

*Accelerate your Pathway  
to Partnerships in Asia*

MARCH 10-11, 2020 • TOKYO, JAPAN

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**The BIO Asia International Conference** is an exclusive partnering forum that brings together the global biotechnology and pharmaceutical industry to explore licensing and investor engagement in the current Asia-Pacific business and policy environments.

## Event Attributes and Opportunities

- **Gain insights** into the changes, challenges, and opportunities key opinion and policy leaders foresee for the Japanese biotech market.
- **Facilitate connections** with strategic partners looking to invest, partner, or license in or license out, early to late-stage programs in your therapeutic area of focus.
- **Opportunity for organizations to deliver company presentations**, providing increased visibility in front of a global audience of biotech and pharmaceutical companies, all interested in cross-border business development alliances and research collaborations.
- **BIO One-on-One Partnering** enables attendees to search company and investor profiles, drug assets, products, and services in the biopharma industry; evaluate potential

collaborations and funding opportunities with participating companies; communicate directly with conference attendees; and pre-schedule private, 30 minute One-on-One meetings to be conducted onsite.

- **Panel discussions** will increase your understanding of, and interaction with, the Japanese biotech market, the political landscape in Japan, and its impact on this important industry sector.
- **Network** with government leaders, peers, investors, and potential partners attending the conference and our exclusive welcome reception.
- **Exclusive sponsorship opportunities** to showcase thought leadership, elevate brand identity and maximize partnering benefits with an elite audience.

### WHO SHOULD ATTEND:

- Drug development and discovery companies
- Biopharmaceutical companies
- Medical technology companies
- Universities and institutes
- Intellectual property and legal organizations
- Investors and financial services providers
- Bio-clusters and incubators
- Government and public support agencies

### ATTENDANCE BY REGION



### HIGHLIGHTS / STATISTICS FROM PRIOR YEAR

  
**400+**  
DELEGATES

  
**27**  
COUNTRIES

  
**250+**  
COMPANIES  
REPRESENTED

  
**1,270+**  
BIO ONE-ON-ONE  
PARTNERING MEETINGS

  
**50**  
INNOVATIVE COMPANIES  
FROM AROUND THE WORLD  
PRESENTING THEIR STORY

## 2019 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.



**HENRY CHEN, JD**  
Managing Partner, Delos Capital



**RYO KUBOTA, MD, PHD**  
Representative Executive Officer, Chairman, President and Chief Executive Officer, Kubota Pharmaceutical Holdings Co., Ltd.



**TED TANAKA**  
Partnering Consultant, Tanaka International LLC



**PATRICK FLOCHEL**  
Global Life Sciences Sector Leadership Team, Tokyo, Ernst & Young



**BO LIU, PHD**  
Principal, Venture Investments, Johnson & Johnson Development Corporation – JJDC, Inc. (JJDC)



**GIL VAN BOKKELEN, PHD**  
Chairman and Chief Executive Officer, Athersys



**KYLE HATHAWAY, PHD**  
Director of Policy and Government Relations, Asia Pacific, MSD, Merck



**ARLENE MORRIS**  
Chief Executive Officer, Willow Advisors



**DAMIEN VILLENEUVE**  
Vice President, Business Development Asia-Pacific and Japan, Lupin



**APO HUANG, PHD**  
Secretary General, Taiwan Bio Industry Organization



**KYLE MURPHY**  
Managing Director and Founder, KMG Japan



**HAYATO WATANABE**  
Vice President, Tokyo, Locust Walk



**TARŌ INABA**  
Managing Partner, Remiges Ventures



**TORU SEO, PHD**  
Senior Director, Head, External R&D Innovation Japan, Worldwide Research & Development, Pfizer, Inc.



**DALE YAKIN**  
Managing Director, VelocityHealth Securities



**YUICHI IWAKI, MD, PHD**  
President and Chief Executive Officer, MediciNova



**BT SLINGSBY, MD, PHD, MPH**  
CEO & Executive Director, Global Health Innovative Technology (GHIT) Fund



**TAKAFUMI YAMAMOTO**  
Chief Executive Officer and President, TODAI TLO



**AMY JACKSON**  
Japan Representative, PhRMA



**CHARLES STACEY, MD**  
Chief Executive Officer, Cerecin



**SHINICHIRO KOMOTO**  
Partner, Eight Roads



**RAMI SUZUKI, PHD**  
Senior Director, Head of Japan Business Development, The Janssen Pharmaceutical Companies, Johnson & Johnson

Apply to join the  
**2020 Committee**  
by emailing your interest to  
[nsagherian@bio.org](mailto:nsagherian@bio.org)



# Education and Conference Programming

General themes at the BIO Asia International Conference focus on deal-making trends in the Japanese market, adapting clinical trial strategies across regulatory regimes, and shifts in Asian investment patterns among different therapeutic development specialties.

## 2019 BIO ASIA CONFERENCE RECAP

### How is the Drug Pricing Reform Initiative Affecting Patient Access, Investment, and Innovation in Japan?

The Japanese government is pursuing a series of policy reforms that affect the pricing of medicines involving new cost-effectiveness frameworks and other reimbursement guidelines that poorly align with the value of biotechnology innovations, many of which are already treating patients successfully in other countries.

### Reshaping Tumor Microenvironments via Immunotherapies

The panelists discussed the next wave of innovation in immunotherapies—how tumor microenvironments develop to create treatments able to demonstrate more durable effects on shrinking tumors across wider ranges of patients.

### Turning RNA Interference Research into Medicines

The approval of the first siRNA-based therapeutic this year has opened the door for companies to pursue expansion of this class of medicines. Deal activity, the progress of academics, and a favorable regulatory environment in Japan have contributed to interest in the field. The discussion included updates on current approaches and techniques for this pipeline of therapeutics.

### Bridging External Innovation and Internal R&D for New Patient Therapies

Strategic cross-border application of licensing agreements accelerates the path of an idea for a new medicine to get from the research laboratory to the patient needing treatment.

### Explaining CFIUS and New Investment Regulations in the United States

Market participants were updated on the evolving national security review process and its impact on the biotechnology industry, as well as how additional rules may impact future business development and investment opportunities.

### Biotech Incubator Business Models: Lessons and Needed Improvements

Corporate biopharmas have decades of experience with university collaborations and open incubator models that produce research and pre-clinical data, but disappointingly few new medicines. What features of incubators create value and where should incubator business model innovation go next? This panel will consider lessons learned from different sized organizations in different geographies and therapeutic areas that have attempted to improve R&D with external collaborators.

### Using M&A for Data Advantages Beyond Product Pipelines

Takayuki Ooka, Partner, Valuation, Modeling & Economics, Ernst & Young Transaction Advisory Services Co. led a conversation about domestic and international biopharma deal trends, pinpointing regional opportunities to specialize or build value through digitizing R&D workflow.



## REPRESENTATIVE PROGRAM SPEAKERS

### Jun Bao, PhD

President and Chief Executive Officer

**Impact Therapeutics**

### Michael Chan

Head of International Issuer Business

**Hong Kong Exchanges and Clearing Limited (HKEX)**

### Niels Emmerich, PhD

Vice President

**Global Head Search & Evaluation, AbbVie**

### Lei Gao, PhD

Executive VP/Deputy GM

**Harbin Pharmaceutical Group Co., Ltd.**

### Pingsheng Hu, PhD

President and Chief Executive Officer

**Sinorda Biomedicine Ltd.**

### Hardy TS Kagimoto, MD

Chairman and CEO

**Healios K.K.**

### Lindi Tan, PhD

Chief Financial Officer

**Ascletris Pharma Inc.**

### Masako Nakamura

Head of Asia

Alnylam Pharmaceuticals

President and Representative Director

**Alnylam Japan K.K.**

### Gil Van Bokkelen, PhD

Chairman and CEO

**Athersys**

### Michael Wang, PhD

Vice President China BD and Alliance Management

**Brii Biosciences**

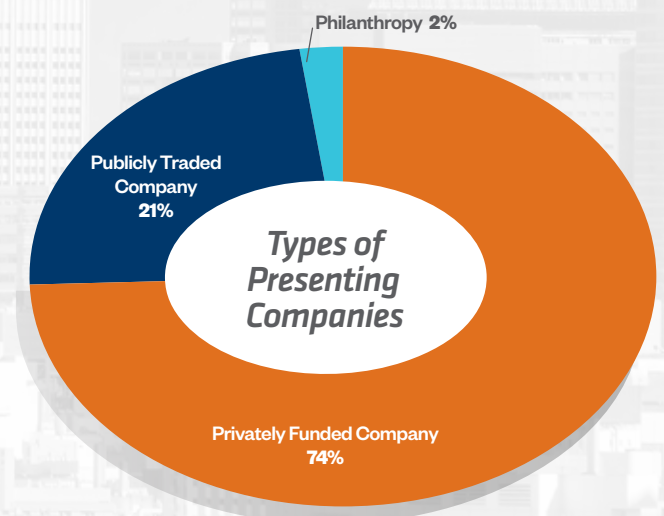
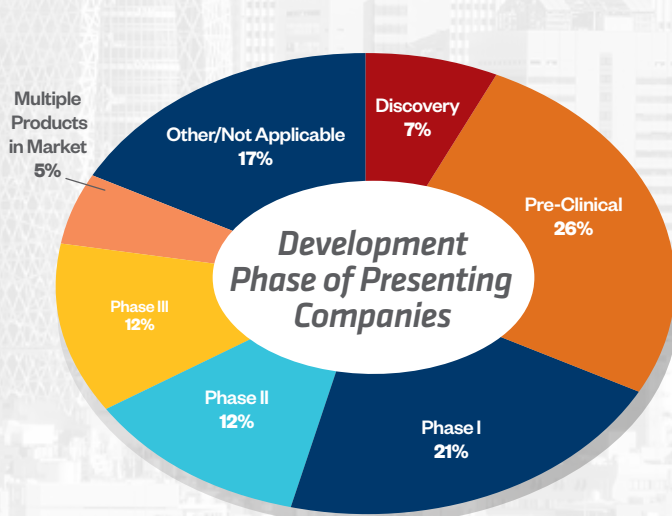
### Hayato Watanabe

Partner

**Locust Walk**

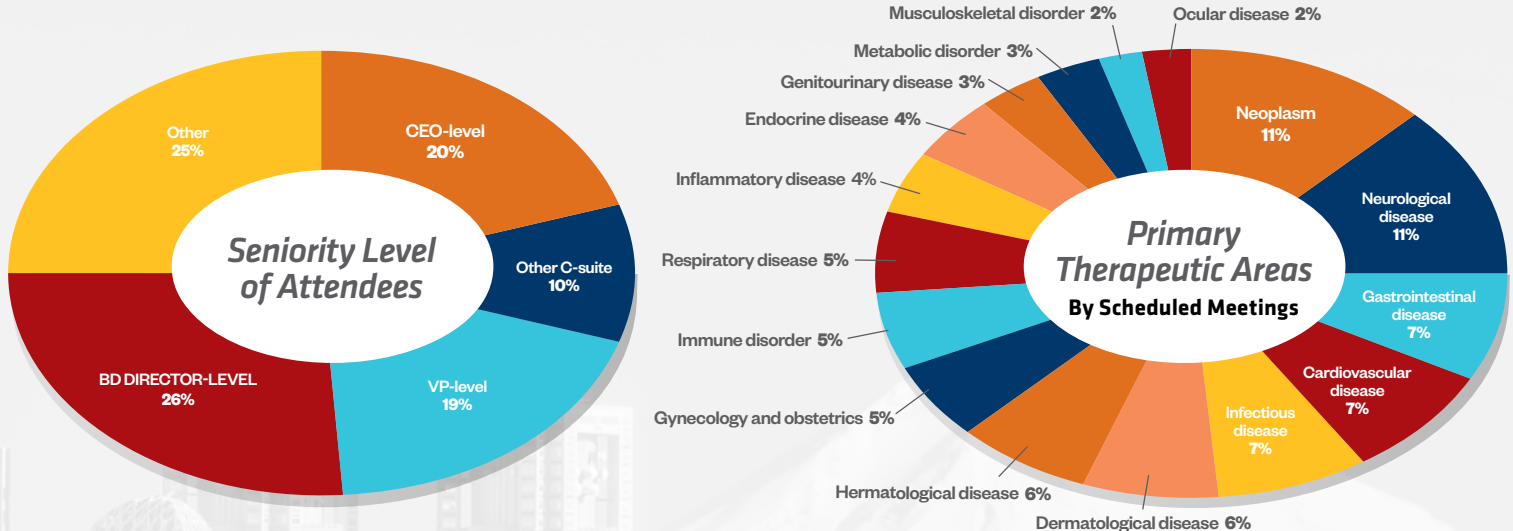
## Company Presentations

The BIO Asia International Conference assembles U.S. and European drug development companies, as well as Asian biotech and pharmaceutical companies interested in research collaborations and licensing agreements. Presenting companies at the event are biopharmas ready to engage in cross-border partnerships and licensing discussions.



# Partnering

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.



## 2019 PARTICIPATING COMPANIES

- |   |  |  |  |  |
|---|--|--|--|--|
| 3Z  | Brandenburg Invest                         | Golden Biotechnology Corp.                     | Merck  | Socium   |
| A. Menarini IFR                               | Bridge Biotherapeutics                     | Government of Alberta Japan Office             | Merck Life Science/BioReliance   | SOUSEIKAI Global Clinical Research Center          |
| Ab Studio                                     | Brii Biosciences                           | Green Cross Corporation (GC Pharma)            | End-to-End Solutions   | Southern Star Research Pty                         |
| AbbVie  | Business France Japan                      | HanaVax  | MinervaX   | SPA Les Laboratoires Frater-Razes                  |
| Aburo   | CanBas                                     | Hangzhou Sinorda Pharmaceutical                | Ministry of Science and Technology   | Spectrum Pharmaceuticals                           |
| Accelerated Biosciences Corp.                 | Can-Fite BioPharma                         | Harbin Pharma                                  | Mirati Therapeutics  | MSD K.K.   |
| Acorda Therapeutics                           | Caprion Biosciences                        | Hua Medicine                                   | National Center for Globale Health and Medicine                                    | Stelexis Therapeutics                              |
| ACT Genomics                                  | Cellerant Therapeutics                     | Huons Co.                                      | NB Health Laboratory Co.   | Suda pharmaceuticals                               |
| Aduro Asia                                    | CELLSEED                                   | iHeart Japan Corporation                       | NeuroVive Pharmaceutical   | Summit Pharmaceuticals International Corp.         |
| AfricaBio                                     | Cerecin                                    | I-Mab Biopharma                                | Newcastle University   | SunRock Biopharma                                  |
| AIMM Therapeutics BV                          | ChemRar RDI                                | Immune Design                                  | NEXEL Co.  | Suntec Medical (Taiwan)                            |
| Aivita Biomedical                             | Chitose Biologics                          | Impact Therapeutics                            | Nitto Boseki   | SUSMED   |
| Ajinomoto                                     | Cidara Therapeutics                        | Indena SpA                                     | Omicsway   | Synthetic Biologics                                |
| AlivaMab Discovery Services & Ablexis         | City of Sapporo                            | Industrial Technology Research Institute       | Oncolys BioPharma  | TAGCyx Biotechnologies                             |
| Alnylam Pharmaceuticals                       | CK Biotech                                 | Informa  | Onconova Therapeutics  | Taisho Pharma                                      |
| AMAG Pharmaceuticals                          | Clarivate Analytics                        | Innovation Center/CJ HealthCare                | OniX Hub & Ventures  | Taiwan Bio Industry Organization                   |
| American BriVision (Holding) Corporation      | Copenhagen Capacity                        | Insilico Taiwan                                | Optimata   | Takeda / Gene Therapy Center Austria (GTCA)        |
| Amgen   | Covance Japan                              | InveniAI                                       | Panacea Venture  | Takeda Pharmaceutical Company                      |
| AMRA Medical                                  | Crux Health Technologies                   | Invest in Bogota                               | Pfizer   | Tanaka International                               |
| AnaBios                                       | CSL Behring K.K.                           | IRBM SpA                                       | Pfizer Japan/ Corporate Affairs, Health & Value, New Asset & Access Strategy Group | Tasly Pharmaceutical Group                         |
| Anima Biotech                                 | Daewoong Pharmaceutical                    | Isofol Medical AB (publ)                       | Pharmaceutical Research and Manufacturers of America                               | Taylor Construction Management                     |
| Aquila Partners                               | Daiichi Sankyo Co.                         | Japan Bioindustry Association                  | Pierre Fabre Medicament  | Teikoku Seiyaku Co.                                |
| Ascent Therapeutics                           | Daré Bioscience                            | Jemincare Therapeutics Corp                    | Poxel SA   | The Hong Kong University of Science and Technology |
| Ascletris Pharma                              | Deerfield Management                       | Jiangsu Atom Bioscience and Pharmaceutical     | Precision Nanosystems  | TNO  |
| AsiaBioNext Pte                               | Delta-Fly Pharma                           | JSR Corporation                                | Proteina Co.   | TOA EIYO   |
| ASLAN Pharmaceuticals                         | Development Center for Biotechnology       | JT Pharma                                      | QIMR Berghofer   | TODAI TLO  |
| Aspect Biosystems                             | Donnelley Financial Solutions              | Juvavis AG                                     | ReForm Biologics   | Tokyo Medical and Dental University                |
| AstraZeneca                                   | DyDo Pharma                                | KAC Co.  | Rin Institute  | Toray Industries                                   |
| Athersys                                      | EditForce                                  | Kaken Pharmaceutical                           | Rockwell Medical   | Trianni  |
| AUM Biosciences                               | Eight Roads Ventures                       | Kaunas University of Technology                | Salzman Group  | twoXAR   |
| Aurora Partners K.K.                          | Eli Lilly and Company                      | KinoPharma                                     | Samsung BioLogics  | U.S. Chamber of Commerce                           |
| Avilex Pharma                                 | Embassy of Italy                           | Kitov Pharma                                   | Sanofi Pasteur   | UCB Japan Co.                                      |
| BaselArea.swiss                               | Embassy of the Federal Republic of Germany | Kleo Pharmaceuticals                           | Sansho   | University of Arizona                              |
| Bayer Yakuhin                                 | Endoceutics                                | KMG Japan                                      | Santen Pharmaceutical  | VelocityHealth                                     |
| Bayer   | EphyX Neuroscience                         | Kolon Life Science                             | Sochia Pharm   | VORONOI  |
| Beigene Switzerland GmbH                      | EpiVax                                     | Kyowa Hakko Kirin                              | Secretariat of BioJapan/ Regenerative Medicine Japan                               | W Global Capital Limited                           |
| Beijing Taiyangsheng High-Tech Pharmaceutical | Ernst & Young                              | LegoChem Biosciences                           | SEEDSUPPLY   | Whanin Pharm                                       |
| Berlin Partner for Business and Technology    | Evec                                       | Life Biosciences                               | SENAGRO-BUSINESS   | Willow Advisors                                    |
| BioCentury                                    | FIMECS                                     | Life Science Innovation Network Japan (LINK-J) | Sensile Medical AG   | Xcovery Holdings                                   |
| Biolinspira                                   | Flanders Investment & Trade                | Locust Walk                                    | Servier  | Y-Biologics  |
| Biolnvent International AB                    | Fuji Yakuhin                               | M Bio Technology                               | Shaperon   | YD Life Science                                    |
| Biomere Tech                                  | G M ENTERPRISES                            | Machavert Pharmaceuticals                      | Shenzhen Sanofi Pasteur Biological Products  | YUMAB GmbH   |
| bioskin GmbH                                  | GE Healthcare                              | MacroGenics                                    | SM Investment Group  | Zai Lab  |
| BioXcel Therapeutics                          | Genesis Healthcare K.K.                    | McDonnell Boehnen Hulbert & Berghoff           | SM-Sino Technology Investment  |  |
| Blirt   | Genmab                                     | MDNA Life Sciences                             |  |  |
| Boehringer Ingelheim Japan                    | GEXVal                                     | Medbanks Group                                 |  |  |
| Boston Pharmaceuticals                        | Global Health Innovative Technology Fund   |  |  |  |
| BPN Life Science                              |  |  |  |  |





# 2020 Sponsorship Opportunities

	Number of Registrations	Recognition on Conference Website, Materials and Signage	Advertisement in Conference Program	Access to BIO One-on-One Partnering*	Partnering Suite and Priority Scheduling of Meetings	Guaranteed Speaking Opportunity
<b>Showcase Thought Leadership</b>						
 Program Sponsor	3	✓	✓	✓	✓	✓
Company Presentations Sponsor	2	✓	✓	✓		
<b>Access Your Target Audience</b>						
Welcome Reception Sponsor	2	✓	✓	✓		
 Hospitality Sponsor	1	✓	✓	✓		
Executive Roundtable Dinner						
Tabletop Exhibit Sponsor	1		✓			
<b>Maximize Partnering &amp; Deal Making</b>						
 BIO One-on-One Partnering System Sponsor	2	✓	✓	✓	✓	
Partnering Suite Package	2	✓	✓	✓	✓	
<b>Boost Brand Visibility</b>						
Lanyard Sponsor	1	✓	✓	✓		
Conference Program Sponsor	1	✓	✓	✓		
 WiFi Sponsor	1	✓	✓	✓		
Attendee Gift Sponsor	1	✓	✓			
High Visibility Onsite Branding						
Conference Program Advertisement			✓			

\*US/EU headquartered service providers do not receive access to the BIO One-on-One Partnering system through attendee registration. To gain access to the Partnering system, consider sponsoring these opportunities.



► Our Sales & Sponsorship team is always ready to support your cross-Pacific event goals. Please feel free to reach out to the team at **+1.202.312.9264** or **sponsor@bio**.

## CONFERENCE VENUE AND HOTEL

### GRAND HYATT TOKYO

6-10-3 Roppongi Minato-Ku, Tokyo, Japan, 106-0032

Bio has reserved a block of hotel rooms for the 2020 BIO Asia Conference.