

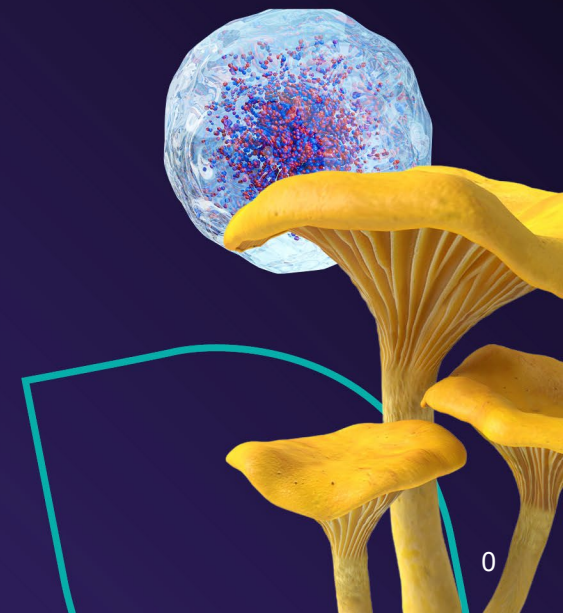


Events
International
Convention

June 3-6, 2024
San Diego, CA

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!

DOUBLE HELIX

AMGEN

Genentech
A Member of the Roche Group

Lilly



MERCK

HELIX

cencora

Johnson & Johnson



sanofi

PREMIER

GC Cell • Bristol Myers Squibb • Boehringer Ingelheim • Daiichi Sankyo • Maryland Tech Council- BioHub Maryland • Novartis • Nxera Pharma • Pfizer • Sanofi's Vaccine Business • Takeda

CHAMPION

Foley Hoag • Kindeva Drug Delivery • Organon • Otsuka Pharmaceutical Co., Ltd. • Servier • Twist Bioscience

CONFERENCE

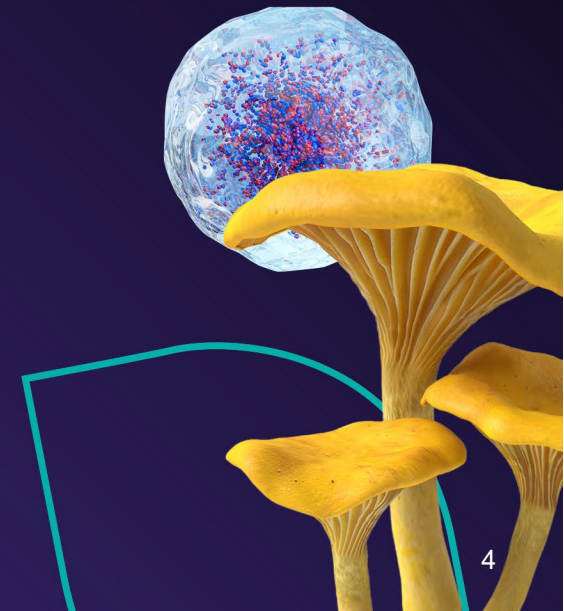
Alcami • AustarPharma • Benchling • Cytiva • Labcorp • Neopharmed Gentili • Scendea • Syneos Health

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



BIO International Convention Updates

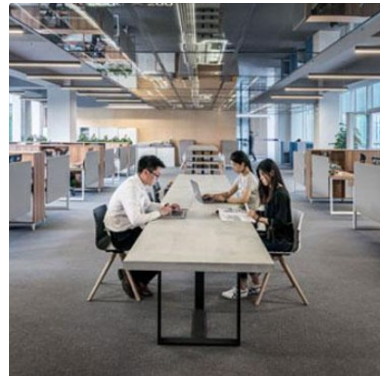


About BIO

- 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

Friday, May 31 – Sunday June 2	Monday June 3	Tuesday June 4	Wednesday June 5	Thursday June 6
<u>BIO Professional Development Program</u>	BIO One-on-One Partnering™ Meetings including Academic Campus			
	Exhibition			
	Sessions			
	Company Presentations			
		Start-Up Stadium		
		Welcome Reception *	Exhibition Reception	Gaslamp Block Party *
 KBI Biopharma 5K Monday, June 3, 6:30–9:00 AM, 7:30 AM race start		<i>Affiliate Events for networking, all week long</i> Visit convention.bio.org under the “Plan” menu for full list		

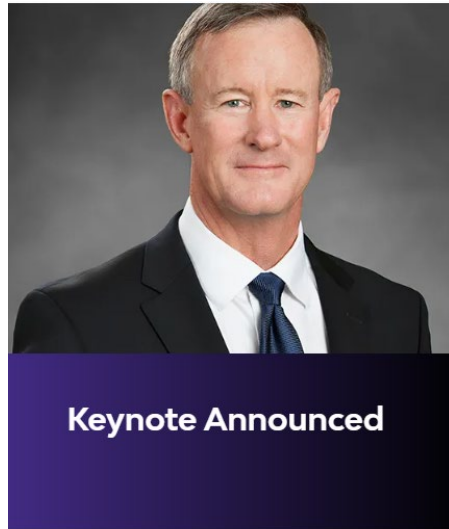
* Exclusive to Premier and General Access attendees

Offering Professional Development for Every Career Stage

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



Admiral William H. McRaven
U.S. Navy Four-Star Admiral (Retired),
best-selling author, and
former Chancellor of the University of
Texas System

Wednesday, June 5

Tuesday, June 4
Keynote Announcement Soon

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 Thstrup, MD, PhD, Chief Medical Officer, European Medicines Agency (EMA)

Science Leaders

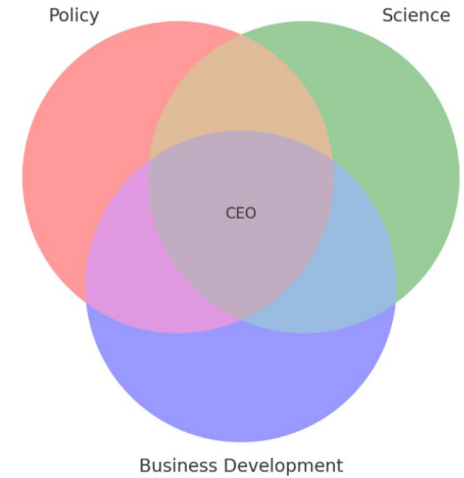
- Carolyn Bertozzi, PhD, Nobel Laureate in Chemistry 2022
- Kate Rubins, PhD, Astronaut, NASA
- Stephen Quake, PhD, Head of Science, Chan Zuckerberg Initiative

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



**150+ Sessions Across
20 Focus Areas**

- AI and Digital Health
- Asia-Pacific Opportunities [Monday, June 3]
- Brain Health
- Business Development and Finance
- Cell and Gene Therapy & Genome Editing
- Clinical Trials Innovations
- Diagnostics and Personalized Medicine
- Diversity, Equity and Inclusion
- Emerging Opportunities in Global Markets
- Environmental Sustainability
- Infectious Disease and Vaccines
- Intellectual Property
- Next Generation Biotherapeutics
- Oncology
- Orphan and Rare Disease
- Patient Advocacy
- Regulatory Innovation
- Translational Research
- Value, Patient Access and Reimbursement
- Widening the Bioeconomy

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:

HOUSTON
Methodist
LEADING MEDICINE

MAYO
CLINIC

M
UNIVERSITY OF
MICHIGAN

NIHMBL
The National Institute for Innovations in Manufacturing Biopharmaceuticals

salk
Where cures begin.

Tulane
MEDICINE

UF UNIVERSITY of
FLORIDA

UMass Chan
MEDICAL SCHOOL

THE UNIVERSITY
of NORTH CAROLINA
at CHAPEL HILL

WARF
Supporting University of Wisconsin-Madison

Weill Cornell Medicine
Enterprise Innovation



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

Gaslamp Block Party*

Wednesday, June 5

7:00 PM – 9:00 PM

5th Avenue between Island and G Streets

Exhibition Reception

Tuesday, June 4

5:00 PM – 6:30 PM

In the Exhibition

Closing Happy Hour

Thursday, June 6

3:00 PM – 4:00 PM

In the Exhibition

**Open to Premier and General Access Attendees Only*

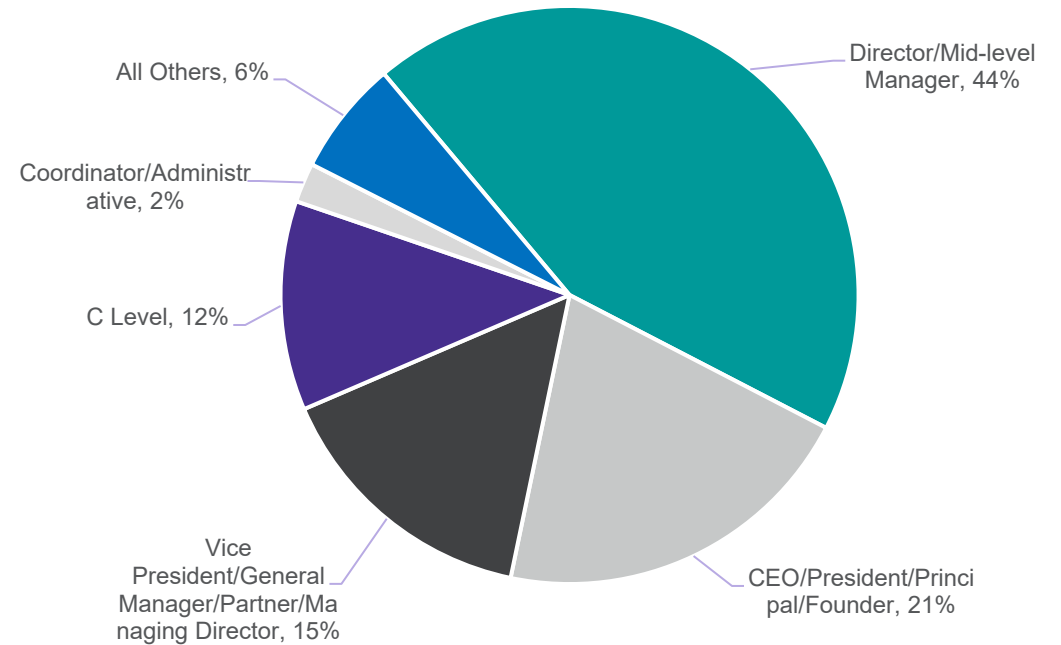
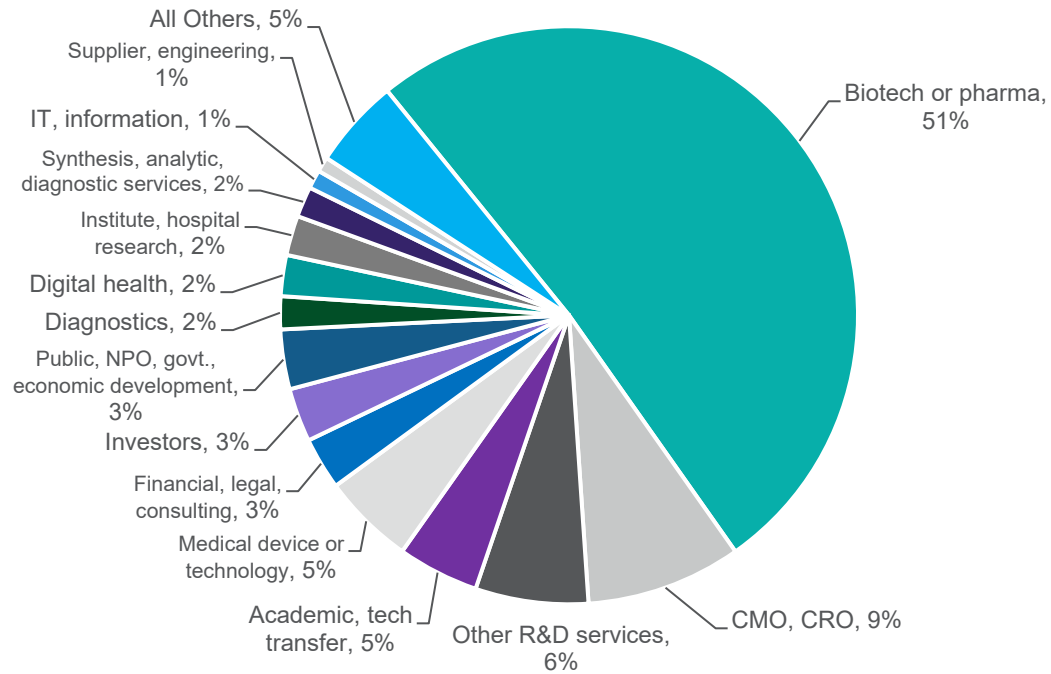
Full Details here: <https://convention.bio.org/plan-trip-bio-2024/receptions>

Affiliate Events List here: <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): <https://convention.bio.org/participating-companies>

BIO One-on-One Partnering™ Overview



Two Partnering Types

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

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

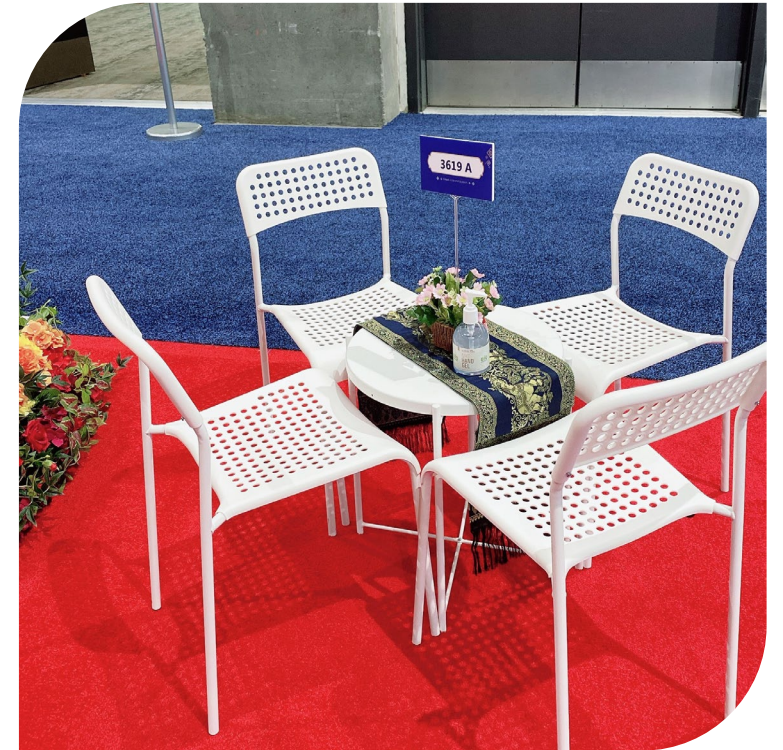
Two Partnering Types Onsite – Exhibit Booth



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

The screenshot shows the 'Advanced search' interface. At the top, there is a dark blue header with the text 'Advanced search' and a search icon. Below the header is a navigation bar with five tabs: 'Companies', 'Delegates', 'Investors', 'Assets', and 'Market Products'. The 'Assets' tab is currently selected and highlighted in blue. Below the navigation bar, there are several search filters. The first filter is 'Asset name' with a text input field containing 'Enter text...'. The second filter is 'Asset type' with a list of options: 'Antibiotic', 'Antibody, protein, peptide', 'Antisense, RNA', 'Cell therapy', 'Drug delivery', and 'Formulation'. Below this list, there is a message that says 'No mechanisms of action selected'. The third filter is 'Technologies' with a message that says 'No technologies selected'.

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
- "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

Search Features:

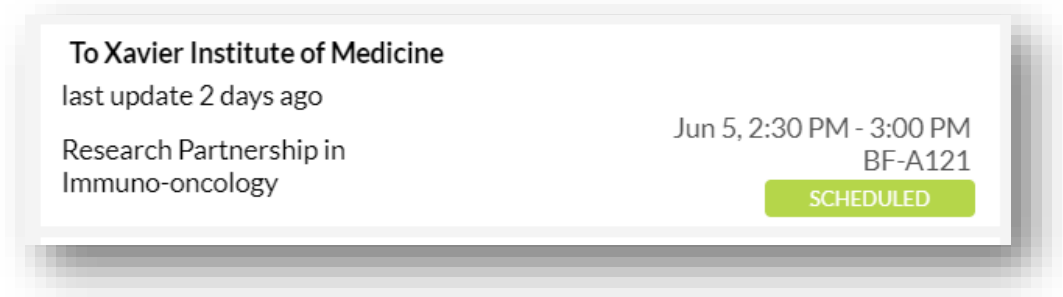
The screenshot shows the search interface of the Partnering System. The top navigation bar includes 'HOME', 'PROFILE', 'SEARCH', 'CALENDAR', 'MESSAGE CENTER', and 'New request'. The search bar contains the text 'Type text here to search the directory' and a 'Search' button. Below the search bar, there is a toggle for 'Investors only' and a 'Filters (0)' link. To the right of the search bar, there are links for 'Search tips', 'Saved searches', 'Search history', and 'Export'. The 'Advanced search' button is highlighted in orange, and the 'Modification date' dropdown is highlighted in teal. Callouts with arrows point to these 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' dropdown; 'Access saved searches' points to the 'Saved searches' link; and 'Export search results to excel' points to the 'Export' link.

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

The screenshot displays a web interface for managing meeting requests. On the left is a sidebar with filters for 'All requests', 'Unread', 'Requests type', 'Status', and 'Pending reschedule'. The main area shows a list of requests. A red-bordered callout box highlights a request from 'Advancing Medicines Association' with the status 'ACCEPTED' and a red warning icon and text: 'No mutual availability'. Other requests in the list include 'From A to Z Oncology' (SCHEDULED) and 'To Lakeside Investment Group' (REQUESTED). The right sidebar shows details for 'Xavier Institute of Medicine' and 'Breakthrough Biotech...'. A teal arrow points from the callout box to the 'REQUESTED' button of the Lakeside Investment Group request.

Onsite Partnering Information



Meeting Locations

If your partnering schedule says:

Meeting Location	You're Headed to	Example
BF-(a booth number)	Partnering booth	BF-A101
BF-(a booth number & sponsor name)	Sponsor booth	BF-C176 (Boehringer Ingelheim)
BF-Meeting Point (letter & number)	Meeting point (table & chairs)	BF-Meeting Point K1
EX-(a booth number & pavilion or company name)	Exhibit Hall	EX-246a (Patient Advocacy Zone)

BF=Business Forum

EX=Exhibit Hall

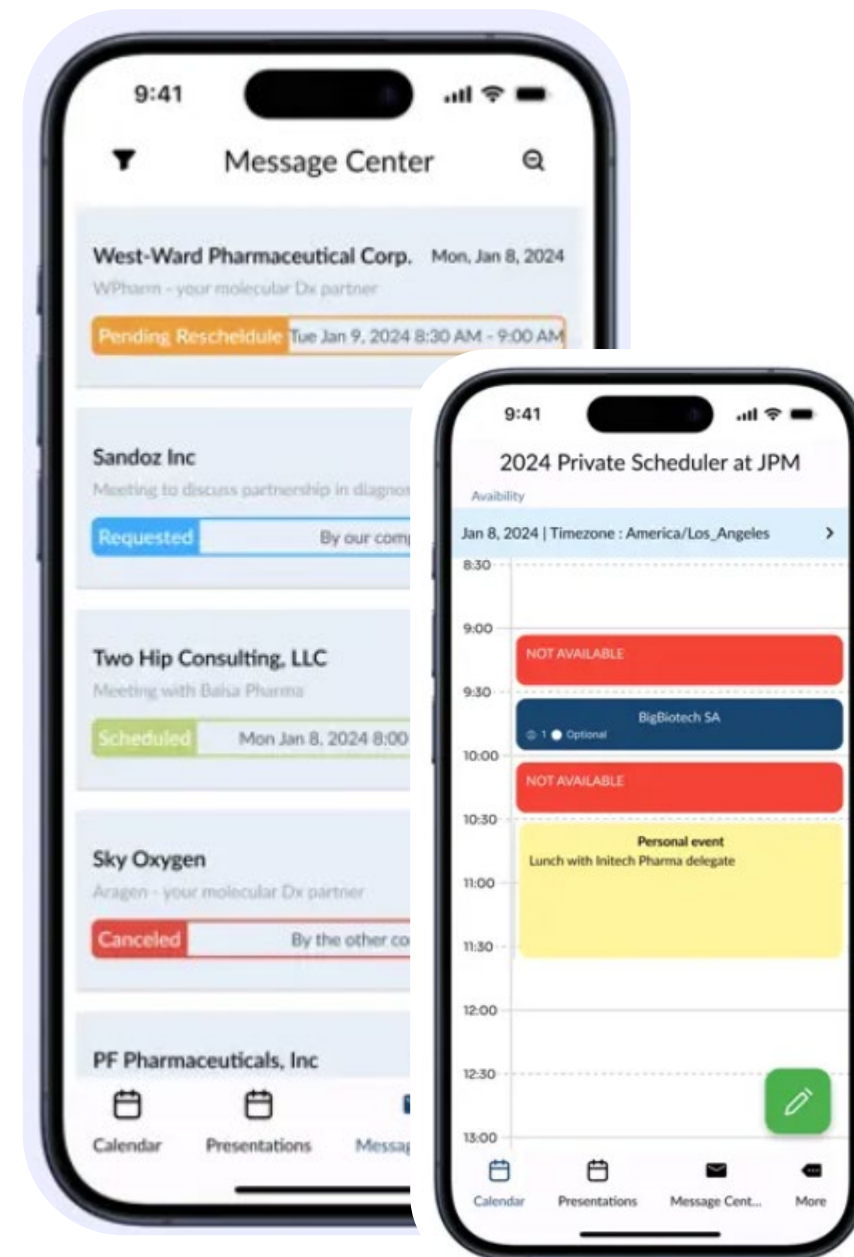
Onsite Partnering Best Practices

- 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:

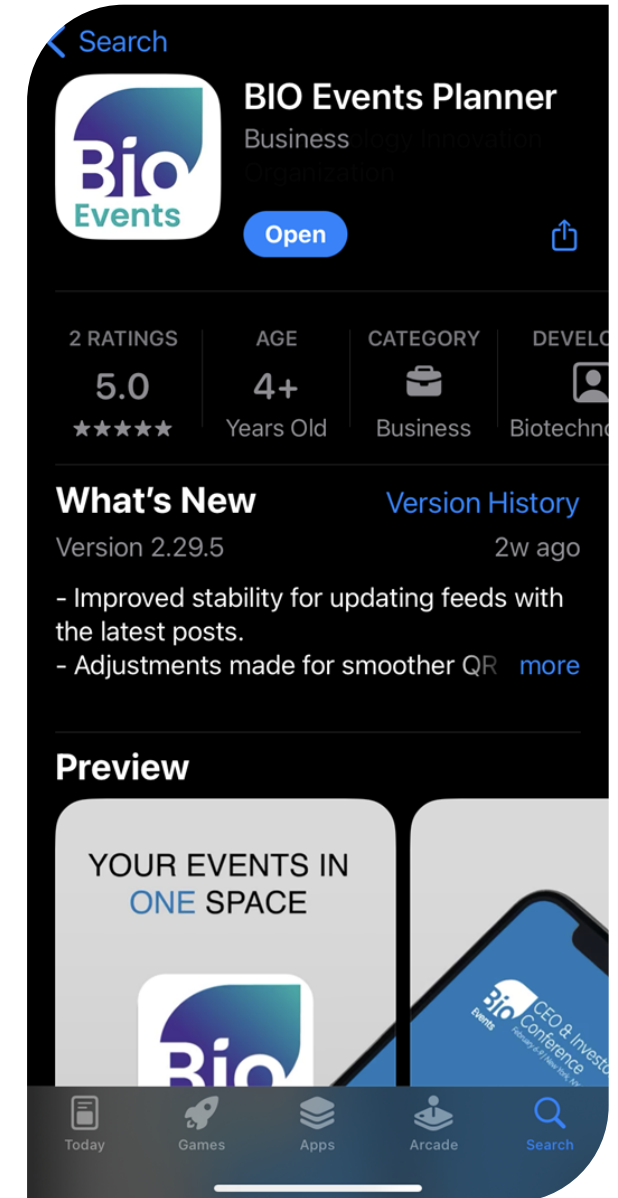
- Get your up-to-date schedule
- Send meeting requests
- View Company Profiles
- Access your messages
- Request rescheduling
- And more!
- Available on the [Apple App Store](#) and the [Google Play Store](#)



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

Date	Exhibition Schedule	Partnering Hours Business Forum & Exhibitor Booth	Exhibitor Booth Personnel Access
Monday June 3, 2024	12:00pm - 6:00pm	Business Forum Partnering Hours: 1:00pm - 6:00pm <ul style="list-style-type: none"> <i>Business Forum will open at 12:00pm</i> Exhibitor Booth Partnering Hours: 1:00pm - 6:00pm	8:00am - 6:30pm
Tuesday June 4, 2024	10:00am - 6:30pm <i>Exhibitor Hospitality Reception: 5:00pm - 6:30pm</i>	Business Forum Partnering Hours: 7:00am - 5:00pm <ul style="list-style-type: none"> <i>Business Forum will open at 6:30am</i> Exhibitor Booth Partnering Hours: 10:30am - 5:00pm	6:30am - 7:00pm
Wednesday June 5, 2024	10:00am - 6:00pm	Business Forum Partnering Hours: 7:00am - 6:00pm <ul style="list-style-type: none"> <i>Business Forum will open at 6:30am</i> Exhibitor Booth Partnering Hours: 10:30am - 6:00pm	6:30am - 6:30pm
Thursday June 6, 2024	10:00am - 4:30pm	Business Forum Partnering Hours: 7:00am - 4:30pm <ul style="list-style-type: none"> <i>Business Forum will open at 6:30am</i> Exhibitor Booth Partnering Hours: 10:30am - 4:30pm	6:30am - 5:00pm

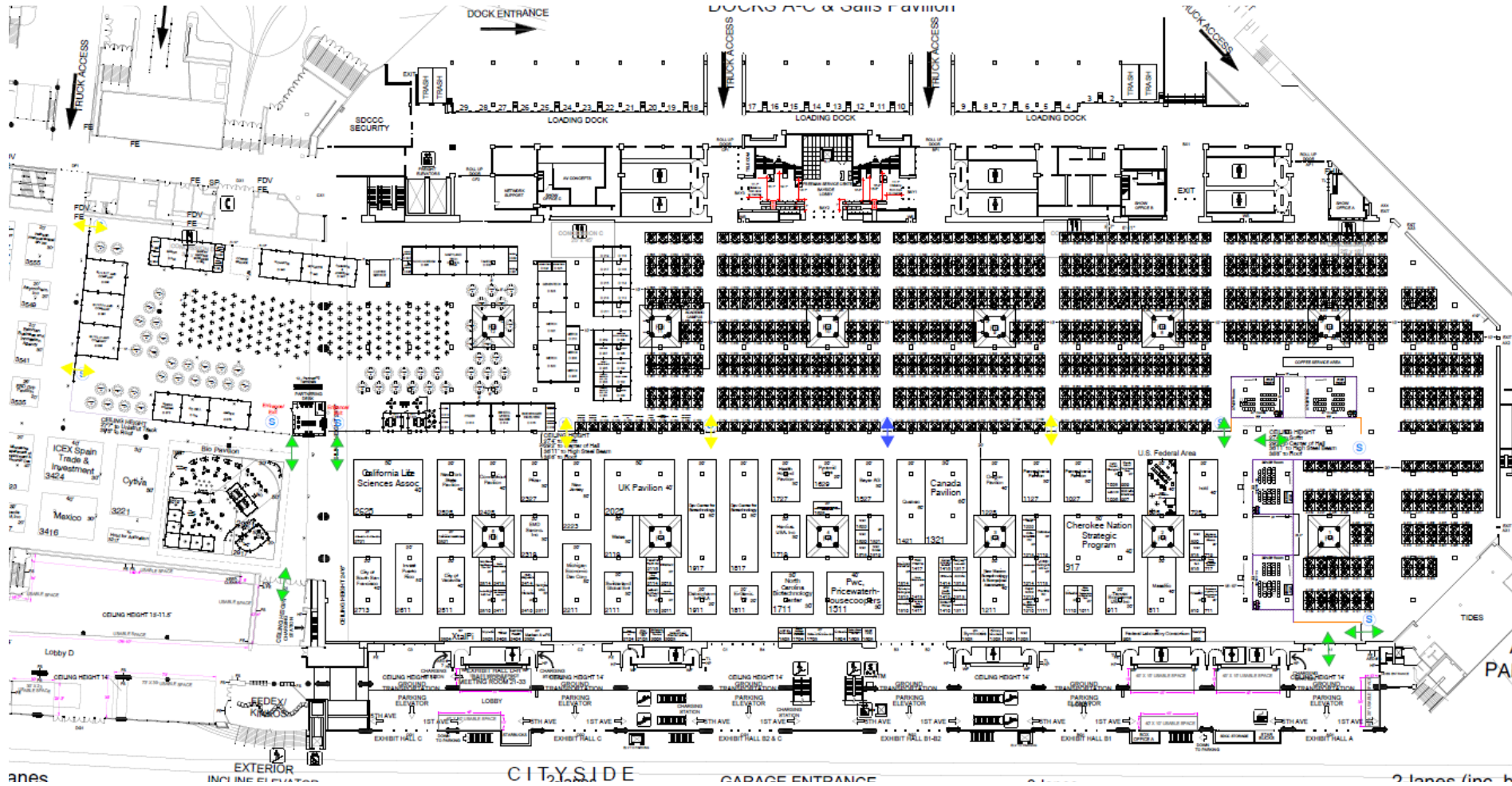
Exhibit Hall & Business Forum Map



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



Events
International
Convention

June 3-6, 2024
San Diego, CA

Q&A

Please submit your questions in the Q&A box.



Events
International
Convention

June 3-6, 2024
San Diego, CA

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