

Autumn Funding Outlook & BIO Investor Forum preview with Partnering tips

September 5, 2024



Speakers



Ravi Kiron, PhD, MBA
Managing Director,
BioPharm Strategy



Carolyn Ng, PhD
Partner and Managing
Director,
TPG Life Sciences
Innovations



Ruchita Sinha, MBA
General Partner,
AV8 Ventures



Bernard V. Fallon
Deputy Vice President, Industry
Programs,
BIO



Louisa Conklin
Director, Partnering Operations,
BIO

Agenda

- Program Preview of the BIO Investor Forum
- Autumn Funding Outlook Panel Discussion
- BIO One-on-One Partnering™ overview and best practices





BIO Investor Forum Program Preview



Bio
Investor
Forum

October 15-16,
San Francisco

Bio Investor Forum Event Overview

The BIO Investor Forum is an international biotech investor conference focused on early and established private companies as well as emerging public companies.

The two-day event features plenary sessions, Fireside Chats, 100+ company presentations, networking events and BIO One-on-One Partnering™ meetings.

2024 Venue: Fairmont San Francisco, October 15-16



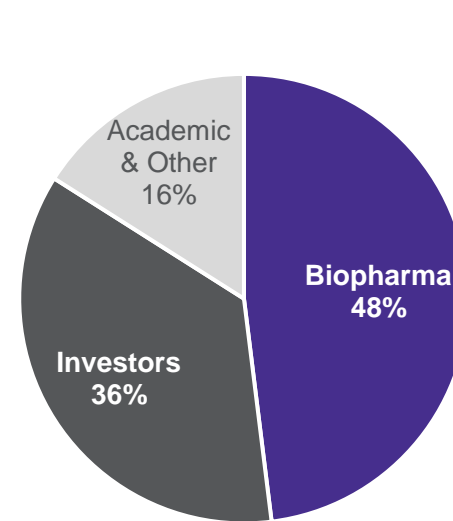
750
total registrants
250
Investors



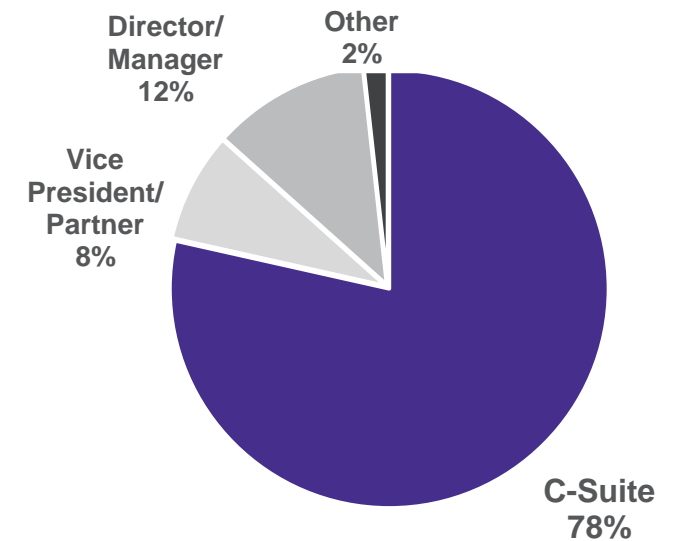
1,600+
Scheduled
Partnering
Meetings



15
Countries &
19 U.S.
States
Represented



Industry Type



Management Level

Timely, Relevant Panels and More



Tuesday, October 15

- + Understanding the Fundraising Environment for Biotech Companies
- + Expansion of Neurodegenerative Disease Targets and Pipelines
- + Standing Out in Crowded Fields: Crafting Compelling Narratives for Investors in Popular Indications

- + **BIO Seed-Stage Spotlight on Tech Transfer**
 - + 14 fast-cycle pitches drawn from the support networks of
 - California Life Sciences FAST advisory program
 - NYU Endless Frontier Labs
 - SPARK at Stanford
 - Tulane University School of Medicine
 - UCSF Innovation Ventures
 - WARF (Wisconsin Alumni Research Foundation)

Wednesday, October 16

- + Mitigating Risk and Collaborating with APAC Businesses
- + Progress in Oncology Modalities: New ADC and Radiopharmaceutical Approaches
- + AI Productivity Enhancements for Developing Existing Assets
- + Policy Outlook: IRA's Ripple Effects on Private Companies and Investment
- + Market Outlook: Interest Rate Cuts and the IPO Window

Influential Speakers



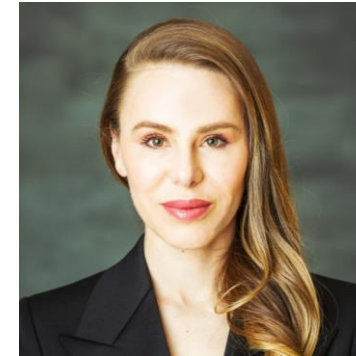
Srin Akkaraju, MD, PhD,
Founder and Managing
General Partner,
Samsara BioCapital



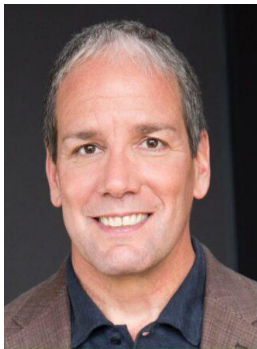
Lori Hu, Managing
Director, Vertex Ventures
HC



Crystal Kuntz, SVP,
Health Policy &
Research, BIO



Michelle Longmire, MD,
CEO & Co-Founder,
Medable



Jim Meyers, Senior
Advisor, Boston
Consulting Group



Jonathan Norris,
Managing Director,
HSBC Innovation



Kasper Roet, PhD,
Founder, CEO, QurAlis
Corporation



Renee Yao, Ecosystem
Business Development,
Healthcare Life
Sciences, NVIDIA



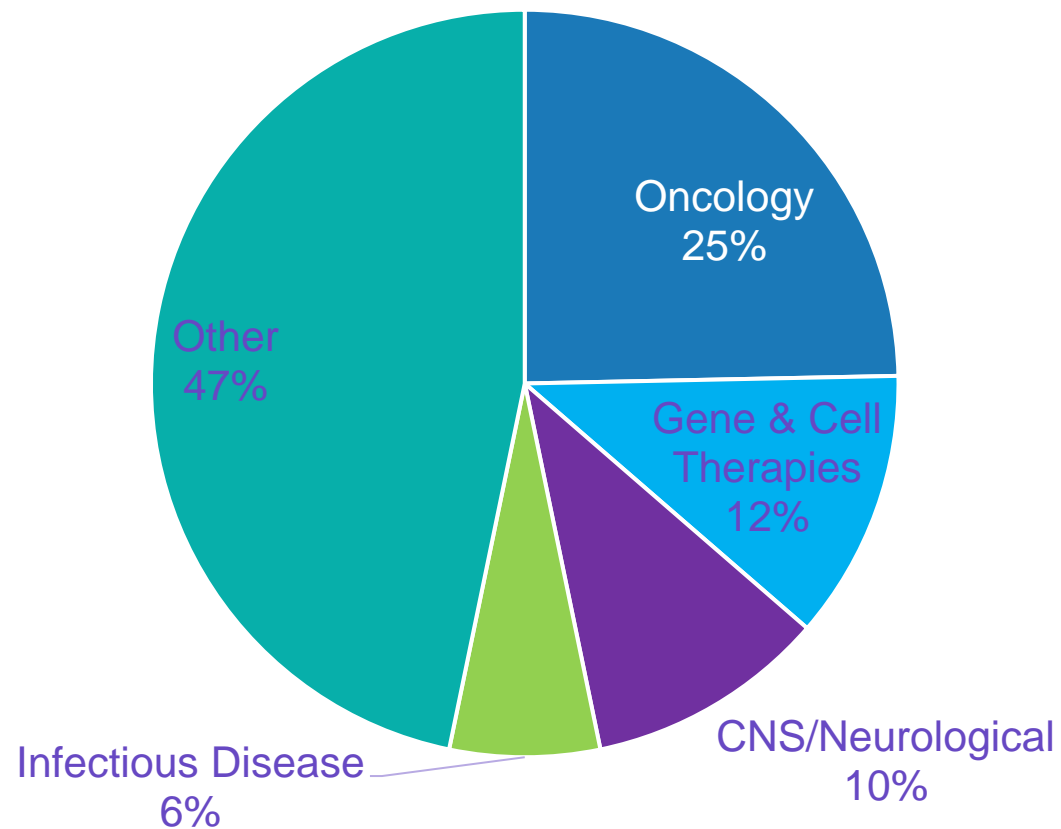
Presenting Companies Will Include

- + AKSO Biopharmaceutical
 - + Amaro Therapeutics, Inc.
 - + Atheon Bio
 - + Aureka Biotechnologies, Inc.
 - + CNCure Co., Ltd.
 - + Coastar Therapeutics Inc.
 - + Geneos Therapeutics
 - + Helex
 - + Kuda Therapeutics Inc
 - + Lmito Therapeutics Inc.
 - + Magdalena Biosciences, Inc
 - + miRecule Inc.
 - + Nalu Bio
 - + Nine Square Therapeutics
 - + NovAb, Inc.
 - + Osmol Therapeutics, Inc.
 - + Owl Therapeutics
 - + Parvus Therapeutics
 - + Phinomics
 - + PTM Therapeutics, Inc.
 - + Resolute Science, Inc.
 - + Seraxis, Inc.
 - + SPOC Proteomics Inc
 - + TiCARos
 - + Ziphuis
- + **And more**



Spectrum of Presenting Companies

Last Year's Therapeutic Focus Areas of Company Presentations



BIO One-on-One
Partnering Overview
and Best Practices



Partnering at BIO Investor Forum



- 30-minute meetings over 2 days, Oct 15-16
- Pre-arranged via the BIO One-on-One Partnering™ system
- **The partnering system is now open! Registrants will receive their login information from biopartnering@bio.org**
- BIO will automatically schedule accepted meetings. **Meeting scheduling begins Oct 1** and will continue until the end of the conference.
- Meetings are scheduled based on mutual availability.

Onsite Partnering Meeting Information

- Meetings are held onsite at the Fairmont San Francisco
- BIO continuously schedules & reschedules meetings until the end of the conference

Partnering Meeting Hours

Tuesday, Oct 15	7:30 AM – 5:30 PM
Wednesday, Oct 16	7:00 AM – 4:00 PM



Five steps for partnering

Create/update your company's **profile**

Select your calendar availability and keep it current

Search for potential partners and **send** tailored meeting requests

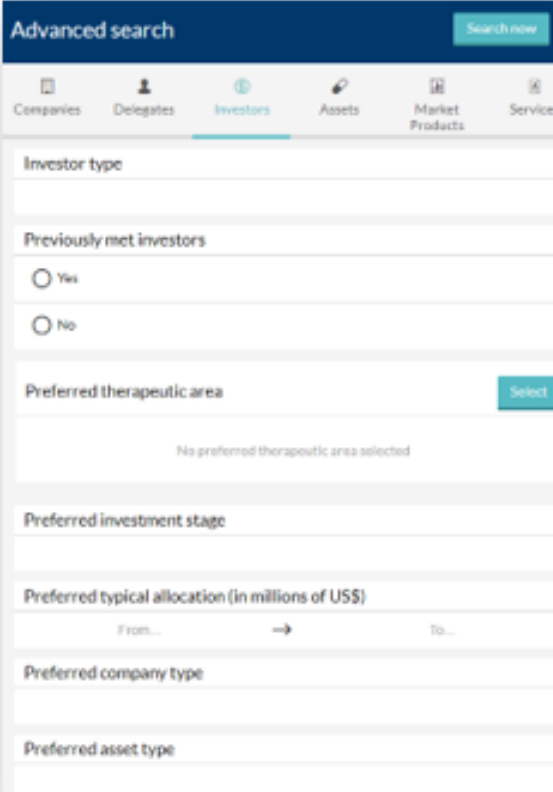
Manage your Message Center actively and often

Get your meetings! BIO will schedule your accepted meeting requests so you can arrive in San Francisco with a plan.



Quick Partnering System tips


- Fill out as much of your **company profile** as you can for improved searchability (TA's, objectives, descriptions)
- Superpower your search for potential partners using **Advanced Search** fields.
- Respond to all incoming **meeting requests**- most partnering attendees prefer a “decline” over no response at all.

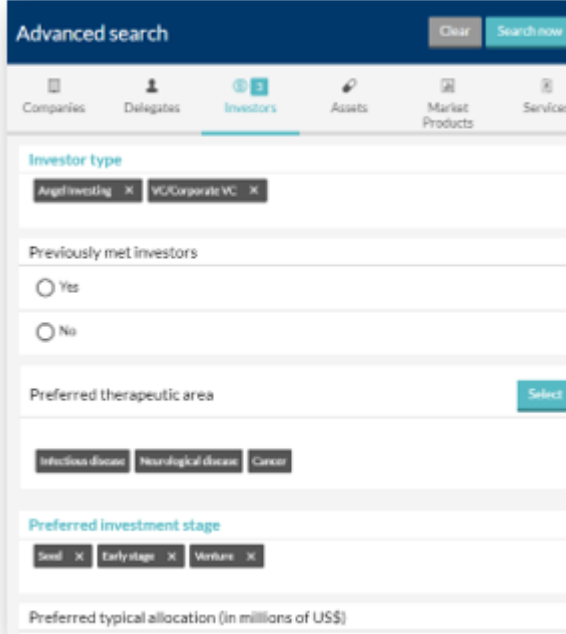


The screenshot displays the 'Advanced search' interface. At the top, there is a 'Search now' button. Below this is a navigation bar with tabs for 'Companies', 'Delegates', 'Investors', 'Assets', 'Market Products', and 'Services'. The 'Investors' tab is currently selected. The search criteria are organized into several sections:

- Investor type:** A text input field.
- Previously met investors:** Radio buttons for 'Yes' and 'No'.
- Preferred therapeutic area:** A text input field with a 'Select' button to its right. Below the field, it says 'No preferred therapeutic area selected'.
- Preferred investment stage:** A text input field.
- Preferred typical allocation (in millions of US\$):** A range selector with 'From...', a right-pointing arrow, and 'To...'.
- Preferred company type:** A text input field.
- Preferred asset type:** A text input field.

Key features

- Assets, Services & Market Products profiles within the Company Profile
- Automatic Outlook/email calendar invitations & notifications management
- Advanced Search filters
- **Investor-specific search filters** 
- Saved Searches
- Optional Meeting Participants
- Targeted Delegates



Advanced search Clear Search now

Companies Delegates **Investors** Assets Market Products Services

Investor type

Angel investor x VC/Corporate VC x

Previously met investors

Yes

No

Preferred therapeutic area Select

Infectious disease Neurological disease Cancer

Preferred investment stage

Seed x Early stage x Venture x

Preferred typical allocation (in millions of US\$)

Bio One-on-One Partnering™
Live Demonstration



Best practices to get your meetings

- Make it easier for investors and partners to find you by adding detail to your company profile.
- Allow time for responses by starting your outreach 4+ weeks out. New companies & investors are added daily!
- Use advanced search filters to narrow down your top targets.
- Use a topical subject line unique to the recipient, and provide specific-to-them benefits of investing in/partnering with your company.
- Follow up if you don't hear back. Use "reply only" to bump your message to the top of the inbox.

Questions?

