



**Now in its 22nd year**, the BIO CEO & Investor Conference is one of the largest independent investor conferences focused on established and emerging publicly traded and select private biotech companies.

# **Event Attributes and Opportunities**

- Experience the best of biotech with two-days of productive partnering meetings with institutional investors, industry analysts, and senior biotechnology executives, in one location.
- Hear Washington's perspective on policy and other timely developments affecting the industry.
- Evaluate fresh investment opportunities including compatible, complementary, and competitive companies.
- Learn about the hottest clinical developments and industry catalysts by attending the conference's therapeutic and business-focused panel discussions.
- Attend fireside chats with senior business leaders who will who will share their recent company successes, what keeps the C-suite up at night, and where the industry's leading companies are headed in 2020.

- Gain access to BIO One-on-One Partnering<sup>™</sup>
  for scouting potential investments and deal partners,
  optimizing your time at the event.
- Unique platform for your company to highlight accomplishments and discuss upcoming milestones.
   Approximately 170 companies will be chosen based on a selection process evaluating a company's pipeline and R&D activities.
- Get the pulse of the current and proposed investment trends in biotechnology.
- Network with peers, investors, and potential partners attending the conference and our exclusive receptions.
- Exclusive sponsorship opportunities to showcase thought leadership, elevate brand identity and maximize partnering benefits with an elite audience.













# **2020 Advisory Committee**

Each year, BIO assembles a group of industry thought leaders to help us shape the conference program and provide input on key topics and themes that deliver excellence for all attendees.



Jennifer Hawks Bland
Chief Executive Officer
NewYorkBIO



Janice Bourque
Managing Director,
Life Sciences
Hercules Technology
Growth Capital



Aoife Brennan, MB, CHB President and CEO Synlogic



Noël Brown

Managing Director

Cantor Fitzgerald



Vered Caplan
CEO and Director
Orgenesis Inc.



Jie D'Elia, PhD Executive Director, Business Development Transactions Bristol-Myers Squibb



Peter Fong, PhD
Senior Principal
Flagship Pioneering



Andrew Gitkin

Managing Director, Co-Head of
Healthcare Investment Banking
Raymond James



Lan Huang, PhD
Co-founder, Chairman and
Chief Executive Officer
BeyondSpring



Anna Kazanchyan, MD
Founder and CEO
Saghmos Therapeutics



Ciara Kennedy, PhD
President and CEO
Amplyx



Jonathan Leff
Partner
Deerfield Management
Chairman
Deerfield Institute



Lucy Lu, MD
President and CEO
Avenue Therapeutics



Bibhash Mukhopadhyay, PhD Principal New Enterprise Associates



Sara Nayeem, MD
Partner
New Enterprise
Associates



Kimberly Nearing
Managing Director,
Head of Life Sciences
Cedrus Group
Regional Leader for BayHelix's
NY/NJ/PA Chapters



Kuldeep Neote, PhD
Vice President
External Innovation
Eli Lilly and Company



Susan Peschin, MHS
President and Chief
Executive Officer
Alliance for Aging
Research



Dennis J. Purcell Founder and Senior Advisor Aisling Capital



Yasmeen Rahimi, PhD Managing Director and Senior Research Anlyst, Co-Head of Biotechnology Research ROTH Capital Partners



Stephen Ritoch
Chairman and Chief
Executive Officer
Blaise Group
International



Philip Ross
Vice Chairman, Healthcare
Investment Banking
J.P. Morgan



Mahendra Shah, PhD
Managing Director
Vivo Capital



Jennifer Sheng
Managing Director
Healthcare Equity
Capital Markets
Citigroup Global
Markets



Marco Taglietti, MD
President and CEO
SCYNEXIS

# **Education and Conference Programming**

BIO's business and therapeutic panel discussions, plus Fireside Chats with biopharma leaders, provide insights on issues essential to the industry and provide a wealth of information of strategic relevance to help your organization succeed.

#### 2019 BIO CEO & INVESTOR CONFERENCE RECAP



## With an Air of Optimism, #BIOCEO19 Concludes

A record number of investors—over 660—registered to learn about the latest biotech trends and to search for opportunities to turn technology into life-saving treatments. More than 130 biotechnology and pharmaceutical companies delivered 13-minute pitches showcasing their pipeline, R&D activities, business objectives and investment goals. Information was also shared through face-to-face meetings scheduled by the BIO One-on-One Partnering system which was in full swing, scheduling almost 3,000 meetings—a record for this 21st annual event.



### **Venture Creation is in Vogue**

In the biotech industry, it's common for a company to raise billions of dollars and wait more than a dozen years before their investors see a return. That's why capital formation can be an arduous journey in the biotech industry. But the biotech IPO market is coming off of a hot 2018 with more than 50 biotech companies going public on the back of more than \$5.4 billion in funding, marking the second-best year for biotech IPOs in a decade.



# #BIOCEO19: Navigating Payers' Expectations for Value-Based Agreements

Value-based agreements are becoming increasingly important in the biopharmaceutical reimbursement space, particularly as new advanced therapeutic modalities and prospective cures for diseases which previously had no comparable treatments enter the market. Yet the departure from more traditional volume-based reimbursement models poses unique difficulties for biopharmaceutical companies, payers, patients, providers, and investors in planning for a new therapy's rollout and the breadth of patient access to it. This evolving landscape was the subject of a lively and informative discussion on the first day of the 2019 BIO CEO and Investor Conference.



# Policy Outlook—How Could the Trump Administration's Drug Reimbursement Proposals Affect Medical Innovation?

In his State of the Union address, President Trump called on Congress to "do more" to lower drug costs in the United States. Already, the U.S. Department of Health and Human Services (HHS) has proposed piloting an International Pricing Index payment model, tying costs for drugs under Medicare Part B to the lower rates paid in European benchmark countries with socialized medicine. They have moved to lower government costs for drug spending by empowering PBMs and middlemen to dramatically expand the use of utilization management tools like "fail first" that deny patients access to needed medicines. And most recently, HHS proposed changes to the drug rebate system with the goal of eliminating perverse incentives to inflate a drug's list price. Following a year with a record number of new medicines being approved by the FDA, such reforms introduce significant uncertainty for biotech investors. The Policy Outlook—How Could the Trump Administration's Drug Reimbursement Proposals Affect Medical Innovation? session explores the impact these moves have on biomedical investment and innovation.



# Market Outlook—Leveraging Market Corrections for M&A or IPOs

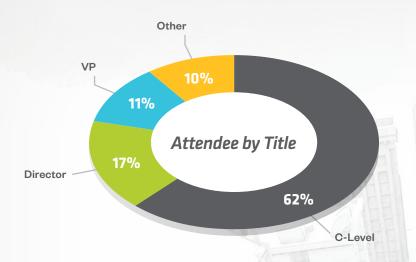
After a multi-year expansion of company formation and in biopharma valuations, 2018 was a year of heightened market volatility. Investors' eagerness to support new modalities enabled more than 50 biotech IPOs, but with much less mature clinical development progress than traditionally demonstrated. More than half those companies are trading below their IPO prices, however, complicating conditions for the next new offering. As interest rate worries, international trade disputes, and regulatory reimbursement uncertainty have increased, biopharma stock indexes have seen significant corrections. With historically high valuations experiencing sudden dips, M&A deal-making seems to have reignited with notable, multi-billion dollar deals in recent weeks. The Market Outlook—Leveraging Market Corrections for M&A or IPOs session brought together market experts to discuss what forces continue to shape performance within the sector and what opportunities the market correction can reveal for investors and companies seeking resources to deliver the next wave of innovative therapies for patients.



# **Partnering**

PARTNERING THE Powered by BIO

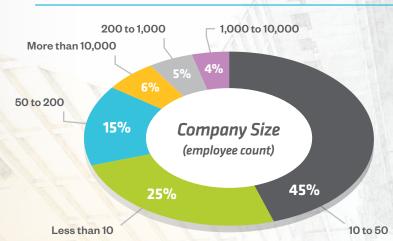
BIO One-on-One Partnering is the most efficient way to do business in the biotech and pharma industry without traveling all over the world. Our system makes it easy to search for and identify potential partners and request meetings with prospective biotech investors and senior business development executives.



### **Representative Program Speakers**

- Aoife Brennan, MD, CHB, Chief Executive Officer and Chief Medical Officer, Synlogic, Inc.
- Brian K. Kaspar, PhD, Chief Scientific Officer, AveXis
- Ciara Kennedy, PhD, President and Chief Executive Officer, Amplyx
- Geoff Meyerson, Managing Partner and Co-Founder, Locust Walk
- Ron Philip, Chief Commercial Officer, Spark Therapeutics
- Nancy Thornberry, Chief Executive Officer, Kallyope
- Philip Ross, Vice Chairman, J.P. Morgan
- William Slattery, Partner, Deerfield
- Erica Whittaker, PhD, Head of UCB Ventures, UCB Pharma
- Lynn O'Connor Vos, President and CEO, Muscular Dystrophy Association

### Full Program ▶



## **Representative Companies**

- Ascletis Pharma
- Alnylam Pharmaceuticals
- Celgene
- Daré Bioscience
- MaxCyte
- Mitsubishi Tanabe Pharma
- Neurotrope
- Redhill Biopharma
- Sanofi
- Vyriad

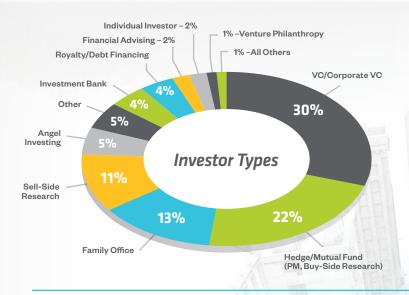
Full Company List ▶





# **Investor Engagement**

With an industry that is rapidly and dynamically shifting, the BIO CEO & Investor Conference is a perfect balance of educational content that help investors stay attuned to issues that are relevant to peers and current/future clients while also providing an exclusive venue to source new frontiers in discovery and ensure high-quality interactions between corporate and investor colleagues.



### **Representative Investors**

- Aisling Capital
- Andreessen Horowitz
- Arch Venture Partners
- GE Ventures
- Hercules Capital
- MPM Capital
- OrbiMed Advisors
- Sofinnova Ventures
- The Carlyle Group
- Vivo Capital

## **2019 Participating Investors**

3E Bioventures AbbVie Accelerator Life Science Partners Aceras BioMedical Acuris Partners Adjuvant Capital AE Capital Aegis Capital Corp. Affinity Asset Advisors Agent Capital
AIG Global Investment Corporation Aisling Capital Aleph Capital Alignment Ventures Alpha BioLabs Alpha Blue Ocean Advisors Alpha Holdings Andreessen Horowitz Aperture Venture Partners Aracle Capital Arch Venture Partne Aristar Capital Arix Bioscience Ashford Capital Management Aspire Capital Asset Management Ventures Astute Capital ATEL Ventures Inc Athena Bio Ventures Atheneos Ventures ATW Aurora Capital, LLC B. Riley FBR Band of Angels Bank of America Merrill Lynch Global Research BE Capital Beacon Capital Berenberg Capital Markets BHP Capital BIMA Capital Bioadvance-The Biotech Greenhouse Corp of Southeas

Global Research
BE Capital
Beacon Capital
Beacon Capital
Berenberg Capital Markets
BHP Capital
BIMA Capital
Bioadvance-The Biotech Greent
Corp of Southeas
Bioldeations
Biolnovation Capital
Biondo Investment Advisors
BioSense Global
Biotech Alliances International
Bioventure Partners
Black Diamond Advisors
BMO Capital Markets (U.S.)
BOHE Angel Fund
Bojian Capital
Borex Capital

Bridge Bank Brock Capital Group Brookline Capital Markets Brothers & Partners Europe Bryan, Garnier & Co. Capgenic Advisors Cato BioVentures Caxton Alternative Management LP CB1 Capital C-Bridge Capital CEC Capital Group Cedrus Investments Chardan Capital Markets Charlestown Capital Chronon Capital CJ Seligman & Co. Cowen and Company Cowen Healthcare Investments Cowin Capital Crown Point Group CRV CS McKee **CSC** Leasing CTI Life Sciences CTTQ Phamaceutical Group Dahar Investment Associates Dec Family Ventures Deca Venture Delos Capital Partners/Delos Life Sciences Deltec Bank DHVC Diamondback Capital Management Douglas C. Lane & Associates Dynamk Capital E Squared Capital Management, LLC Easton Capital Efrat Investments Entech Bio Esousa Holdings Evernine Canital EVOLUTION Life Science Partners Fannin Innovation Studio FC Capital Management Fiera Capital First Island Capital Foresite Capital Management Fortress Biotech Fortunatus Capital Fosun Pharma

GHS Investments Global Corporate Finance Global Source Ventures Goldwater Asset Management Good Health Capital Gorlin Companies Gradus/RSJ Private Equity GreenSky Capital Grey Sky Venture Partners Griffin Securities Guggenheim H.C. Wainwright & Company H.I.G. BioHealth Partners H.I.G. Capital Harbin Pharmaceutial Group Harborview Capital Hartford Financial Mgmt Hayfin Capital Manag HCM HealthCare Royalty Partners Helicase Venture Helix Management Hemi Ventures Hercules Capital HI Investors Capital Hood River Capital Management Humanwell Healthcare Group laso Ventures IDG Capital Partners Illumina Ventures Image Analysis Group INKEF Capital InMed Pharmaceuticals Integrium JBS Healthcare Ventures Jefferies Jina Ventures Johnston Associates JP Morgan Kalka Fund LP Katalyst Securities Knoll Capital Management L1 Capital L2 Capital Ladenburg Thalmann Laidlaw & Company Landmark Angels LifeScience EquityPartners LifeTech Capital

Genoa Ventures

Lilly Asia Ventures Lincoln Park Capital Livingston Locust Walk Longitude Capital Lord Abbett **LSWorks** Lumira Capital Madison Square Capital Magid Family Office Maxim Group Maxim Merchant Capital May Tech Global Investments MAZ Capital Advisors Medexplore Ventures Mediaventures MEDX Ventures Group Merlin Nexus Mid Atlantic Bio Angels Militia Hill Ventures Mithril Capital Management Mitsui & Co. Global Investment Mizuho Bank Mizuho Securities Momentum Biotech Montrose Capital Partners Mossrock Capital MP Healthcare Venture Management MPM Capital MSQ Ventures Muirfield Capital Murdock Capital Partners Corporation MV Corp Services

MV Corp Services
MVP Capital Partners
NauVista Capital Management
NCL Technology Ventures
Needham & Company
Neurotrope
New Harbor Venture Partners
New Science Ventures
New York City Economic
Development Corporation
NGN Capital
NJAngels

Noble Equity Fund
Nordcon Capital
Northern Light Venture Capital
Novatio Ventures
NSIP
NYC Mackets by Percelson

NSIP NYC Medtech/Perselson NYS Innovation VC Fund OCV Olive Tree Capital
Oncolytics Biotech
Oppenheimer & Co
Opti Capital Management
Orchard View Capital Advisors LP
Orion Consultoria Financeira
Otsuka Pharmaceutical Co.
Oxford Finance
Pappas Capital
Park Ave. Capital Management
International
Paulson Investment Company
Peak One Investments
Peter B. Cannell & Co.
Petrichor Healthcare Capital

Pharmakon Advisors Pipeline Angels Pipeline Capital Piper Jaffray Ventures Powder Gate Prevail Partner Princeton Biopharma Promethean Capital Group Qiming Venture Partners Quan Capital Radius Financial Red Hook Asset Management Remsen Investors LP Repertoire Asset Management RHK Capital Rolin ROTH Capital Partners Royalty Pharma Management

Management

Santen Pharmaceutical Co.
Sarasota Investments
Satter Medical Technology
Partnership
SBP Management
SC Fundamental
Scopus Ventures
Second Line Capital Mgmt
Seroba Life Sciences
Serrado Capital
Shanghai Fosun Pharmaceutical
(Group) Co.

(Group) Co. Shaw Strategio Capital Shenzhen Salubris Pharmaceuticals Co<sub>l</sub>td

Simrx Advisors Sio Capital Management Sofinnova Ventures Sorrento Therapeutics Special Situations Funds Square 1 Bank Starl ink Capital SternAegis Ventures SunTrust Robinson Humphrey Surveyor Capital SV Investment Symphonia Partners Taglich Private Equity Talfinium Investments
Tanaka Capital Management Tap Advisors Terra Magnum Capital Partners The Anson Group
The Astrologers Fund The Carlyle Group The Leukemia & Lymphoma Society The Lind Partners The Mark Foundation for Cancel Research TransPacific Venture Capital Partners Trevie Capital

Research
TransPacific Venture Capital Partr
Trevie Capital
Tryphon Capital Advisors
Turret Capital Mangement
Unum Capital
Upstream Partners
V2m Life Sciences Fund
Vector Resource Funds
Versant Ventures
Viva Biotech Holdings
Vivo Capital
W Global Capital Ltd/International
Capital Management
Wallachbeth Capital

Capital Management
Wallachbeth Capital
Watermill Asset Management
WBB Asset Management
WBB Securities, LLC
Wells Fargo
WestPark Capital
Wexford Capital
Yale University
YLGA Management Services
Yonin Capital
Yuhan USA
Zacks SOR
Zenity Holdings New York



Foxhill Asset Management

GCF Family Office

# **Company Presentations**

Opportunity for biotechnology and pharmaceutical companies to do 13-minute pitches showcasing their pipeline, R&D activities, business objectives and investment goals. Presenting companies are hand-selected for the event and consist of mid-to large-cap established public companies, and select private companies, from around the globe.

#### **2019 PRESENTING COMPANIES**

#### Cardiovascular

Espero BioPharma InCarda Therapeutics Resverlogix Corp. Verseon

#### **CNS/Neurological**

Anavex Life Sciences Bioasis Technologies Inc. BioXcel Therapeutics Cox Biosciences LLC E-Scape Bio EIP Pharma, Inc. Knopp Biosciences NeuroRx Newron Pharmaceuticals SpA NoNO Inc. ORYZON Otsuka Pharmaceutical PAION AG Serina Therapeutics, Inc. Tonix Pharmaceuticals Holding Corp. Trevena, Inc. Vallon Pharmaceuticals VistaGen Therapeutics, Inc. Zynerba Pharmaceuticals

#### Dermatology

Azitra Inc.

#### **Diagnostics**

BioMarker Strategies, LLC Genes2me LLP Interpace Diagnostics OncoCyte

#### **Digital Health**

Congenica Ltd Lumme Inc

#### Gastrointestinal

Cancer Prevention Pharmaceuticals Landos Biopharma Mirum Pharmaceuticals Synthetic Biologics, Inc.

#### **Gene/Cell Therapy**

American Gene Technologies Brainstorm Cell Therapeutics Cesca Therapeutics Inc. Eloxx Pharmaceuticals Fibrocell Science, Inc. MeiraGTx

#### **Immunology**

Abcuro, Inc. aTyr Pharma, Inc. INmune Bio Immunic AG ImmunSYS, Inc.

#### **Infectious Diseases**

Amplyx Pharmaceuticals Inc. CytoDyn Inc. Summit Therapeutics VenatoRx Pharmaceuticals

#### **Medical Devices**

Arch Therapeutics, Inc. CytoSorbents Femeda Ltd

#### **Metabolic Diseases**

CohBar, Inc. SERAXIS INC.

### **Multiple Therapeutics**

Alnylam Pharmaceuticals LifeEDIT Lyndra Inc Q BioMed Inc Sirnaomics,Inc

#### Non-Profit/Patient Advocacy Group

National Health Council Patient-Centered Health Care Acceleratorr

#### Oncology

Actinium Pharmaceuticals, Inc. **AIVITA Biomedical AUM Biosciences** CASI Pharmaceuticals, Inc. CEL-SCI Corporation Cellectar Biosciences Cue Biopharma Curis, Inc Cyclacel Pharmaceuticals, Inc. Exicure Greenwich LifeSciences Heat Biologics, Inc. Immunicum AB ImmunoMet Therapeutics Immunomic Therapeutics, Inc. IMV Inc. Infinity Pharmaceuticals Kleo Pharmaceuticals MaxCyte, Inc. Oncolytics Biotech Inc. Onconova Therapeutics, Inc. OxSonics Limited Propanc Biopharma Inc.

Salarius Pharmaceuticals
Sapience Therapeutics
SATOR Therapeutics LLC
SELLAS Life Sciences Group, Inc.
Senti Biosciences
Sutro Biopharma, Inc.
Tarveda Therapeutics, Inc
Trovagene Oncology
Vyriad, Inc.
Zenith Epigenetics

#### Ophthalmology

EyeGate Pharmaceuticals, Inc. Nemus Biosciences Nicox SA OcuMedic, Inc. Oxurion NV Oyster Point Pharma, Inc.

#### **Orphan/Rare Diseases**

Arcturus Therapeutics Catalyst Biosciences Catalyst Pharmaceuticals, Inc. Children's Tumor Foundation Fulcrum Therapeutics Lung Therapeutics

#### Other

Rockwell Medical, Inc Select Greater Philadelphia

#### **Platform for Therapeutics**

Anima Biotech Inc. Aquestive Therapeutics Oramed Pharmaceuticals Second Genome, Inc

#### **Regenerative Medicine**

Aspect Biosystems Caladrius Biosciences, Inc Carmell Therapeutics SpinalCyte, LLC

#### Reproductive/Sexual Health

Daré Bioscience Urigen Pharmaceuticals, Inc.

#### Respiratory

ProterixBio, Inc Tenax Therapeutics, Inc. Verona Pharma

#### **Tools/Drug Develoopment Support Tech**

AbMax Biotechnology CO., LTD Precision NanoSystems

# 2019 BUZZ of BIO Winners

**PUBLIC THERAPEUTIC BIOTECH** 

PRIVATE THERAPEUTIC BIOTECH



**DIAGNOSTICS AND BEYOND** 









# **2019 Sponsors**

### **DOUBLE HELIX SPONSORS**





### **SUPPORTING BANK SPONSORS**









### **CONFERENCE SPONSORS**







































**LOCAL CO-HOST** 





# **2020 Sponsorship Opportunities**

		Number of Registrations	Recognition on Conference Website, Materials and Signage	Advertisement in Conference Program	Acces to BIO One-on-One Partnering	Partnering Suite and Priority Scheduling of Meetings	Guaranteed Speaking Opportunity
	Showcase Thought Leadership						
0	Program Sponsor	3	✓	✓	✓	✓	✓
	Company Presentations Sponsor	2	✓	✓	$\checkmark$		
	Access Your Target Audience						
	Welcome Reception Sponsor	2	✓	✓	$\checkmark$		
	Hospitality Sponsor	2	✓	✓	✓		
	Closing Reception Sponsor	2	✓	✓	$\checkmark$		
	BIO Showcase Tabletop Sponsor	2	✓	✓	✓		
	Maximize Partnering & Deal Making						
	BIO One-on-One Partnering System Sponsor	3	✓	✓	✓	✓	
U	Partnering Suite Package	2	✓	✓	✓	✓	
	Partnering Lounge Sponsor	2	✓	✓	$\checkmark$	✓	
	Boost Brand Visibility						
_	Conference Bag Sponsor	2	✓	✓	✓		
	Lanyard Sponsor	2	✓	✓	✓		
	Conference Program Sponsor	2	✓	✓	✓		
	WiFi Sponsor	2	✓	✓	✓		
1	Buzz of BIO Contest Sponsor	2	✓	✓	✓		
	Social Media Sponsor	2	✓	✓	✓		
	Luggage and Coat Check Sponsor	2	✓	✓	✓		
	Charging Station Sponsor	1	✓	✓			
	Hotel Key Card Sponsor	1	✓	✓			
	Good Day BIO Sponsor	2	✓	✓			
	Print & Digital Advertising						
- • • • • • • • • • • • • • • • • • • •	Daily Buzz Email Sponsor	1	✓	✓			
	Conference Program Advertisement	0		✓			
	Digital Advertising	0					
	High Visibility Signage	0					

<sup>➤</sup> Our Sales & Sponsorship team is always ready to support your event engagement. Please feel free to reach out to the team at +1.202.312.9264 or sponsor@bio.org.

