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

HOSTED BY

Wallace Lin
Secretary General

Mackensie Vernetti
Vice President, Partnering

SPONSORED BY
Thanks to our BIO One-on-One Partnering™ system sponsor
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
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)
**BIO Asia–Taiwan 2023 stats**

- 1,600+ Conference attendees
- 100+ International speakers
- 5,500+ Partnering meeting request
- 120,000+ Exhibition visitors
- 800+ Exhibitors

**Regional Collaboration Forum**

7 sessions
BIO Asia–Taiwan 2023 attendees from 56 countries
BIO Asia–Taiwan 2024
introduction
BIO Asia–Taiwan 2024: Theme and Focus Areas

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

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

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<thead>
<tr>
<th>Date</th>
<th>Monday</th>
<th>Tuesday</th>
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<th>Sunday</th>
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<tbody>
<tr>
<td>24-Jul</td>
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<td></td>
<td></td>
<td></td>
<td>Conference (Hall 1 &amp; 2)</td>
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<tr>
<td>25-Jul</td>
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<td>Exhibition (Hall 1)</td>
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<tr>
<td>26-Jul</td>
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<td>One-on-One Partnering (7/23-24 online, 7/25-27 Hall 1)</td>
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<td>27-Jul</td>
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<td></td>
<td>Banquet</td>
<td>Social Events (Invitation only)</td>
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<tr>
<td>28-Jul</td>
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**Conference tracks**

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<tr>
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<th>Monday</th>
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<th>Wednesday</th>
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<tbody>
<tr>
<td>24-Jul</td>
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<td>Plenary</td>
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<td>25-Jul</td>
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<td>Innovation forum</td>
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<td>26-Jul</td>
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<td>Investment summit</td>
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<td>27-Jul</td>
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<td>Regional collaboration forum</td>
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<tr>
<td>28-Jul</td>
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<td>Company presentations</td>
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<td></td>
<td>Satellite symposia</td>
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Plenary Session Speakers

- **Feng Zhang**
  Professor,
  Massachusetts Institute
  of Technology
  Tang Prize Laureate

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

- **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

......and more
# Forum (1) : Innovation Forum

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

<table>
<thead>
<tr>
<th>D&amp;T</th>
<th>WED - July 24</th>
<th>THU - July 25</th>
<th>FRI - July 26</th>
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<tbody>
<tr>
<td>09:00</td>
<td></td>
<td><strong>Session 6</strong></td>
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<td>10:30</td>
<td></td>
<td><strong>mRNA and New Therapeutic Modalities</strong></td>
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<tr>
<td>10:45</td>
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<td><strong>Session 7</strong></td>
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<tr>
<td>12:15</td>
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<td><strong>Taiwan BIO Awards-Successful Stories</strong></td>
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<tr>
<td>12:25</td>
<td></td>
<td><strong>Session 8 (Luncheon)</strong></td>
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<tr>
<td>13:50</td>
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<td><strong>Session 13 (Luncheon)</strong></td>
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<tr>
<td>14:10</td>
<td><strong>Session 4</strong></td>
<td><strong>Session 9</strong></td>
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<tr>
<td>15:40</td>
<td><strong>ADC Drug development and manufacturing trends challenges and solutions</strong></td>
<td><strong>Strategic Insights into CMC Program Design: Pioneering Biologics Development Excellence</strong></td>
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</tr>
<tr>
<td>16:00</td>
<td><strong>Session 5</strong></td>
<td><strong>Session 10</strong></td>
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<tr>
<td>17:30</td>
<td><strong>Frontier of Gene and Cell Therapies</strong></td>
<td><strong>Translational Medicine, A Journey from Novelty to Commercial Success</strong></td>
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</tr>
</tbody>
</table>

**Key Notes:**
- **Plenary (Session 1-3): Global Biotech Development**
- **Session 6:** mRNA and New Therapeutic Modalities
- **Session 7:** Taiwan BIO Awards-Successful Stories
- **Session 8 (Luncheon):** Shaping the Future of Digital Health
- **Session 11:** AI for Pharma
- **Session 12:** Precision Medicine
- **Session 13:** 2024 Taiwan Startup World Cup
# Forum (2) : Investment Summit

- **July 24-25 at TaiNEX Hall 2**

<table>
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<tr>
<th>D&amp;T</th>
<th>WED · July 24</th>
<th>THU · July 25</th>
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<tr>
<td>09:00</td>
<td></td>
<td><em>Investment Session 3</em></td>
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<tr>
<td>10:30</td>
<td></td>
<td><em>Roadshow: Therapeutics &amp; Pharmaceuticals</em></td>
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<tr>
<td>10:45</td>
<td></td>
<td><em>Investment Session 4</em></td>
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<tr>
<td>12:15</td>
<td></td>
<td><em>Roadshow: Therapeutics &amp; Pharmaceuticals</em></td>
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<tr>
<td>12:25</td>
<td></td>
<td><em>Investment Session 5</em></td>
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<tr>
<td>13:50</td>
<td></td>
<td><em>Panel Discussion: Innovative Investment Strategies for New Drug Development</em></td>
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<tr>
<td>14:10</td>
<td><em>Investment Session 1</em></td>
<td><em>Investment Session 6</em></td>
</tr>
<tr>
<td>15:40</td>
<td><em>Roadshow: MedTech &amp; Digital Health</em></td>
<td><em>Roadshow: Therapeutics &amp; Pharmaceuticals</em></td>
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<tr>
<td>16:00</td>
<td><em>Investment Session 2</em></td>
<td><em>Investment Session 7</em></td>
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<tr>
<td>17:30</td>
<td><em>Roadshow: MedTech &amp; Digital Health</em></td>
<td><em>Roadshow: Therapeutics &amp; Pharmaceuticals</em></td>
</tr>
</tbody>
</table>

- 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

<table>
<thead>
<tr>
<th>D&amp;T</th>
<th>Wed - July 24</th>
<th>Thu - July 25</th>
<th>Fri - July 26</th>
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<tbody>
<tr>
<td>09:30-12:00</td>
<td>Australia Session</td>
<td>Regional Collaboration Forum</td>
<td>Joint Session</td>
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<tr>
<td>13:30-16:30</td>
<td>Australia Session (Partnering)</td>
<td>Japan Session</td>
<td>Belgium Session</td>
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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)
# Registration Packages

<table>
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<tr>
<th>Program</th>
<th>A - Full Convention Access</th>
<th>B - Partnering &amp; Exhibition</th>
<th>C - Conference &amp; Exhibition</th>
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<tr>
<td><strong>Conference</strong></td>
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<tr>
<td>- Innovation Forum</td>
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<td>- Investment Summit</td>
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<td>- Regional Collaboration Forum</td>
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<td>- Company Presentations</td>
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<td>- Satellite Symposia</td>
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<td><strong>BIO One-on-One Partnering</strong></td>
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<tr>
<td><strong>Exhibition</strong></td>
<td>●</td>
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<tr>
<td><strong>Banquet</strong></td>
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## Registration Fee

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<tr>
<th>Online Registration</th>
<th>NTD 16,100 (USD 515)</th>
<th>NTD 12,600 (USD 405)</th>
<th>NTD 11,200 (USD 360)</th>
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<tr>
<td><strong>Early Bird</strong> (Ends June 19)</td>
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<tr>
<td>Online Registration (Ends July 16)</td>
<td>NTD 19,550 (USD 625)</td>
<td>NTD 15,300 (USD 490)</td>
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<tr>
<td>Onsite Registration July 24-26</td>
<td>NTD 23,000 (USD 735)</td>
<td>NTD 18,000 (USD 575)</td>
<td>NTD 16,000 (USD 510)</td>
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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

**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**

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<th>Day</th>
<th>Type</th>
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<th>End Time (Taipei Time)</th>
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<tr>
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<td>Virtual</td>
<td>24 Hours</td>
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<tr>
<td>Wednesday, July 24</td>
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<td>Thursday, July 25</td>
<td>In-person</td>
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<td>Friday, July 26</td>
<td>In-person</td>
<td>10:00 AM</td>
<td>6:00 PM</td>
</tr>
<tr>
<td>Saturday, July 27</td>
<td>In-person</td>
<td>10:00 AM</td>
<td>6:00 PM</td>
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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
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
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
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.

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
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
BIO One-on-One Partnering™
Live Demo
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

www.bioasiataiwan.com