



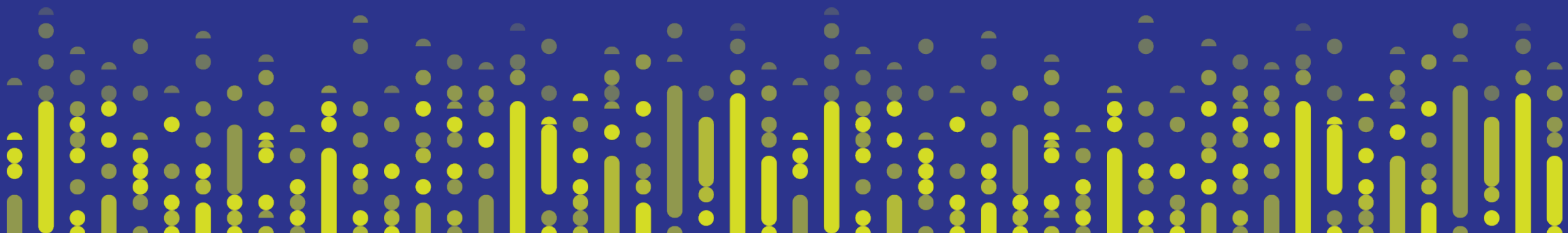
World Congress

on Industrial Biotechnology

Des Moines, Iowa • July 8-11, 2019

Partnering + Programming Webinar

May 9, 2019



Webinar Hosts

- **Katrina Daiga**, BIO Events Marketing Manager
- **Stephanie Batchelor**, Managing Director, BIO Industrial & Environmental Section
- **Don Atkins**, Senior Manager, BIO Food and Agriculture Section
- **Jessie Armstrong**, Manager, BIO Partnering Operations



Webinar Agenda

- BIO World Congress Event Overview – What's New this Year?
- 2019 Education Program Snapshot
- Partnering Overview
- Partnering System Tutorial
- Partnering Best Practices
- Q&A with BIO team



BY THE NUMBERS



900
Attendees



572+
Partnering Companies

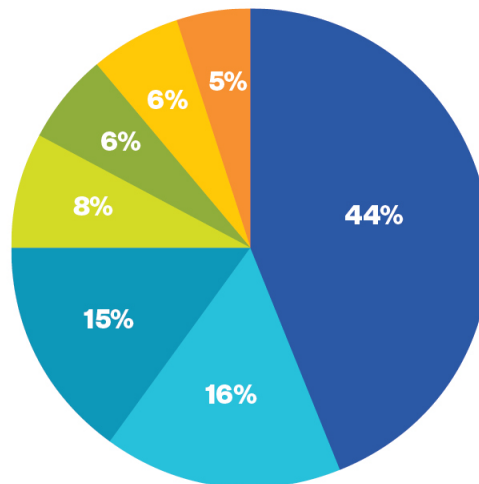


40
Countries



60%
Of Attendees Have
Influence Over Purchases
Made for Their Company

MANAGEMENT ROLE



- Director/Mid-Level Manager
- CEO/President/Principal/Founder
- VP/Partner/Managing Director
- Chief Officer
- Coordinator
- Public or Government Official/Foreign Minister
- Educator/Faculty

AREAS OF FOCUS

BUSINESS DEVELOPMENT

MARKETING/SALES

RESEARCHER/SCIENTIST

POLICY/GOVERNMENT AFFAIRS & ADVOCACY

INVESTOR

TECH TRANSFER

MANUFACTURING & DISTRIBUTION



A GLOBAL PERSPECTIVE

TOP 10 INTERNATIONAL DELEGATIONS



1. CANADA



4. UNITED KINGDOM



7. AUSTRALIA



10. JAPAN



2. FRANCE



5. GERMANY



8. SOUTH KOREA



3. NETHERLANDS



6. THAILAND



9. BELGIUM

40% *of attendees are international*





**COMPANY AND TECHNICAL
PRESENTATIONS**



**BREAKOUT SESSION
PANELS**



PLENARY SESSIONS



START-UP STADIUM



SUPER SESSIONS



SPECIALTY WORKSHOPS

PARTNER WITH LEADERS FROM INDUSTRIAL, ENVIRONMENTAL AND AGRICULTURAL BIOTECHNOLOGY



Ingredients for a
Healthier Tomorrow

NEW



Sustainability and the
Future of Food



New Frontiers in Bioenergy

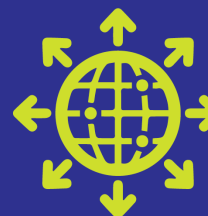


Renewable Chemicals
for a Sustainable Planet

NEW



Advances in Genome
Editing and Genomics



Transforming Global Markets

NEW



Sustainability and the Future of Food

Discussions will cover topics including:

- **U.N. Sustainable Development Goals**
- **Nutrition, Health and Wellness**
- **Trade and Global Supply Chains**
- **Consumer Perspectives and Trust**
- **Access to Technology**
- **Rural America and the Ag Economy**
- **Soil Health**
- **Food Waste**

Featured Participating Organizations:

- **Benson Hill Biosystems**
- **National Corn Growers Association**
- **Environmental Defense Fund**
- **AquaBounty Technologies**
- **WebMD**



NEW



Advances in Genome Editing and Genomics

Discussions will cover topics including:

- Back-to-Back TED Talks: Gene Editing in Food and Agriculture
- Gene Editing: How Do We Get This Right?
- Use of Breakthrough Computational Tools
- Design Commercial High-Yield Bioprocesses

Featured Participating Organizations:

- Corteva Agriscience
- National Association of State Departments of Agriculture
- Iowa State University
- International Food Information Council
- LanzaTech
- TeselaGen Biotechnology
- Arzeda Corporation
- Joint Genome Institute



2019 Plenary Program

The New Food Revolution

TUESDAY, JULY 9, 2019

11:30 AM – 1:00 PM ET

This dynamic panel will tell the story of how technological innovation in the food space is changing the way we view food. We will hear from agricultural developers, new and novel ingredient producers, and downstream partners about how the disruption in the food supply chain is changing the world of food.

Moderator: Vonnie Estes, Moderator

Speakers:

- John Melo, **Amyris**
- Xun Wang, **Triton Algae**
- Tom Griffin, **Breakthrough Energy Ventures**
- Jim Foltz, VP, Business Ventures, **Albertons**

Sponsored By:



Award Presentations and Fireside Chat

WEDNESDAY, JULY 10, 2019

8:15 AM – 9:45 AM ET

Our prestigious award winners and thought leaders will join Jim Lane, Editor and Publisher of the Digest to discuss how industrial biotech has changed and evolved over the years and highlight promising opportunities for growth in the future.

Moderator: Jim Lane, Editor and Publisher, **The Digest**

Speakers:

Winners of the George Washington Carver and Rosalind Franklin Awards

Sponsored By:



2019 Plenary Program

Investing in a Biobased Future

WEDNESDAY, JULY 10, 2019

11:30 AM – 1:00 PM ET

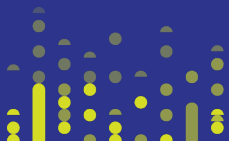
Sustainability plays a critical role in biotech's value proposition. This session will highlight how sustainability is viewed by the farming community, how an interconnected supply chain can enhance impact measurement, and finally, how sustainable sourcing is valued by consumer product good companies, leading to market signals driving the commercialization of biobased products.

Moderator: Marty Munzmaier, **Cargill**

Speakers:

- Franklin Holley, **Keystone Policy Center**
- Tim Venverloh, VP of Sustainability, **United Soybean Board**

Sponsored By:  **Cargill**® Helping the world thrive



2019 Super Sessions

Renewable Chemicals and the Biorefineries of Tomorrow

THURSDAY, JULY 11, 2019

8:30 AM – 9:45 AM ET

This Super Session looks at the growing market for these chemicals, various production processes, and feedstock/production options. Special attention will be paid to the opportunity for corn-based ethanol facilities to produce a carbohydrate feedstock for production of renewable chemicals.

Speakers:

- Paul F. Bryan, **Sandia National Laboratories**
- Amber Hertzendorf, **Flint Hills Resources**
- Neal Jakel, **Fluid Quip Technologies**
- Craig Ruffolo, **McKeany-Flavell**

Sponsored by:



High Efficiency Biopesticides Poised for Growth

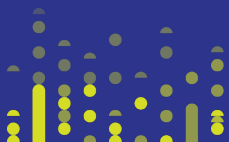
THURSDAY, JULY 11, 2019

8:30 AM – 9:45 AM ET

Alternatives to synthetic pesticides are needed: development times and costs for synthetic pesticides are >10 years and >\$ 300 million, respectively. Existing products have been withdrawn from markets for environmental safety reasons. Bio-pesticides can be a sustainable alternative, if they have similar efficacies compared to synthetics. Microbial pesticides cannot always meet these requirements. Emerging technologies such as peptide-based biopesticides and RNA-based biopesticides have this potential. This panel will discuss technical aspects, products and market potential of emerging technology-based bio-pesticides.

Speakers:

- Mike Mendelsohn, **US Department of Environmental Protection**
- Andy Renz, **Vestaron Corporation**
- More speakers to be announced!



2019 Super Sessions

FarmBelt/BioBelt: Innovation Reinvigorating Rural America

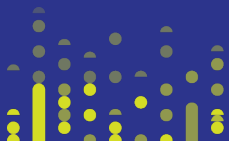
THURSDAY, JULY 11, 2019

8:30 AM – 9:45 AM ET

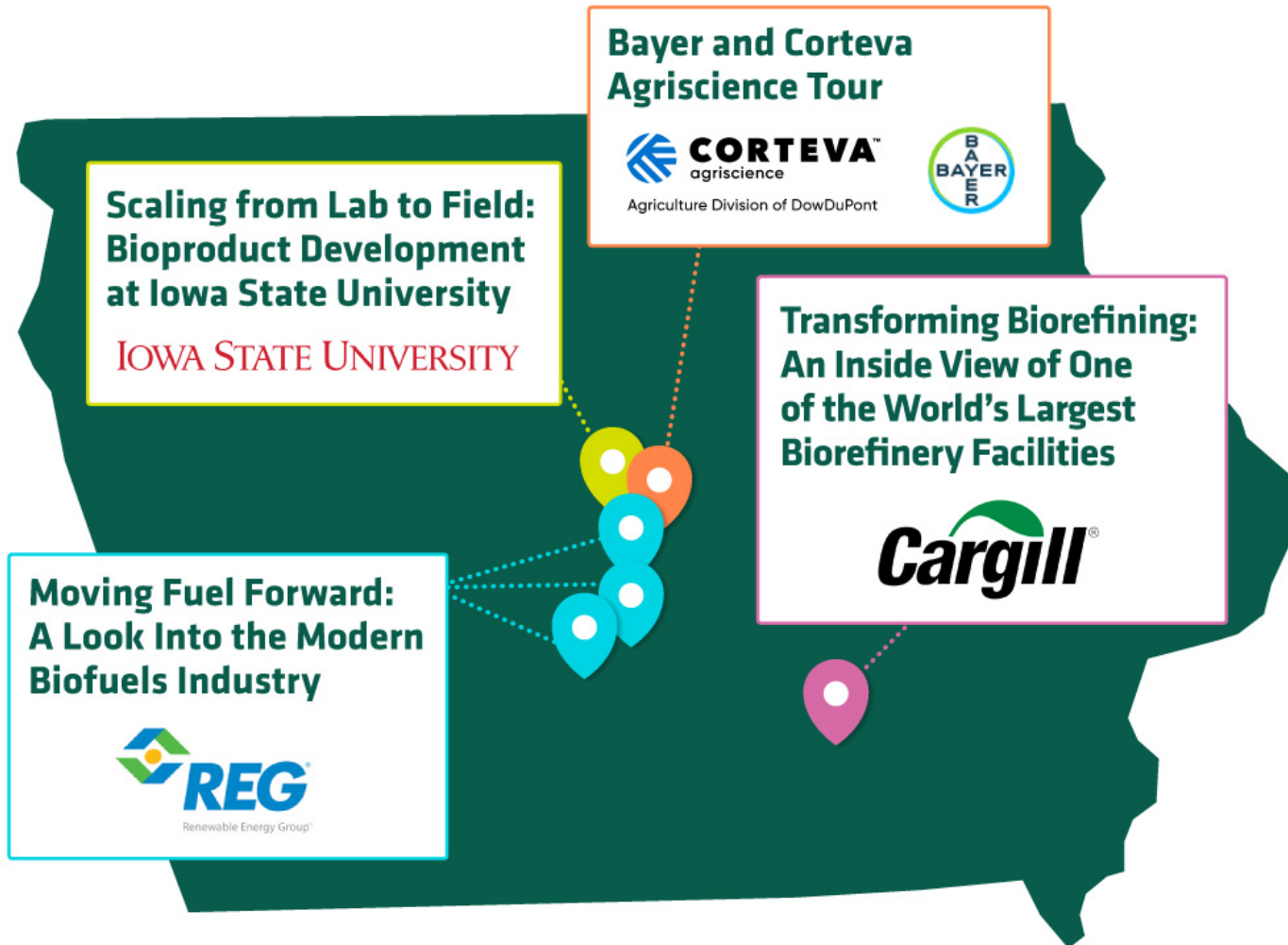
What is the role of innovation in reinvigorating the ag economy? What does the farm belt of the future look like, and how do we get there? How are American farmers using technology to add value to their products, diversify income streams, and reduce farm input costs? What tools are available to facilitate economic development planning projects that serve rural communities? And how is all of this benefitting the environment, the water we drink, and the products we buy? The common thread: biology + innovation + technology + good policy = progress toward sustainable agricultural solutions and a competitive, resilient American economy.

Speakers:

- Mark Scheffel, Advantage Capital
- **More speakers to be announced!**



Iowa Bioeconomy Site Tours – New Regional Tours



Attendees will get the opportunity to go on tours of select campuses and facilities, learning about the impressive work that is being done in the region to fuel and feed the world.

Register by June 1st to join a tour.

Learn More At:

<https://www.bio.org/events/bio-world-congress/tours>



Start-Up Stadium

Designed to provide start-up biobased companies with the opportunity to engage stakeholders within the start-up lifecycle, including members of the investment community and attendees.

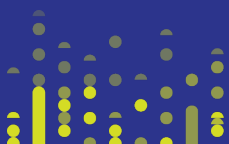
Company Criteria:

- Raised an initial funding round since inception
- Previous business pitch/competition experience (desired, but not required)
- Fewer than 20 full-time employees
- Must have a specific focus in biobased technology.

How It Works:

- Each application is vetted by a panel of judges to become a finalist
- Start-Ups will pitch a panel of 6-8 judges
- 10-15 slides presented in 5-7 minute pitch, written and oral feedback/Q&A
- Reduced start-up pricing from regular conference registration

Apply today at: <https://www.bio.org/events/bio-world-congress/startup>



2019 Featured Judges



Jim Eiler
Principal,
Eiler Capital



Adrienne Greenwald
Director, Communications
& Public Relations,
VentureNet Iowa



Liz Keehner
Program Manager,
VentureNet Iowa



John LaMarche
Principal,
VentureNet Iowa



Anne Price
State-Wide SBIR/STTR
Program Coordinator,
Iowa Innovation Corporation



Jim Register
President & CEO,
Iowa Innovation
Corporation

Advisory Committee

Brian Baynes, *CEO, MODO Global*
Neil Cameron, *Investment Director, Advanced Materials, Emerald Technology Ventures*
Asheesh Choudhary, *Commercial Development Director, Cargill*
Daniel Cosgrove, *Venture Partner, Radicle Growth*
Jim Eiler, *Principal, Eiler Capital*
Jacob Grose, *Investment Manager, BASF Venture Capital*
Shaun Healy, *Ventures Associate, BP Ventures*

Kristine Johansen, *Chief Operations Officer, ISU Startup Factory*
Ganesh Kishore, *Managing Partner, Spruce Capital*
Adam Koppes, *Investment Manager, Iowa Farm Bureau Federation*
Jim Register, *President and CEO, Iowa Innovation Corporation*
Mark Riedy, *Partner, Kilpatrick Townsend & Stockton*
Jason Webber, *Principal, Sustainable Conversion Ventures*
Roger Wyse, *Founder and Managing Director, Spruce Capital*

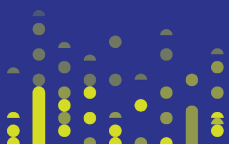


Company and Technical Presentations



- Company and Technical Presentations are concise presentations given by a senior level executive or an academician who is an expert in the field of industrial biotechnology.
- Showcase technology development, process improvements, product pipeline, R&D activities, technology transfer opportunities, business objectives, building partnerships, and potential investment goals.
- 15-minute presentations, including a brief introduction and Q&A with the audience.

Apply today at: <https://www.bio.org/events/bio-world-congress/company-and-technical-presentations>



2019 BIO World Congress Exhibition

Showcasing the latest in technology and innovation!

Industrial Biotechnology Innovation Centre • Queensland • Iowa Economic Development Authority • Nelson Engineering • Fluid Quip Process Technologies • Renewable Fuels Assoc. • Flanders Investment & Trade • Efficient Robotics GmbH • Integrated DNA Technologies • Holland Biotech Pavilion • Amalgamated Research LLC • Sarnia-Lambton Hybrid Chemistry Cluster • Environment and Climate Change Canada • Consulate General of Canada • Bio-based Industries Consortium • Scientist.com • Wood • CRB • National Corn-to-Ethanol Research Center • BIO Base Europe Research Center • VITO NV • Investment and Marketing Corporation Saxony-Anhalt • IAR-The French Bioeconomy Cluster • Culture Biosciences • State of Michigan/MichBio • Nebraska Department of Economic Development • Itochu Chemicals America, Inc. • Iowa State University



2019 BIO World Congress Sponsors

Pioneer



Transformer



Visionary



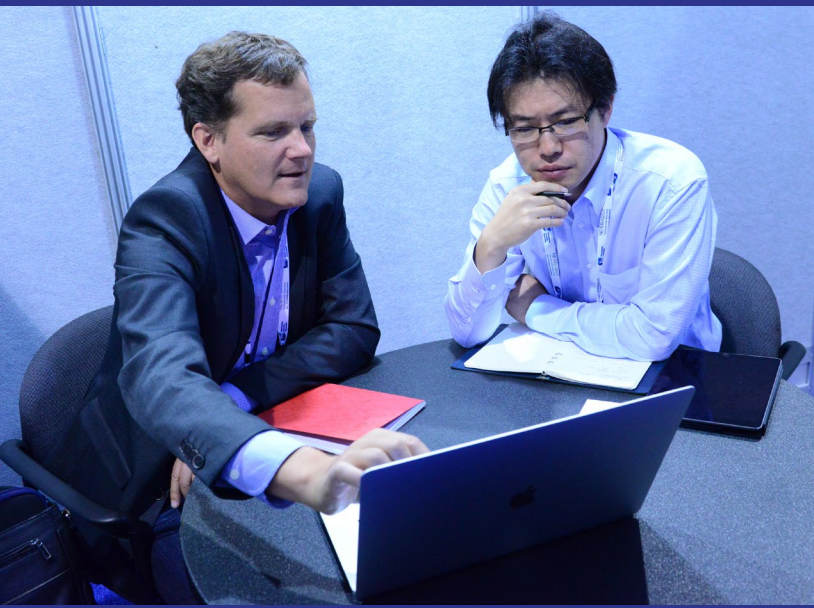
Innovator



BIO One-On-One Partnering™ Now Open



- 30 minute private business meetings taking place over 2.5 days
- Arranged via the BIO One-on-One™ Partnering system
- Search and request meetings from hundreds of companies with specific criteria
- Meetings take place in booths in the Exhibit Hall
- BIO pre-schedules meetings for you before arriving onsite



DID YOU KNOW?
33% attending companies had 10 or more meetings in 2018



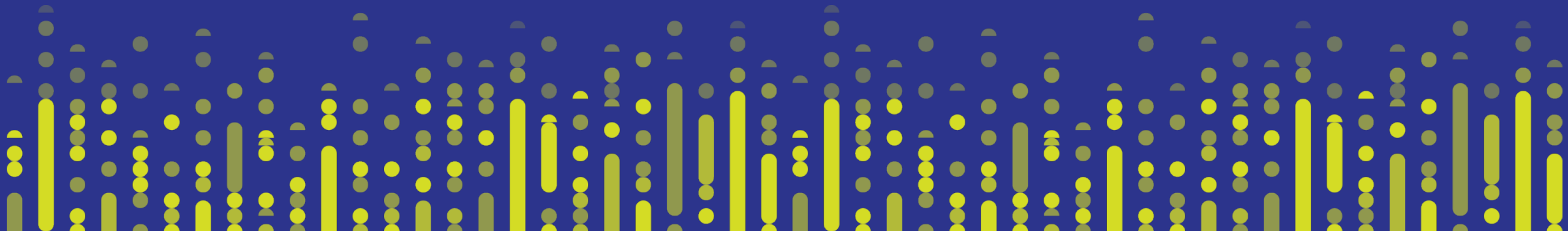
BIO One-on-One Partnering: One Stop Shop

What can you do in the Partnering System?

- ✓ Manage your company profile
- ✓ Upload multimedia (graphs, charts, CDAs, etc.)
- ✓ Browse companies in attendance
- ✓ Send and accept meeting requests
- ✓ Plan your session calendar alongside partnering meetings
- ✓ View meetings in mobile app and Outlook/Gmail/iCal integration



Partnering System Tutorial



Home Page

Jessie Armstrong, welcome to 2019 BIO World Congress on Industrial Biotechnology



100%

Your company profile is visible
[Update](#)

Your Delegates profiles



Me
2 timeslots

[Update](#)



Katrina Daiga
0 timeslots

[Update](#)



LaRufus Mitchell
0 timeslots

[Update](#)



Christine Orsini
0 timeslots

[Update](#)



Willie Reaves
2 timeslots

[Update](#)

Zero open timeslots? Won't be able to have meetings scheduled—open your calendar



2

Available timeslots
[Update](#)

First scheduling on
Jun 24, 2019

[View in Calendar](#)

[Get your Calendar >](#)

Have your teams fill out their delegate profiles, incl. headshots and titles.



0

Requests sent

[REQUEST A MEETING](#)

Or use the search above to search for interesting companies to meet.

HELP & TUTORIALS

BIO One-on-One Partnering

[Partnering System Tutorials](#)

[Quick Start Guide PDF](#) | [Full System Tutorial PDF](#) | [Video Tutorials](#)

[Customer Service](#)

Mon - Fri, 9 AM - 5 PM ET

biopartnering@bio.org

866.356.5155 (US) | +1.202.962.6666 (Int'l)

[4 Steps for Success](#)

1. Update your company profile. Click PROFILE on the Menu.
2. Set your availability to take meetings. Click CALENDAR on the Menu.
3. Search for potential partners and request meetings with them. Click SEARCH on the Menu, and take advantage of the Advanced Search button for more powerful filtering tools.
4. Manage your meeting requests & send new requests. Click MESSAGE CENTER on the Menu.

Create/Update Your Company Profile

ONE

HOME

PROFILE

SEARCH

CALENDAR

MESSAGE CENTER

New request

BOOKMARKS

Upload company logo

PUBLISHED

Bio

Biotechnology Innovation Organization

Your profile is PUBLISHED

Unpublish

Is this still current or is it your company's 2018 profile? (BIO imports past profiles for you.)

Description

Company type

Public, NPO, govt., economic dev...

Keywords

biotechnology, innovation, industry, organization, partnering, business development

Brief description

BIO is the primary advocacy organization for the biotechnology industry.

Description

The Biotechnology Innovation Organization (BIO) represents biotechnology companies, academic institutions, state biotechnology centers and related organizations across the United States and in more than 30 other nations. BIO members are striving to help fuel, feed and cure the world by being involved in the research and development of innovative healthcare, agricultural, industrial and environmental biotechnology products. BIO also produces the BIO International Convention, the world's largest gathering of the biotechnology industry, along with industry-leading investor and partnering meetings held around the world.

News

Feb 24: BIO Previews "Must Attend" Breakout Sessions at 13th Annual BIO World Congress on Industrial Biotechnology

Feb 11: BIO's Brent Erickson in Biofuels Digest Top 10 People in the Advanced Bioeconomy for 2016

Company objectives

Advanced biotechnology by facilitating dealmaking, investment and procurement on a massive scale.

Licensing objectives

Areas of interest

Primary

Business & Economy

Secondary

Financials

Assets

Manage assets

Services

Manage services

BIO One-on-One Partnering

Information Technology

Manage market products

Delegates

Christine Orsini

Coordinator, Partnering Innovations

Work as...

Elizabeth Gaskins

Managing Director, Membership

Work as...

Jessie Armstrong

Manager, Partnering Operations

Work as...

Work as...

Work as...

Work as...

Work as...

Work as...

Content

Upload file

2017 BIO World Congress on Industrial Biotechnology

Biotechnology Innovation Organization

Succinct brief description

Detailed full description – mention benefits of partnering with you

Enter company's assets, products, and services

Upload documents and multimedia

Create/Update Your Company Profile

ONE

HOME

PROFILE

SEARCH

CALENDAR

MESSAGE CENTER

New request

Licensing objectives

BIOTECHNOLOGY

Areas of interest

Primary

Business & Economy

Animal Health & Protein Product...

Crop & Plant Production

Secondary

Financials

Employees

50 to 200

Year founded

1993

Ownership

Other

Ticker

Market capital

million USD

Last funding

million USD

Total funding

million USD

Contact information

URL

http://www.bio.org

Main email

biopartnering@bio.org

Phone number

+1.202.962.6666

Country

United States

State

DC

Address

1201 Maryland Ave.. SW. Ste. 900

Zip

20024

City

Washington

Select your areas of interest (biofuels, chemicals, etc.)

Company size is important

Company web site

Many users search by state/country



Biotechnology
Innovation
Organization



Mark Your Calendar

ONE

HOME

PROFILE

SEARCH

CALENDAR

MESSAGE CENTER

New request

★ BOOKMARKS





Willie Reaves

TUE 17

WED 18

THU 19

Calendar

No meetings this day

Change availability

New personal event

Print

Export

6:00 AM

Non partnering hours

6:30 AM

Non partnering hours

7:00 AM

Non partnering hours

7:30 AM

Not Available

8:00 AM

Not Available

8:30 AM

Available

9:00 AM

Available

9:30 AM

Available

10:00 AM

Available

10:30 AM

Available

11:00 AM

Available

11:30 AM

Available

12:00 PM

Not Available

12:30 PM

Not Available

1:00 PM

Available

1:30 PM

Available

2:00 PM

Available

2:30 PM

Available

3:00 PM

Available

3:30 PM

Available

4:00 PM

Available

4:30 PM

Available

5:00 PM

Available

5:30 PM

Sessions and Education Topics

1 Topic available

View All

Plenaries & Receptions

8:30 AM - 9:45 AM Grand Ballroom (300 Level)
Breakfast Plenary Session: Biobased Materials Redesigning Consumer Markets and Fashion Trends Plenaries & Receptions

Add

11:30 AM - 1:00 PM Grand Ballroom (300 Level)
Lunch Plenary Session: Industrial Biotech Thought Leaders: Winners of the George Washington Carver and Rosalind Franklin Awards Plenaries & Receptions

Add

4:00 PM - 5:30 PM Exhibit Hall
Business Partnering Reception with Poster Presentations Plenaries & Receptions

 Biotechnology Innovation Organization

Add

View programming tracks alongside your partnering meetings

Search for Partners

ONE

HOME

PROFILE

SEARCH

CALENDAR

MESSAGE CENTER

New request

BOOKMARKS

Type text here to search the directory

Search

Advanced search

Modification date

Investors only

Filters (0)

Companies (97)

Delegates (131)

Assets (5)

Market Products (11)

Services (34)

FGES

0 notes

FGES is a leading provider of innovative technologies for the development and optimization of microbial strains.

WACKER

0 notes

Contract Manufacturing: 800 m³ of state-of-the-art fermentation capacity, diverse DSP equipment, scale up support and more than 15 years of experience in commercial fermentation.

KLING

0 notes

Ingredients, Personal care, ...

70

0 notes

for pharma, therapeutic R&D, Biotech or pharma, animal health, ...

Technology Provider, Enzymes, ...

Switzerland

Contract Manufacturing

Canada

Imvimed biotechnologies is a new spin-off company from the University of Alberta, Edmonton, Canada, developing prophylactic and therapeutic vaccines and immunotherapies for major infectious diseases and cancer.

Canada

SUSTAINABLE CONVERSION VENTURES

0 notes

SC Ventures is a family office venture capital firm based in the Phoenix, Arizona area focusing on renewable chemicals and synthetic biology.

Investor

Family Office

United States

PRIVATE

view website

NEW REQUEST

Make a note

CORN REFINERS ASSOCIATION

0 notes

CONAGEN, INC

0 notes

Conagen Inc. is a leader in the area of bio-manufacturing.

Biomaterials, Engineering, ...

United States

PRIVATE

view website

NEW REQUEST

Make a note

CARGILL, INC

0 notes

Cargill provides food, agriculture, financial and industrial products and services to the world.

Food Ingredients, Biomaterials, ...

United States

PRIVATE

view website

NEW REQUEST

Make a note

BIOPROCESS PILOT FACILITY B.V.

0 notes

The Bioprocess Pilot Facility (BPF) is a scale up/piloting plant having a longstanding industrial experience with pretreatment, hydrolysis, fermentation and downstream processing. Examples of served markets: food, biochemicals, pharma.

Public, NPO, Govt., Economic Dev., Biofuels, ...

Netherlands

OTHER

view website

NEW REQUEST

Make a note

INDUSTRIES & AGRO-RESOURCES COMPETITIVENESS CLUSTER

0 notes

Academic, Tech Transfer, Public, NPO, Govt., Economic Dev.

France

PUBLIC

view website

NEW REQUEST

Make a note

ADVANCED SEARCH:
Many powerful filters to help you better target your search:
-Company type
-Areas of interest
-Assets

Excel export

Gray tabs: Search for Delegates, Assets, Market Products, and Services

Delegates section has full list of attendees

Manage Your Message Center

ONE

HOME

PROFILE

SEARCH

CALENDAR

MESSAGE CENTER

New request

BOOKMARKS

Dashboard

All requests

Requests you are tagged in

Admin users

Enter searched text

Unread

Unread messages only

Requests type

Incoming requests

Outgoing requests

Status

All

Requested

Scheduled

Pending Reschedule

Accepted

No mutual availability

To be scheduled

Canceled

Declined

Advanced filters

1 / 2

Export

Last change

66 items

TAGS AND TAGGED DELEGATES

Renewables

To BRASKEM S/A

last update 10 months ago

Biofuels, Biomaterials

Meeting with BIO

Jul 25, 2017 10:30 am - Booth 1 (BIO)

SCHEDULED

To Heliae

last update 10 months ago

Biotech - industrial & environmental

Meeting with BIO

Jul 24, 2017 4:30 pm - Booth 1 (BIO)

SCHEDULED

To Advanced Enzymes Ltd

last update 10 months ago

Enzymes, Food Ingredients, Biofuels

Meet with BIO

Jul 25, 2017 11:30 am - Booth 1 (BIO)

SCHEDULED

To Biotrend

last update 10 months ago

Other, Renewables

Meeting During

To Rodenburg

last update 10 months ago

Biomaterials

To Rodenburg Meet BIO

REQUESTED

To Alderys

last update 10 months ago

Enzymes, Food Ingredients, Enzymes, Personal care, Renewable Chemicals, Technology Provider

Meet with BIO

REQUESTED

To Nikko Chemicals Co

last update 10 months ago

Renewable Chemicals, Formulator, Biomaterials

Meet with BIO

REQUESTED

To Iogen Corporation

last update 10 months ago

Biofuels

Meeting with BIO

ACCEPTED

To Enmex SA de CV

last update 10 months ago

Enzymes, Food Ingredients, Brand Owner, Technology Provider

Meeting During 2017 BIO World Congress

Jul 24, 2017 3:00 pm - Booth 49

PENDING RESCHEDULE

To Bioceres

last update 10 months ago

Technology Provider, Biomaterials, Enzymes, Biofuels

Use Tags to segment requests by keyword, person, or both

BIO will begin scheduling your Accepted meetings two weeks before the event

Use advanced filters (e.g. filter requests by company type)

Nikko Chemicals Co Renewable Chemicals

Outgoing

Reply only

Biotechnology Innovation Organization

Rina Singh

Elizabeth Gaskins

Managing Director, Membership

Nikko Chemicals Co Participants

No one added yet

Nikko Chemicals Co linked resources

No linked resources added yet

Reply only

REQUESTED

Rina Singh

7/24/17 1:10 am

New meeting requested

Dear Kaitaro and Shigeru,

It was a pleasure meeting you, we would be delighted to meet you and hear what Nikko Chemicals is working on, and we will reciprocate and tell you what we do at BIO and how we can impact your business. Best, Rina

Bio

Biotechnology Innovation Organization

Message Center: Mutual Availability

SEARCH CALENDAR MESSAGE CENTER New request

1 / 32 > >> 1579 Items Last change

last update 10 months ago Biotechnology Innovation Organization to ZZZ BIO Test Company (BF) test request	ACCEPTED
last update 10 months ago ZZZ BIO Test Company (BF) to ZZZ Biot Test msg	ACCEPTED
last update a year ago Shenzhen Foncoo Pharmaceutical Co.,Ltd to Adamas Pharmaceuticals, Inc. Interest in CNS products on the market or at late stage	ACCEPTED ! No mutual availability
last update a year ago Riboxx Pharmaceuticals to Genentech, Inc RIBOXXON: The new ADC strategy to increase value of your mAb development program	ACCEPTED ! No mutual availability

Exclamation mark =
Meeting can't be
scheduled

**Solution: Open
more calendar
availability or
contact the
company via "Reply
Only"**

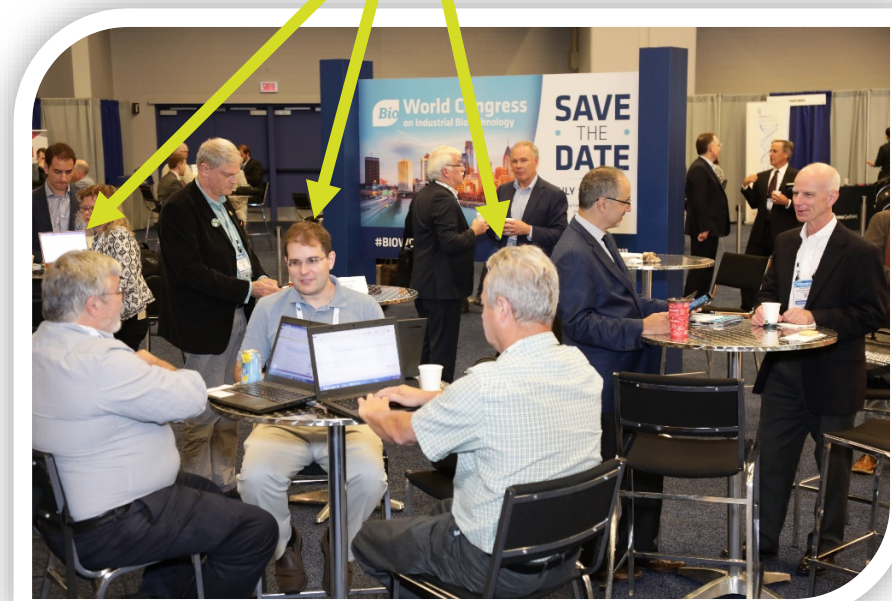
**Then both parties
should update their
Calendars**



Mutual Availability Tips & Tricks

- “No Mutual Availability” icon → your delegates & other company’s delegates need overlapping availability
- Your current availability must be reflected in your partnering calendar
- Fewer delegates → fewer calendars to calculate, easier to schedule meeting

**3-person meeting?
All three must be
marked as
available at the
same time**

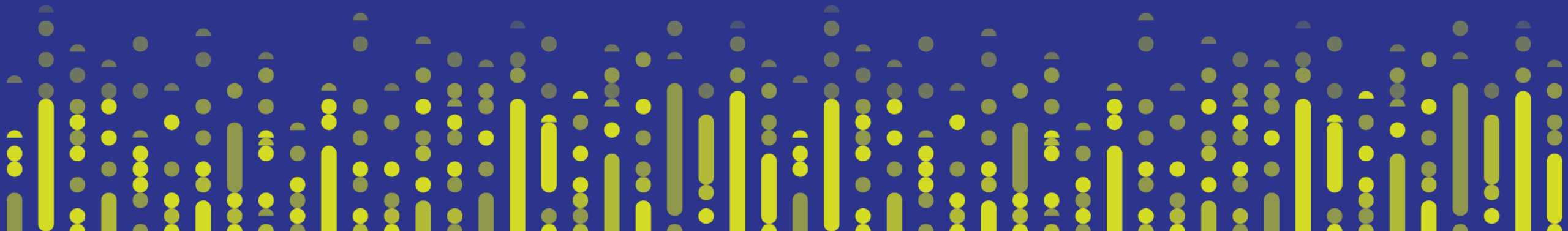


Partnering Hours

Date	Hours
Monday, July 8	1:30 PM – 5:30 PM
Tuesday, July 9	7:30 AM – 5:30 PM
Wednesday, July 10	7:30 AM – 5:30 PM



Partnering Best Practices



Partnering in 5 Steps

1. Create/update your company's profile
2. Update your calendar availability
3. Search for potential partners & send tailored meeting requests
4. Actively manage your Message Center
5. BIO will schedule **accepted** meeting requests with mutual availability



Meeting Request Best Practices

Polish your **profile**

Add as much information as possible to help other companies find you.

Start **requesting** meetings early

Begin four or more weeks before World Congress.

Get to the **subject** of the matter

Make it a concise, *tailored* and specific statement of purpose.

Target your meeting request

Provide targeted benefits of partnering with *your* company.

Follow up

Getting close to the conference but no response? Write a “reply only” message to the company.



Start Early, Check Often

Send targeted requests when partnering opens.

Then...

- 1** Check for new companies often (using “Company registration date” filter in Advanced Search)
- 2** Send targeted meeting requests as appropriate.
- 3** Be patient. Most responses arrive a week before WC.
- 4** Request declined? Search for another company that’s a good target.



Tailor the Subject Line

Make them want to say “yes” to your meeting request

Strong

- **Enzyme Dev** Gene Shuffling Tech for Protein Engineering & Yield Optimization
- **Biofuels** Wood to liquid fuels/biochar and Glycerine to Hydroxyacetone
- **Feedstocks** Fermentations using Hydrogen and CO2
- **Follow-up** Follow-up on past discussion with <name>

Weak

- Meet <your company name>
- Introducing <your company name>
- Discuss partnership
- Great opportunity to work with <your company name>
- <your company name>'s projects
- Let's meet
- Meeting request



Target the Message

Research. Plan. Know why you want to meet.

SUBJECT:

<technology> / <application>

BODY:

We specialize in <technology> using our patented <offering> for <application>.

<Offering> generates <valuable outcome> at a <cost savings>. <More details on why your offering is outstanding.>

<Competitive differentiation> <Current product applications, if any>
<Market assessment>

I hope to see you in Des Moines and discuss <scientific/portfolio/strategic fit>.

<Contact information>



How to Handle Cancellations



Business partnering can be intense. Companies may cancel their meeting with you.

DON'T DESPAIR

AND don't take it personally.

FOLLOW UP

When a company does cancel their meeting with you, they will sometimes leave contact information in the cancelation. If so, you can follow up with them. If not, use the "Reply Only" function in the One-on-One Partnering system to request their contact information so you may arrange a meeting after World Congress. It is possible that they will reply, and you can have the meeting via web or teleconference after the event.





Partnering Customer Service

Mon - Fri, 9 AM – 5 PM EDT

biopartnering@bio.org

866.356.5155 (US)

+1.202.962.6666 (Int'l)

You will receive your credentials from biopartnering@bio.org within 1-3 business days of registration.



Arrive on Sunday to
maximize your experience!

	DAY 1 Mon JULY 8	DAY 2 Tues JULY 9	DAY 3 Wed JULY 10	DAY 4 Thurs JULY 11
Education <i>6 Breakout Tracks, Super Sessions, Company Presentations + more!</i>				
Exhibits <i>Start-Up Stadium, Endless Innovation + more!</i>				
BIO One-on-One Partnering™ <i>Hundreds of companies + more than 2,000 meetings</i>				
Receptions <i>Join us for networking and a taste of Iowa!</i>				
Iowa Bioeconomy Tours <i>Arrive early to take part in a number of tours</i>				



Networking Receptions

Women in Industrial Biotechnology Reception (RSVP Required)

A celebration in honor of the many women leading innovation in all areas of industrial biotechnology!

Monday Welcome Reception

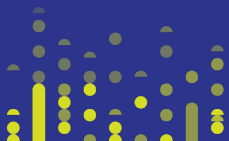
Network and mingle with 1,000+ attendees, at our energetic kick-off reception on with food, drinks and music!

Tuesday Networking Reception at the World Food Prize Hall of Laureates

Explore the world-class museum featuring interactive displays on hunger and food security over drinks and light hors d'oeuvres.

Wednesday Business Partnering Reception

Enjoy drinks and hors d'oeuvres while exploring the exhibit hall!



Book Your Housing With BIO and Save!

BIO has reserved a block of hotel rooms for BIO World Congress attendees at two area hotels near the [Iowa Events Center](#). BIO is pleased to be working with our exclusive housing provider, **onPeak | GES**, to secure the lowest rates at these Des Moines facilities for World Congress participants. **Access to this block and the conference group rate will be available until Monday, June 17** or until the block has filled – whichever comes first.

Renaissance Des Moines Savery

401 Locust Street

Des Moines, IA 50309

Sleeping Room Rate Starting at: \$164 USD/night

Hilton Des Moines Downtown

435 Park Street

Des Moines, IA 50309

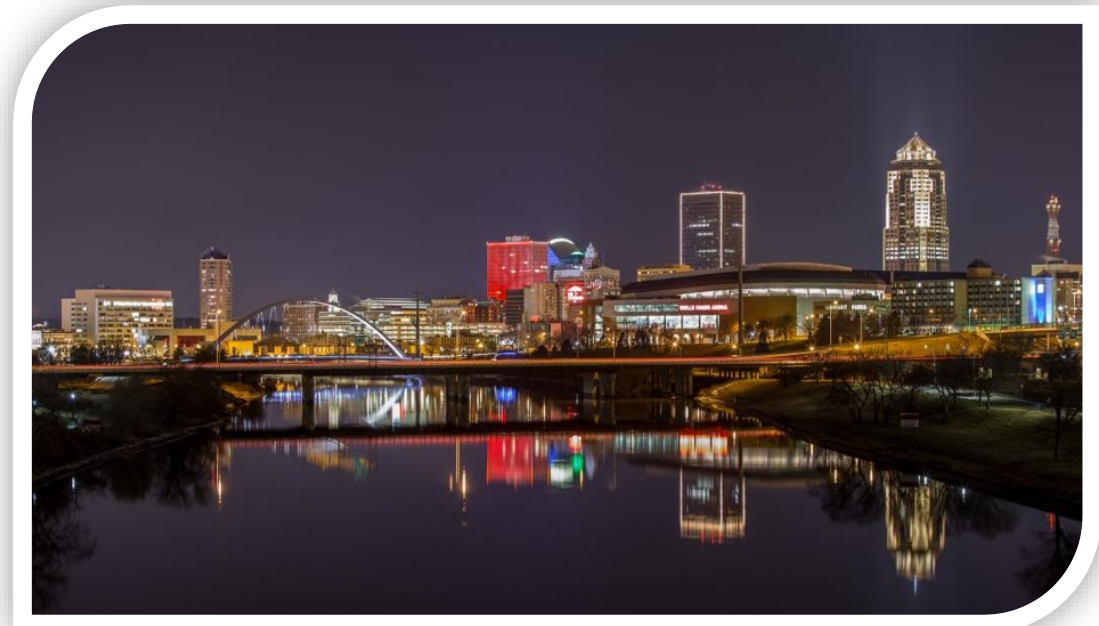
Sleeping Room Rate Starting at: \$199 USD/night

Hyatt Place Des Moines

418 6th Avenue

Des Moines, IA 50309

Sleeping Room Rate Starting at: \$159 USD/night



Discounted Rates End June 17!

BIO World Congress Key Dates

Registration Now Open

BIO One-On-One Partnering System Now Open

Early Bird Discounts End June 12

BIO Housing Block Closes June 17

BIO Partnering Meeting Scheduling begins June 24



Visit bio.org/worldcongress for program updates and event announcements!





World Congress
on Industrial Biotechnology

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2019 BIO World Congress
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JULY 8-11, 2019

DES MOINES, IOWA

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