

From Prep to Partnership: A Guide to BIO 2025 Meetings

Welcome

Hosted by:
Mackensie Vernetti
Vice President, Partnering, BIO

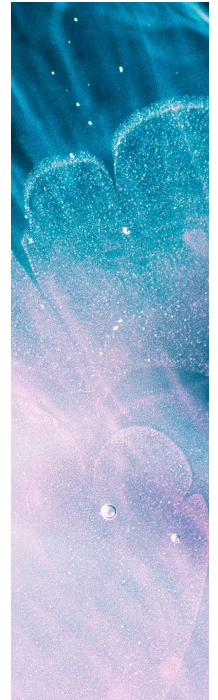
Please submit questions in the Q&A section of Zoom.
Q&A will be held at the end of the webinar.

A recording of this webinar will be distributed within a few days following the webinar.

Agenda

3

1. BIO 2025 Updates & Networking
2. Panel Introductions
3. Getting the Meeting
4. Preparing for the Meeting
5. Meeting Tips & Onsite Info
6. Post-Meeting Follow Up
7. Q&A



Thank you to our 2025 Business Forum Sponsors

DOUBLE HELIX



HELIX



PREMIER

Daiichi Sankyo • Nxera Pharma • Pfizer
Servier • Takeda Pharmaceuticals • Thermo Fisher Scientific

CHAMPION

BioMarin • Catalyst Pharmaceuticals • Cytiva • Labcorp
BioHub Maryland, Powered by Maryland Tech Council • Organon & Co.
Otsuka Pharmaceutical • Syneos Health • Vial

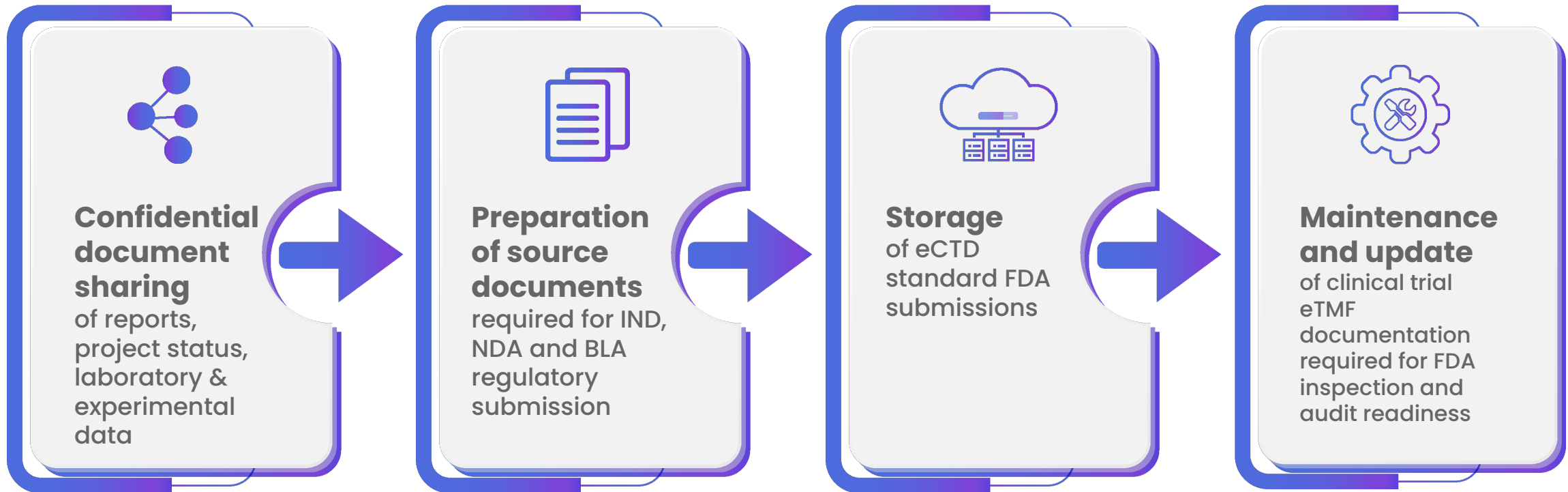
CONFERENCE

Ailux • AbbVie • Bostal LLC • EVERSANA • Foley Hoag • Kindeva
Neopharmed Gentili S.p.A. • Scendea • Southern Star Research • Teva

Is your company considering or on the verge of a capital raise, partnering, or licensing deal?



Determine alignment on project goals with a potential partner while mitigating risks and disputes with ShareVault, the industry's preferred document security and management platform, to streamline collaboration among parties including:



BIO 2025 Updates

6

Start-Up Stadium

Finalists announced, preliminary schedule available



Company Presentations

Look for **Presenting Company** tag in BIO Partnering, schedule available in mid May



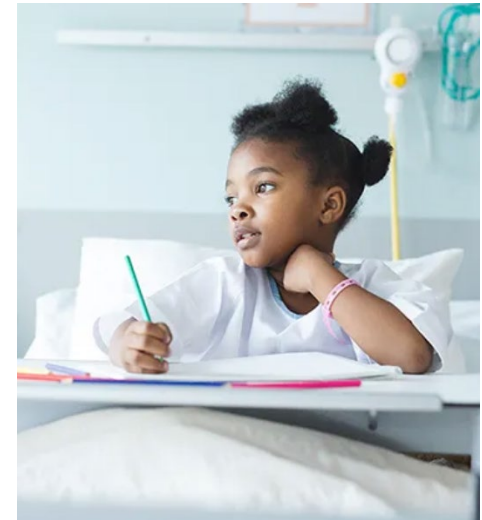
Academic Campus

Look for orgs with **Academic Campus** tag in BIO Partnering



BIO Storytelling Stage

Hear inspiring stories from researchers, patients & caregivers and company founders. Schedule announced



BIO 2025 Networking

7

Welcome Reception*

Monday 7:00-9:00pm

Boston Museum of Fine Arts

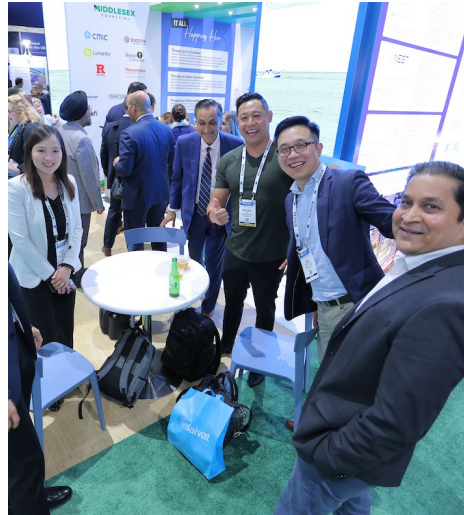


Exhibition Reception



Tuesday 5:00-6:30pm

Exhibit Hall



Wednesday Party*

Wednesday 7:00-9:00pm

58 Seaport Boulevard



Closing Happy Hour



Thursday 3:00-4:00pm

Exhibit Hall



***Open to Premier and General Access Registrants**

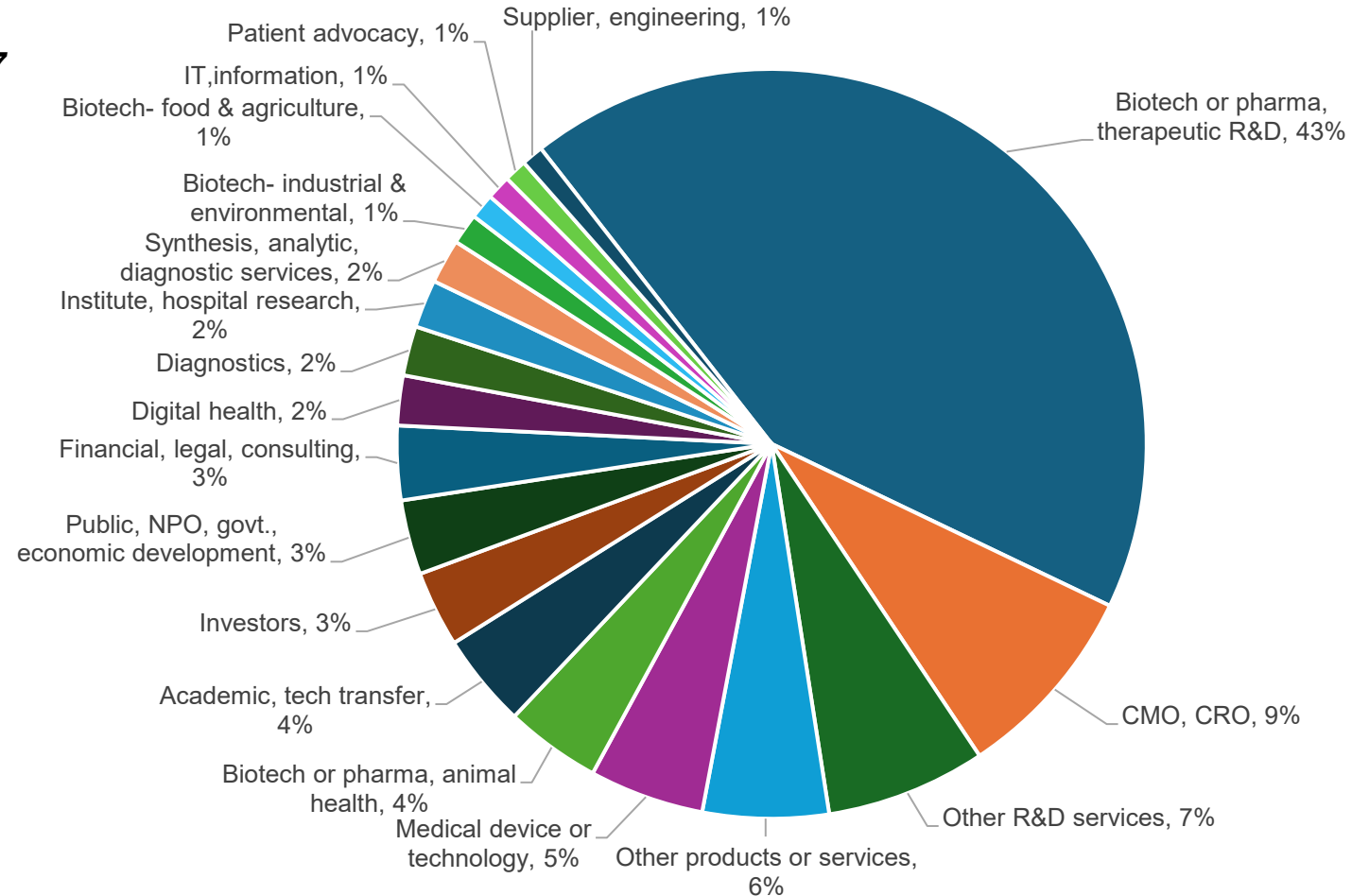
Global access in one big room

Who is Partnering at BIO 2025

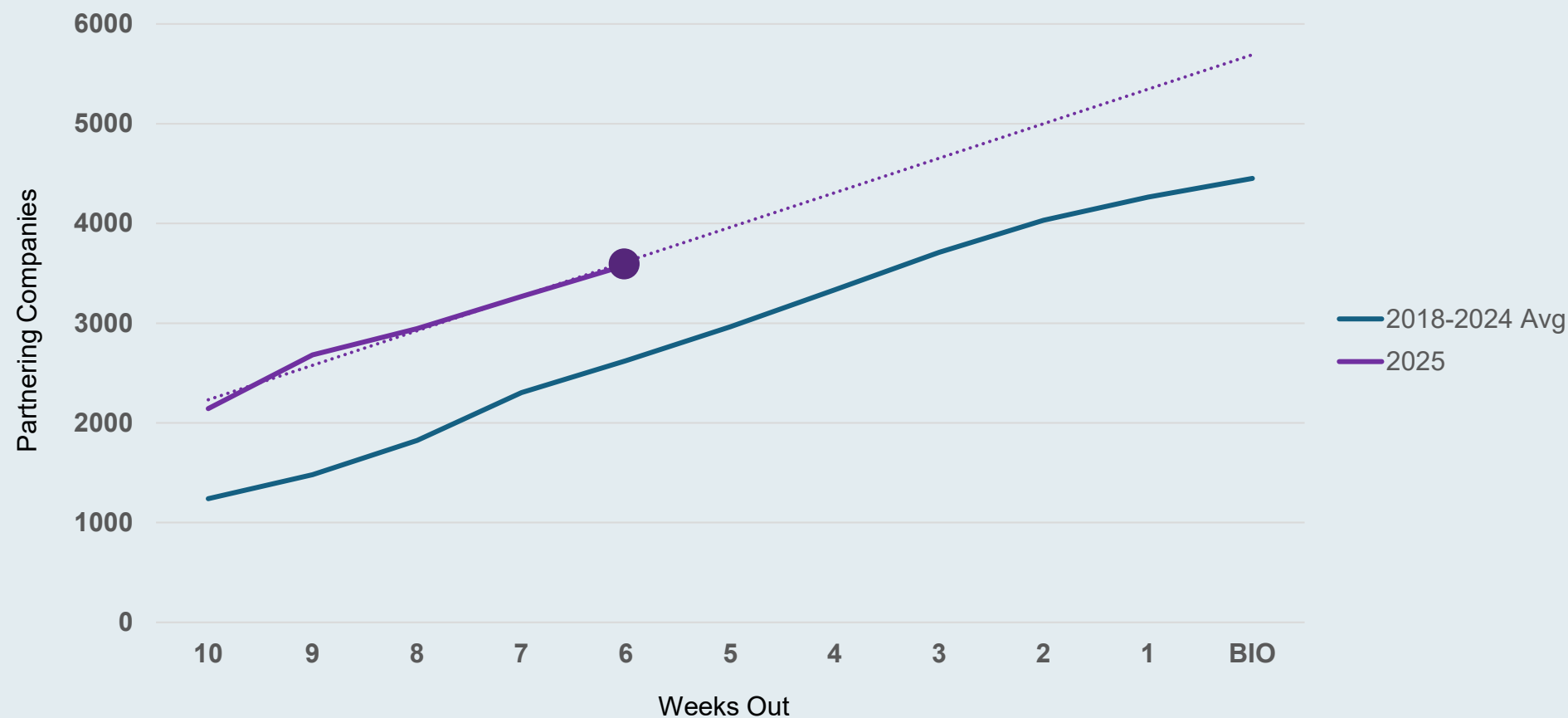
8

- 3,700 Companies *as of May 7*
- 70% C-level / BD decision makers
- 55 Countries
- 60,000+ Meetings

BIO Partnering™ is open!



A Marathon, Not a Sprint



 **Pro Tip:** Save your search criteria in the partnering system and sign up to receive new matches - daily or weekly – straight to your inbox.

Today's Panel

10



Eric Hayes, PhD
Consultant
Pullan Consulting



Donna LaVoie
President & CEO
LaVoieHealthScience



Carlos N. Velez, PhD
Managing Partner
Lacerta Bio, Inc.



James Zanewicz, JD, LLM, RTTP
Chief Strategy Officer
**Tulane University School of
Medicine**



Hosted by:
Mackensie Verneti
VP, Partnering
Biotechnology Innovation Organization (BIO)

Getting the Meeting

How you're found & how you're vetted

Company Profile

- Basics: company type, location, website
- Brief description displays on company directory / search page
- Therapeutic areas
- Geographic areas of interest **NEW!**
- List specific assets, services, products
- Drug asset type, phase, indication
- Financials: ownership, last round of funding, total funding
- Upload content – non-confidential deck, one-pager, embed video
- Use rich text formatting & include links

💡 **Pro Tip:** All text is searchable. Fill out all descriptions, news, objectives

Vacino Biotech Co., Ltd.
Biotech or pharma, therapeutic R&D +1..
Private
TAIPEI, R.O.C • Taiwan

Member

Company Assets, Services & Market Products Leadership & Delegates

Brief Description

Vacino Biotech focuses on innovation for **HLA-peptide based vaccine, nucleic acid medicine and brain delivery technology** for the indication of **infectious disease, neurodegenerative disease and oncology**.

Description

(NOTE: Given time constraints & strategic priorities, we will not be meeting with CM CROs, service companies, etc. at the meeting) Founded in July 2020, Vacino Biotech committed to the development of novel nucleic acid drugs and universal vaccines. [Show more](#)

Keywords

Universal Vaccine HLA-restricted peptide Oral COVID vaccine Anti-Alzheimer's disease
Anti-Parkinson's disease MicroRNA Blood Brain Barrier BBB Transferrin Receptor
Brain shuttle Antibody Brain Shuttle peptide Anti-neuroinflammation PDL1

Financials

Ownership: Private **Total funding:** \$1.7 M
Year founded: 2020
Number of Employees: Less than 10

Asset Type

Small molecule

Keywords

cGAS STING inflammatory diseases neurodegenerative diseases

Highest Development Phase

Preclinical testing

Clinical Indication

Cardiovascular inflammation Aging Autoimmune disease Inflammatory disease
Neurodegenerative disease

Oral cGAS inhibitors to treat (neuro-) inflammatory diseases
CD3 – Center of Drug Design and Discovery (KULEUVEN)
Small molecule



Description

- cGAS detects self-dsDNA in the cytosol to activate STING-mediated type I interferon signaling and other inflammatory programs.
- Constitutive activation of cGAS is critical in the pathogenesis of genetic type I interferon disorders such as Aicardi-Goutières Syndrome and subsets of lupus and in diseases with a strong cGAS-dependent inflammatory component such as age-related macular degeneration, lung inflammation, systemic sclerosis, amyotrophic lateral sclerosis and others.
- Prioritized series shows excellent cellular potency, human-mouse cross reactivity and translating into human whole blood activity.
- We are further characterizing a shortlist of priority compounds towards DC, with compounds showing peripheral restriction, excellent cellular potency and activity in human whole blood, clean ADME/Tox/selectivity/secondary pharmacology profiles, excellent PK profile in rodent/non-rodent and promising human dose prediction, with efficacy in a chronic UVB model.
- In addition, our series contains CNS-penetrant compounds that can effectively suppress cGAS inflammation in the brain. Leveraging our good understanding of the key parameters driving brain exposure, we recently identified highly promising compounds showing excellent brain penetration coupled with excellent potency.



[Show less](#)

Search For & Prioritize Partners

- Use search filters
- Save multiple searches
- Subscribe to receive new matches **NEW!**
- Leverage your Favorites list
 - Use as a send list / to-do list
 - Flag & triage within your team


Biotech / US or Canada / Cell or Gene Therapy  
Asset [MV Search]
Applied Filter (3)
Apr 4

Notify me of new matches
☐ None ☒ Daily ☐ Weekly


Co Type: Biotech Pharma R&D [MV Search]  
Applied Filter (1)
Apr 4


Notify me of new matches
☐ None ☒ Daily ☐ Weekly


All filters Clear All Apply


Company Filters 


Company Name


Include Company Type(s)
Academic, tech trans... x +2... 


Exclude Company Type(s)
Choose Exclude Company Type(s) 


Licensing/Funding Objectives
Seeking out-licensin... x 


Primary Therapeutic Areas
Choose Primary Therapeutic Areas 

Secondary Therapeutic Areas
Inflammatory disease x +1... 

Company Size
50 to 200 x 

Company Favorited
Choose Company Favorited 

Previously Contacted Company
Choose Previously Contacted Company 

Company Registration Dates
Enter Company Registration Dates 

Request Meetings

- Specific, clear subject line to stand out
Do not use "Meeting Request" or "Meet with [Company]" etc as your subject line
- Communicate **relevancy** (phase, modality, geography) and **differentiation**
- Include your contact information
- Attach content from your company profile, if applicable
- Mention specific participants **only** if you've identified a particularly good fit
- Send a follow-up reply after a few days to encourage responses

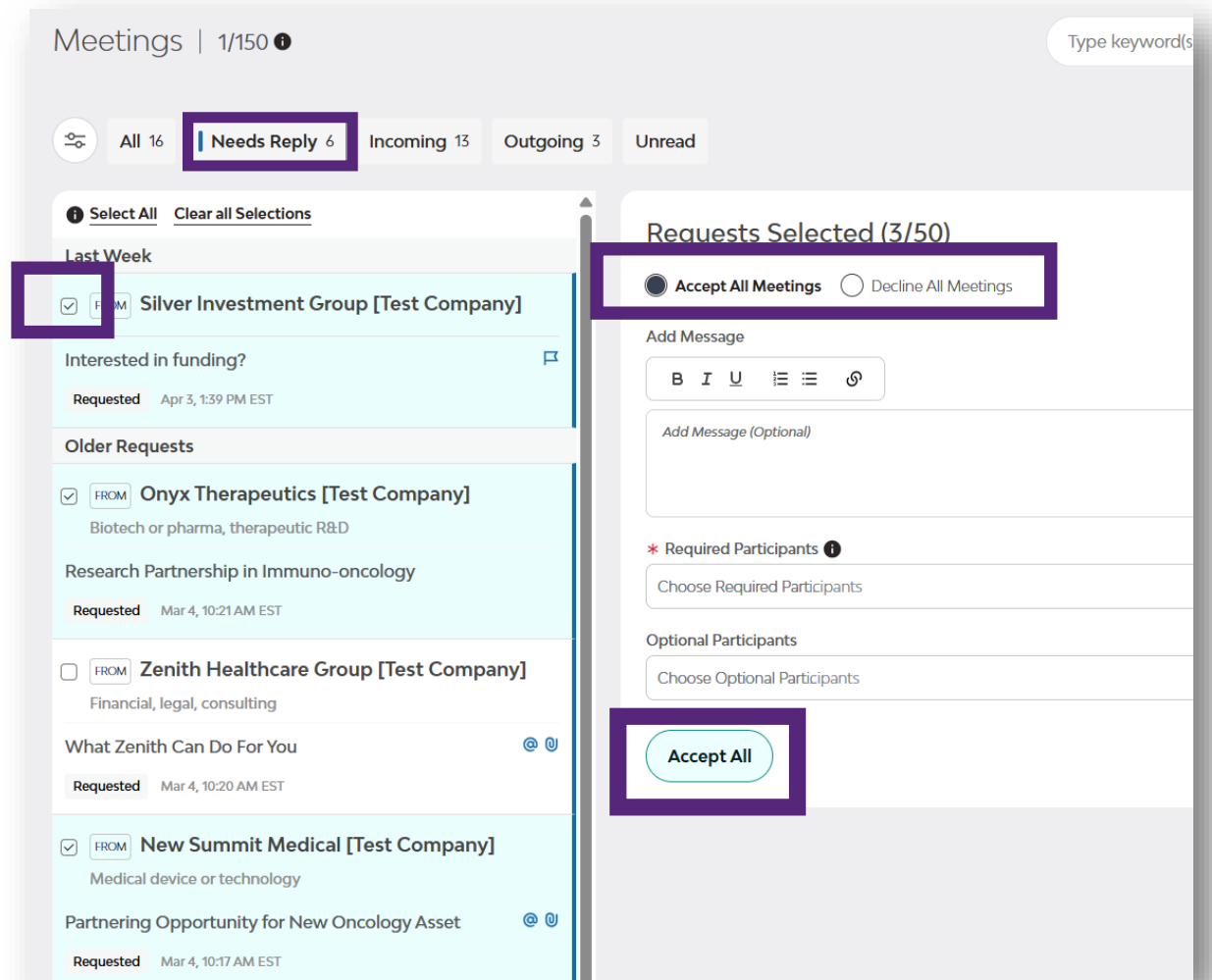


Pro Tips:

- Use rich text formatting to highlight important points; embed links to documents or reports
- Attach content from your company profile to meeting requests

Respond to Meeting Requests

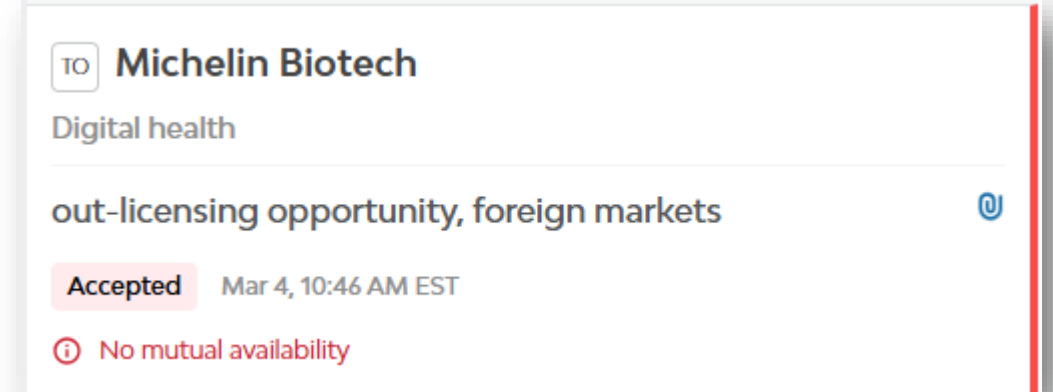
- Filter requests by company type, mentions, etc to triage more efficiently
- Add tags to track priority level or portfolio
- Respond to up to 50 requests at a time **NEW!**




No Mutual Availability?

16

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. Reply to see if the other participants can open more time on their calendars
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



 **Pro Tip:** The system does not require you to open availability in order to send or accept meeting requests – **so don't forget to open time slots!**

The background is a deep blue with a grainy, textured appearance. It features several bright, curved light streaks that sweep across the frame, creating a sense of motion. Scattered throughout are numerous small, white and light blue particles, some appearing as sharp points of light and others as soft, hazy clouds. The overall effect is reminiscent of a cosmic or underwater scene.


Meeting Tips

Prepare for the Meeting

18



- Know your goals, your story and your ask
- Research your partner: review focus areas and news, look for alignment with your assets & capabilities
- Have supporting materials ready, but keep it light
- Be ready for common questions: IP position, differentiation, clinical plan, funding stage, etc.
- Know the logistics: buffer time, meeting locations, mobile app

 **Pro Tip:** Download the BIO Partnering mobile app for your current schedule, walk times and upcoming meeting push notifications



During the Meeting

19



- Quick introductions and roles
- Focus on *what's in it for them*—connect your objectives to their needs
- Avoid jargon and deep technical dives unless prompted
- Make Your “Ask” Explicit
- Let them talk—listen for signals of interest or misalignment
- Summarize Before You Wrap

“To recap, we’ll send our deck and set up a call with your BD lead next week—does that sound right?”

💡 Pro Tips:

- Don’t oversell—collaboration starts with trust, not pressure.
- If there's no fit, be courteous and open the door for future engagement.

Messaging for your role

20

Startups / Early-Stage Biotechs

- Lead with the science but simplify—highlight your innovation, differentiation and early traction.
- Be transparent about where you are in development, IP status, and funding needs.
- Prepare to answer tough questions: data strength, competitive landscape, and team experience.
- Focus on *why now*—the urgency and opportunity of partnering with you today.

Established Biotechs / Mid-Size Companies

- Lead with pipeline and track record—position yourself as a reliable, credible partner.
- Be clear about deal terms you're open to (co-dev, regional licensing, etc.).
- Showcase partnership success stories if you have them.
- Come ready with detailed data for deeper follow-ups.

Academic Institutions / Tech Transfer Offices

- Highlight novelty, mechanism of action, and potential applications of your discoveries.
- Address early-stage risk upfront; present a clear path to de-risking the science.
- Focus on unmet need, market potential, and publications that support your claims.

Service Providers / CROs / CDMOs

- Focus on customer success stories, unique capabilities, and scalability.
- Position yourself as a problem-solver who enables others to succeed faster.
- Don't hard sell—show how you can *help them get where they want to go*.

What's in a Meeting Room at BIO 2025?

- Table and 4 chairs
- Wifi is available, but sometimes spotty
- No A/V - bring your laptop or printout of slides, if necessary



Important:

- Meetings take place in the Business Forum AND throughout the Exhibit Hall. Pay close attention to all letters and numbers in the meeting location name as shown on your partnering schedule.



Pro Tip: Plan for time efficiency

5 min: intro/context

15 min: pitch + discussion

5 min: Q&A and next steps

5 min: transfer time to next meeting

Post-Meeting Follow-Up

22

- Send timely & personalized follow-up email
- Include relevant materials (pitch deck, data summaries, case studies, one-pager, whitepapers)
- Connect on LinkedIn. Send a brief, friendly message referencing your meeting
- Offer follow-up meeting

Be specific: *“Would you be open to a deeper technical discussion with our CSO next week?”*

- If no immediate interest, stay on their radar
- Track conversations internally



💡 **Pro Tip:** Download shared contact information in excel from the partnering system. Go to Meetings and click "Export" in top right corner

What to Avoid: Before, During and After the Meeting

Mistake

Unclear goals
Vague meeting requests
Lack of research on partner
Outdated or incomplete profile
Overloading with detail too soon
Poor time management
No clear “ask”
Talking too much
Unprepared for common questions
No or slow follow-up
Not tracking meeting outcomes
Giving up after one “no”

Why It Hurts

Dilutes your message and confuses the meeting purpose
Reduces chances of securing high-value meetings
Wastes valuable time and misses alignment opportunities
Makes your company easy to overlook
Risks losing your audience before they’re engaged
Important messages may get cut off
Leaves the other party unsure how to move forward
Misses insights from the other side and damages rapport
Undermines credibility and confidence
Lets potential opportunities fizzle out
Creates confusion and lost follow-up chances
Misses future opportunities when timing improves



Pro Tip: *Think of every meeting as the beginning of a relationship—not just a transaction.*

Download the BIO Partnering Mobile App

24



Scan the QR code to download

Available for iPhone & Android

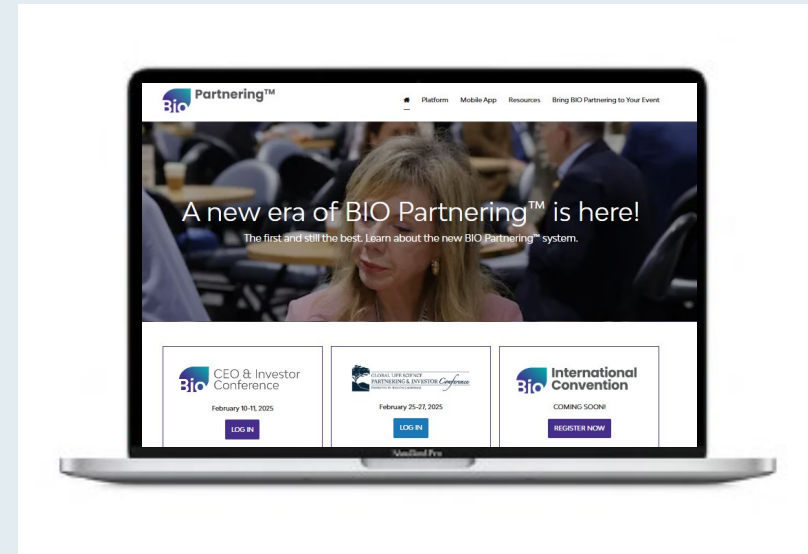


Check out our Resources

25

Visit the BIO Partnering resource page and share these helpful tools with your team:

- ☐ **Webinar Recordings!**
- ☐ Video & PDF Tutorials
- ☐ Quick Start Guide
- ☐ Frequently Asked Questions
- ☐ Tips & Best Practices



Explore more, log into the system and discover how to get the most of BIO Partnering at LetsPartner.BIO.org

Thank You!

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 customer care@bio.org