenwood, Former CEO, BIO



Chen Chien-Jen
 Former Vice President,
 Taiwan



BIO Asia-Taiwan
July 24-28, 2024

BIO Asia-Taiwan 2023

stats



BIO Asia-Taiwan 2023 stats



1,600+

Conference attendees



**Katalin
Karikó**

**Drew
Weissman**

**Pieter
Cullis**

100+

International speakers



5,500+

Partnering meeting request



120,000+

Exhibition visitors



800+

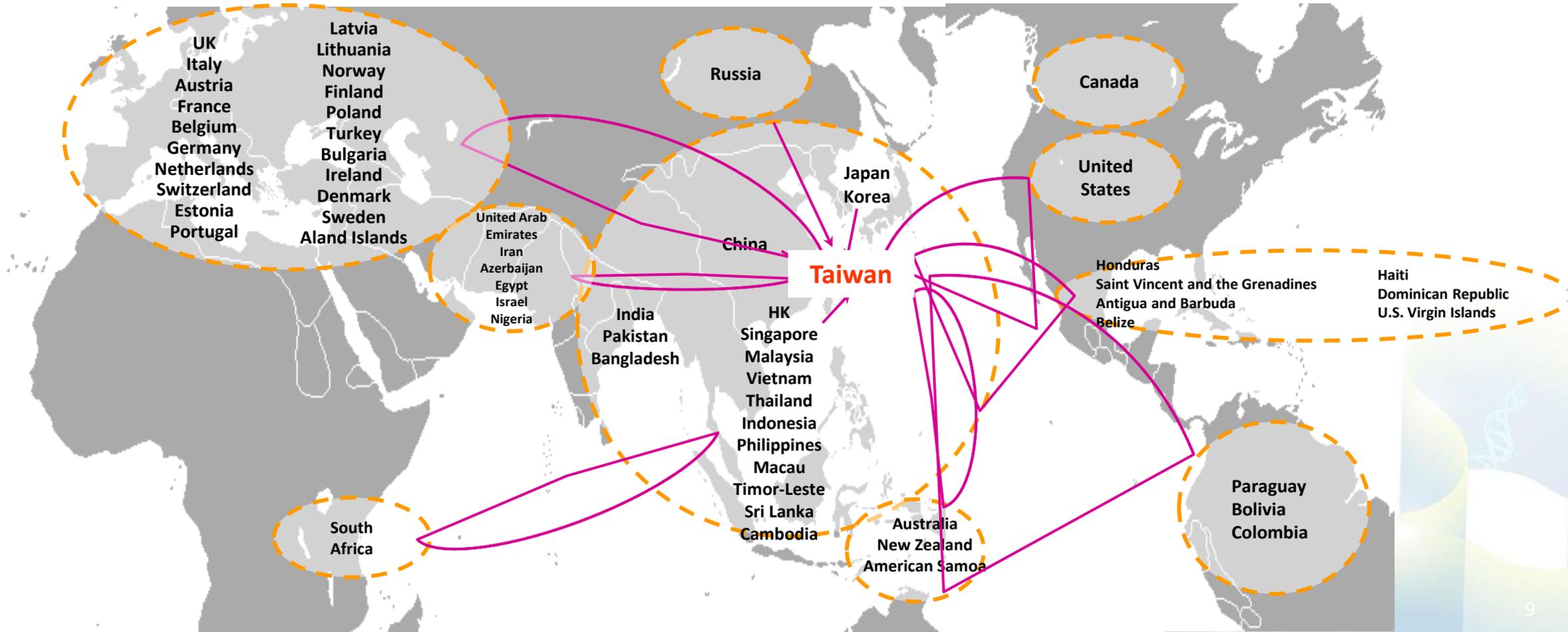
Exhibitors



7 sessions

Regional Collaboration Forum

BIO Asia-Taiwan 2023 attendees from 56 countries





BIO Asia-Taiwan
July 24-28, 2024

BIO Asia-Taiwan 2024 introduction

Global View, Asian Touch

- *Market & Ecosystem*
- *Science & Technology*
- *Policy & Regulation*
- *Investment & Financing*

Plenary

(1) Innovation Forum

- New therapeutic modalities
- Innovative platform & tools
- Precision medicine & health
- AI for Pharma
- Digital health
- Cell therapy & regenerative medicine
- New manufacture technologies
- Satellite Symposia of special topics
- regulatory

(2) Investment Summit

- Incubation & acceleration
- Early-stage financing
- Cross border investment
- Capital markets & IPO
- Merger & acquisition
- Company Presentations
- Start Up World Cup

(3) Regional Collaboration Forum

- Unique ecosystem
- Infrastructure
- Value chain
- Incentives
- Regulatory Pathways and regional harmonization
- Clinical Trials

BIO Asia-Taiwan 2024: Program

24-Jul	25-Jul	26-Jul	27-Jul	28-Jul
Wed	Thu	Fri	Sat	Sun
Conference (Hall 1 & 2)				
	Exhibition (Hall 1)			
One-on-One Partnering (7/23-24 online, 7/25-27 Hall 1)				
Banquet	Social Events (Invitation only)			

- **DATE:** July 24-28, 2024
- **Venue:**
 - Taipei Nangang Exhibition Center Hall (**TaiNEX**) Hall 1 & 2

Conference tracks

24-Jul	25-Jul	26-Jul	27-Jul	28-Jul
Wed	Thu	Fri	Sat	Sun
Plenary				
Innovation forum				
Investment summit				
Regional collaboration forum				
	Company presentations			
	Satellite symposia			

Plenary Session Speakers



Zubin J. Daruwalla
 Co-Founder,
 HiruX & PwC Singapore
 Health Industries
 Leader



Feng Zhang
 Professor,
 Massachusetts Institute
 of Technology
 Tang Prize Laureate



André Andonian
 Chair of Asia Pacific and
 Strategic Advisor,
 Flagship Pioneering



Anis Uzzaman
 Chairman of Startup
 World Cup
 Founder & CEO
 Pegasus Tech Ventures



Dov Moran
 Managing Partner,
 Grove Ventures

Forum (1) : Innovation Forum

- July 24 at TaiNEX Hall 2 | July 25-26 at TaiNEX Hall 1

D&T	WED · July 24	THU · July 25	FRI · July 26
09:00	<p style="text-align: center;"><u>Plenary</u> <u>(Session 1-3)</u></p> <p style="text-align: center;"><i>Global Biotech Development</i></p>	<u>Session 6</u>	<u>Session 11</u>
10:30		<i>mRNA and New Therapeutic Modalities</i>	<i>AI for Pharma</i>
10:45		<u>Session 7</u>	<u>Session 12</u>
12:15		<i>Taiwan BIO Awards-Successful Stories</i>	<i>Precision Medicine</i>
12:25		<u>Session 8 (Luncheon)</u>	<u>Session 13 (Luncheon)</u>
13:50			<i>Shaping the Future of Digital Health</i>
14:10	<u>Session 4</u>	<u>Session 9</u>	<p style="font-size: 1.2em;">2024 Taiwan Startup World Cup</p>
15:40	<i>ADC Drug development and manufacturing trends challenges and solutions</i>	<i>Strategic Insights into CMC Program Design: Pioneering Biologics Development Excellence</i>	
16:00	<u>Session 5</u>	<u>Session 10</u>	
17:30	<i>Frontier of Gene and Cell Therapies</i>	<i>Translational Medicine, A Journey from Novelty to Commercial Success</i>	

Forum (2) : Investment Summit

- July 24-25 at TaiNEX Hall 2

D&T	WED · July 24	THU · July 25
09:00	Plenary <u>(Session 1-3)</u>	<u>Investment Session 3</u>
10:30		Roadshow : Therapeutics & Pharmaceuticals
10:45		<u>Investment Session 4</u>
12:15		Roadshow : Therapeutics & Pharmaceuticals
12:25		<u>Investment Session 5</u>
13:50		Panel Discussion: Innovative Investment Strategies for New Drug Development
14:10	<u>Investment Session 1</u>	<u>Investment Session 6</u>
15:40	Roadshow : MedTech & Digital Health	Roadshow : Therapeutics & Pharmaceuticals
16:00	<u>Investment Session 2</u>	<u>Investment Session 7</u>
17:30	Roadshow : MedTech & Digital Health	Roadshow : Therapeutics & Pharmaceuticals

- Total **50** companies invited from venture capitals
- 30% from Taiwan, **70%** from overseas including Japan, Singapore, Australia, Europe, Israel...etc.



Forum (2) : Investment Summit Speakers



John Tsai
Executive
Partner, Syncona



Gur Roshwalb
Partner,
aMoon



Gaurav Aggarwal
Managing
Partner,
Vivo Capital



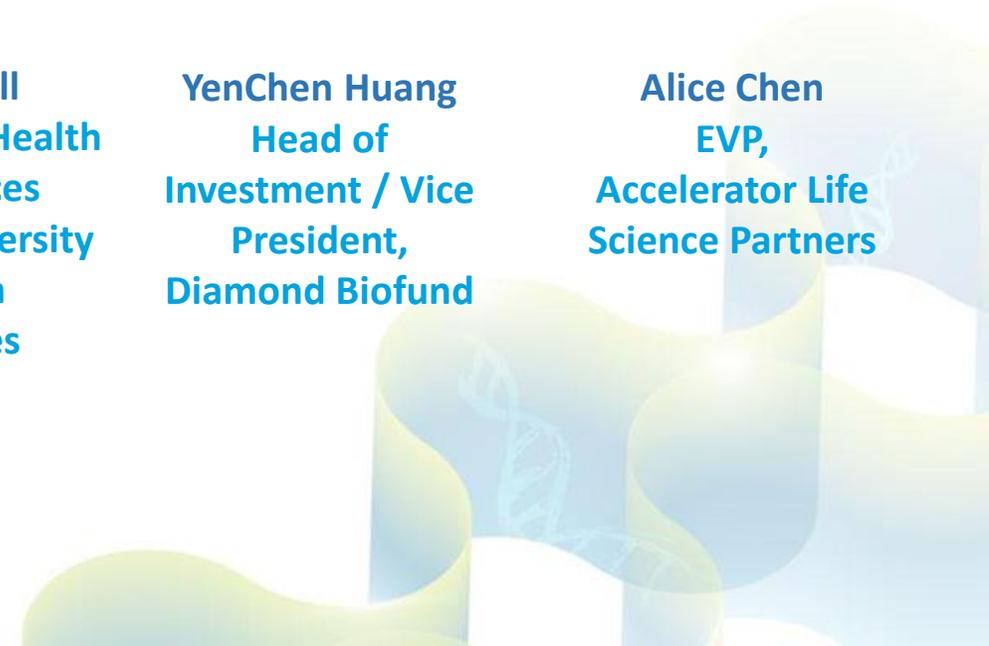
Jorge Cortell
Senior Advisor Health
& Life Sciences
@Harvard University
Innovation
Laboratories



YenChen Huang
Head of
Investment / Vice
President,
Diamond Biofund



Alice Chen
EVP,
Accelerator Life
Science Partners



Forum (3) : Regional Collaboration Forum

- July 24 at TaiNEX Hall 1, July 25-26 at TaiNEX Hall 2
- Co-Operated with Taitra
- Inviting 7 Countries, over 40 overseas companies to join
- Focus on regulatory, policy and market issues



D&T	WED · July 24	THU · July 25			FRI · July 26
09:30-12:00	<u>Australia</u> <u>Session</u>	<u>Regional Collaboration Forum</u> <u>Joint Session</u>			
13:30-16:30	<u>Australia</u> <u>Session</u> <u>(Partnering)</u>	<u>Japan</u> <u>Session</u>	<u>Belgium</u> <u>Session</u>	<u>Thailand</u> <u>Session</u>	<u>Malaysia</u> <u>Session</u>

Conference: Company Presentations

Show the World your Company!

- July 25-26 at TaiNEX Hall 1

Features & Benefits

- Onsite presentation 15 minutes slot
- Includes Complimentary Full Access Registration – accessible to all events
- Enjoy added exposure – benefit from public media release
- Maximize visibility – As one of the largest bioindustry gatherings in Asia, BIO Asia-Taiwan is the perfect platform to increase your company's visibility and generate interest among the 2000+ active VC, BD, pharma executives, research analysts, policy makers and media in attendance.



Conference: Satellite Symposia

Hot Topics & Innovative Forum; Welcome to be a Co-organizer!

- July 25-28 at TaiNEX Hall 1

Features & Benefits

- ☑ A half-day onsite seminar
- ☑ Co-organize the seminar with BIO Asia-Taiwan as a sponsor
- ☑ Complimentary Full Convention Access to all events
- ☑ Enjoy added exposure:
 - benefit from BIO Asia-Taiwan 2024 public media release
 - free promotion on websites, e-newsletter, etc.



Exhibition

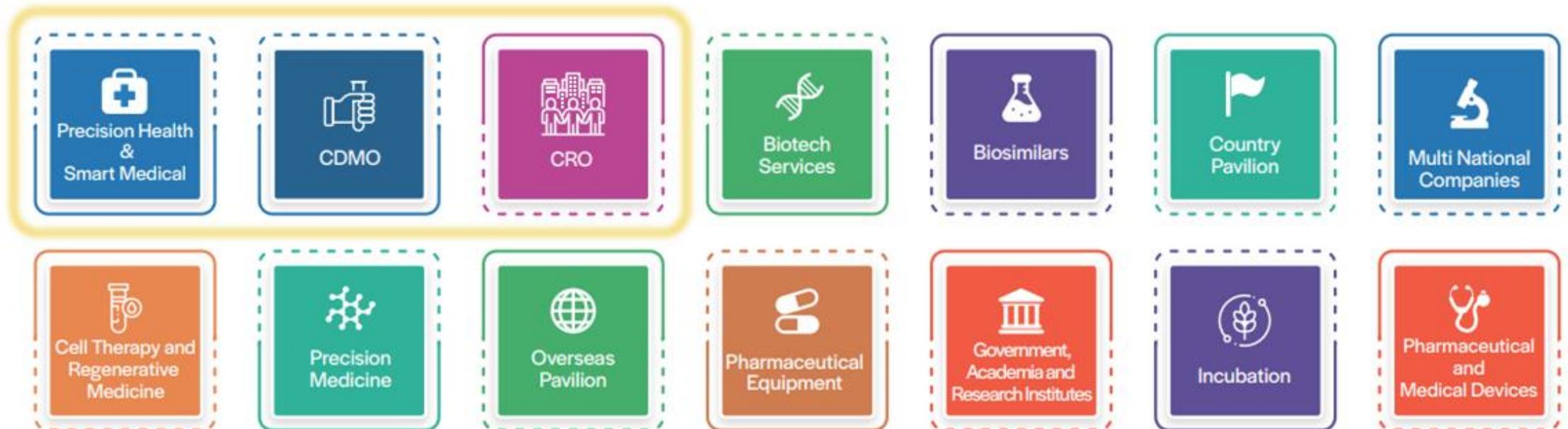
Date: July 25-28, 2024

Venue: 4F, Hall 1, TaiNEX

Organizer: Taiwan Bio Industry Organization, Chan Chao International Co., Ltd.

Event Supporter: Biotechnology Innovation Organization (BIO)

14 Themes



Registration Packages

Program	A Full Convention Access	B Partnering & Exhibition	C Conference & Exhibition
Conference - Innovation Forum - Investment Summit - Regional Collaboration Forum - Company Presentations - Satellite Symposia	●		●
BIO One-on-One Partnering	●	●	
Exhibition	●	●	●
Banquet	●		
Registration Fee			
Online Registration Early Bird (Ends June 19)	NTD 16,100 (USD 515)	NTD 12,600 (USD 405)	NTD 11,200 (USD 360)
Online Registration (Ends July 16)	NTD 19,550 (USD 625)	NTD 15,300 (USD 490)	NTD 13,600 (USD 435)
Onsite Registration July 24-26	NTD 23,000 (USD 735)	NTD 18,000 (USD 575)	NTD 16,000 (USD 510)



BIO Asia-Taiwan
July 24-28, 2024

BIO One-on-One Partnering™ Overview



Introduction to BIO One-on-One Partnering™

Are you seeking business development or investment opportunities? Looking for cross-border partnerships? BIO One-on-One Partnering is the most efficient way to do business in the biopharma industry without traveling all over the world.

The system makes it easy to search for and request meetings with potential partners, biotech investors and senior business development executives. The system regularly facilitates over 70,000 meetings per year.

Use the BIO partnering system to:

- Complete a robust company profile to increase your visibility
- Search through all companies attending based on specific criteria
- Arrange business partnering meetings for BIO Asia-Taiwan
- Organize your company's meeting requests in one central location & collaborate with colleagues

Hybrid Partnering at BIO Asia-Taiwan 2024

- In-Person and Virtual meetings
- Meetings are scheduled and rescheduled by BIO according to **required meeting participants' mutual availability & attendance type(s)**
- Participant attendance tags for accurate meeting scheduling



Wallace Lin

  In-person & Virtual



Mackensie Verneti

 Virtual

IMPORTANT: contact biopartnering@bio.org to change your attendance type

BIO Asia-Taiwan 2024 Partnering Times

- In-person attendees will also be able to arrange meetings virtually July 23-24
- **You must open the time slots you wish to make available for meetings**
- You do not have to take meetings at an undesirable time – refer to the time zones on the left side of your Calendar
- If you're attending onsite, make sure to reference the conference time zone to mark your availability

Day	Type	Start Time (Taipei Time)	End Time (Taipei Time)
Tuesday, July 23	Virtual	24 Hours	
Wednesday, July 24	Virtual	24 Hours	
Thursday, July 25	In-person	10:00 AM	6:00 PM
Friday, July 26	In-person	10:00 AM	6:00 PM
Saturday, July 27	In-person	10:00 AM	6:00 PM



New for BIO Asia-Taiwan: Exhibitor Booth Partnering

- Deadline: July 5
- Exhibitors this year may opt-in to have their meetings prioritized to be scheduled at their exhibit booth(s)
- Any meetings that cannot fit (due to location or calendar availability) will be scheduled in the general partnering area - or virtually, depending on the attendance types of the meeting participants
- BIO recommends no more than 1 meeting point per 100 sq ft (approx. 9 sq. meters) of your exhibit space
- **Exhibitors are responsible for their meeting point signage**

IMPORTANT: contact biopartnering@bio.org to receive the Exhibitor Partnering opt-in form if you have not already received it

 Biotechnology Innovation Organization

COMPANY PROFILE

Profile 95% complete
Visible [Update](#)

MEETING REQUESTS

All Incoming Outgoing

Requested	0
Accepted, to be scheduled	0
Accepted, no availability	0
Declined	0

[View all](#)

 **BIO Asia-Taiwan**

Search for companies and start sending requests [Search](#)

Event Overview Webinar Meeting Scheduling New Resources

 **BIO Asia-Taiwan**
July 24-28, 2024
International Conference & Exhibition

BIO Asia-Taiwan 2024 **【Onsite + Online】**
Date: July 23-27, 2024
Event Venue: TaiNEX1 + TaiNEX 2, Taipei, Taiwan / Online Event Platform

BIO ASIA-TAIWAN 2024

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NEWS

WHEN WILL MY MEETINGS BE SCHEDULED?

BIO schedules all accepted meetings for times mutually available among the required meeting participants. Scheduling will begin on July 10 and will continue in rounds on a rolling basis up through the conference to accommodate as many meetings as possible.

Download the partnering mobile app!

[iPhone](#) | [Android](#)

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



Adding Programs & Sessions to Your Partnering Calendar

Calendar Your timezone is currently set to EDT (UTC-04:00) [Click here to change](#)
1 Meeting that day

[Change availability](#) [New personal event](#) [Print](#) [Export](#)

Day	Time	Availability	Event
09	21	Non partnering hours	
10	22	Available	10:00 (UTC+08:00) Meeting Point 3 - 4F, Hall 1, TaiNEX Xavier Institute of Medicine
10	22	Not Available	10:45 - 12:15 (UTC+08:00) 4F, TaiNEX1 Session 12 - Precision Medicine Conference Program
11	23	Not Available	
11	23	Not Available	
11	23	Not Available	
12	00	Not Available	
12	00	Available	
13	01	Available	

Sessions and Education Topics [View All](#)
2 Topics available

Conference Program

09:00 - 10:30 (UTC+08:00) 4F, TaiNEX1 Session 11 - AI for Pharma Conference Program	Add
10:45 - 12:15 (UTC+08:00) 4F, TaiNEX1 Session 12 - Precision Medicine Conference Program	Add
12:25 - 13:55 (UTC+08:00) 4F, TaiNEX1 Session 13 - Shaping the Future of Digital Health Conference Program	Add



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





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Partnering Strategies



Partnering Best Practices

Prepare your profile

Add as much information as possible to help other companies find you, so you can get the right requests. Add assets, services, market products when applicable. Select specific TAs and MOAs.

Start requesting meetings early

Begin 4+ weeks before BIO Asia-Taiwan to allow others time to respond. Target the most relevant prospects by using Advanced Search filters.

Make your subject count

Meeting request subject lines should be **tailored to the target company**.

Target your meeting request

Provide specific benefits of partnering with your company.

Follow up

Getting close to the conference but no response? Write a **“reply only” message** to the company. **Respond to all incoming requests.**

New meeting request

To

Company (start typing to display results)

Request subject and message

Title

Meeting Request

Message

Send

From

To BIO Partnering

Cc

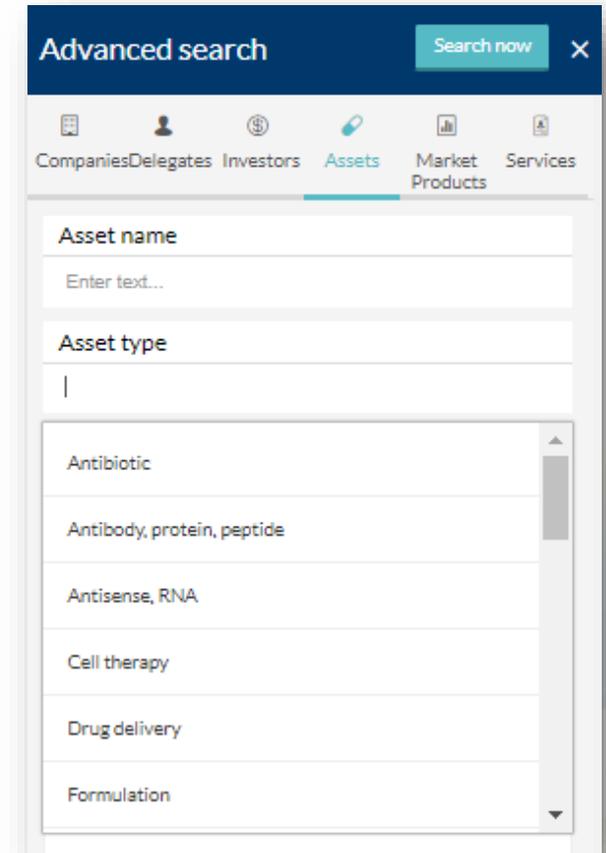
Bcc

Subject Email

Sending a meeting request with the subject line "meeting request" is no different than sending an email with the subject line "email."

Quick Partnering System User Tips

- Complete your company profile using specific, targeted fields like TAs, objectives, descriptions - **The brief description appears in search results page and is a great way to introduce your company and objectives!**
- Use the Advanced Search to target specific therapeutic areas & indications and isolate new companies since your last search
- Review your target's company profile - then send tailored & targeted meeting requests (TAs, portfolio fit, efficacy, safety, market assessment)
- **Respond to all incoming meeting requests – accept or decline** to keep your Message Center up-to-date
- Update your notifications settings to ensure you're receiving the messages you want from us



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 with a close icon. Below the header is a navigation bar with icons and labels for 'Companies', 'Delegates', 'Investors', 'Assets', 'Market Products', and 'Services'. The 'Assets' tab is currently selected. The main search area contains two input fields: 'Asset name' with a placeholder 'Enter text...' and 'Asset type'. Below the 'Asset type' field is a dropdown menu with a scrollable list of options: 'Antibiotic', 'Antibody, protein, peptide', 'Antisense, RNA', 'Cell therapy', 'Drug delivery', and 'Formulation'.

Key Advanced Partnering System Features

- Assets, Services, Market Products within the Company Profile
- Automatic Outlook Invitations & notifications management
- "Share My Contact Information" on Meeting Requests
- Search, Calendar and Message Center Exports
- Advanced Search Filters
- Saved searches
- Message Center Filters
- Optional Meeting Participants

Search Features:

The screenshot displays the search interface of the partnering system. The top navigation bar includes links for HOME, PROFILE, SEARCH, CALENDAR, MESSAGE CENTER, and a 'New request' button. A user profile icon and 'BOOKMARKS' are visible on the right. Below the navigation bar, there are links for 'Search tips', 'Saved searches', 'Search history', and 'Export'. The main search area features a search bar with the placeholder text 'Type text here to search the directory' and a 'Search' button. Below the search bar, there is a toggle for 'Investors only' and a 'Filters (0)' indicator. To the right of the search bar, there are buttons for 'Advanced search' and 'Modification date'. Callouts with arrows point to specific features: 'Filter for investors' points to the 'Investors only' toggle; 'Advanced Search filters' points to the 'Advanced search' button; 'Sort results' points to the 'Modification date' button; 'Access saved searches' points to the 'Saved searches' link; and 'Export search results to excel' points to the 'Export' link.



BIO Asia-Taiwan

July 24-28, 2024

BIO One-on-One Partnering™ Live Demo





BIO Asia-Taiwan
July 24-28, 2024

Q&A





Contact us

Exhibition (as exhibitor) - Ms. Abby Liu chiayi@taiwanbio.org.tw

BIO One-on-One Partnering – Ms. Haiping Cheng haiping@taiwanbio.org.tw & biopartnering@bio.org

Investment Summit (as presenter) – Ms. Daisy Tsai daisy@taiwanbio.org.tw

Company Presentations (as presenter) - Ms. Patricia Chen patricia@taiwanbio.org.tw

Registration (as attendee) and other inquiry - register@taiwanbio.org.tw



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