Accelerate your Pathway to Partnerships in Asia

MARCH 10-11, 2020 • TOKYO, JAPAN

#BIOASIA20 • bio.org/asia
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**

- Asia 60%
- North America 31%
- Europe 5%
- Other 4%

**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

HAVATO WATANABE
Vice President, Tokyo, Locust Walk

TARO 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

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

SHINICHIRO KOMOTO
Partner, Eight Roads

Apply to join the 2020 Committee by emailing your interest to 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
Asclepis 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.

Development Phase of Presenting Companies

- Discovery: 7%
- Pre-Clinical: 26%
- Phase I: 21%
- Phase II: 12%
- Phase III: 12%
- Other/Not Applicable: 17%
- Multiple Products in Market: 5%

Types of Presenting Companies

- Publicly Traded Company: 21%
- Privately Funded Company: 74%
- Philanthropy: 2%
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.
## 2020 Sponsorship Opportunities

<table>
<thead>
<tr>
<th>Showcase Thought Leadership</th>
<th>Number of Registrations</th>
<th>Recognition on Conference Website, Materials and Signage</th>
<th>Advertisement in Conference Program</th>
<th>Access to BIO One-on-One Partnering*</th>
<th>Partnering Suite and Priority Scheduling of Meetings</th>
<th>Guaranteed Speaking Opportunity</th>
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<th>Access Your Target Audience</th>
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<th>Maximize Partnering &amp; Deal Making</th>
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<th>Boost Brand Visibility</th>
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*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.

—we would love to help you exceed your partnering goals. Request details from our Sales team at +1.202.312.9264 or sponsor@bio.org.

**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.

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