

24TH ANNUAL INTERNATIONAL PARTNERING CONFERENCE

BIO-EUROPE®

NOVEMBER 5-7, 2018 // COPENHAGEN, DENMARK

Initiate new partnerships through
life science partnering at BIO-Europe
2018 in Copenhagen!

ebdgroup.com/bioeurope

Photo by Martin Heiberg,
Copenhagen Media Center

Produced by

EBD
GROUP

In collaboration with

Bio
Biotechnology
Innovation
Organization

HIGHLIGHTS & STATS

Here's an inside look at who you can network and partner with at BIO-Europe. It's more than just a conference, it's your chance to advance your company with industry leaders.

4,000+

Executive-level attendees attracted

2,000+

Attending companies

24,000+

One-to-one partnering meetings

100+

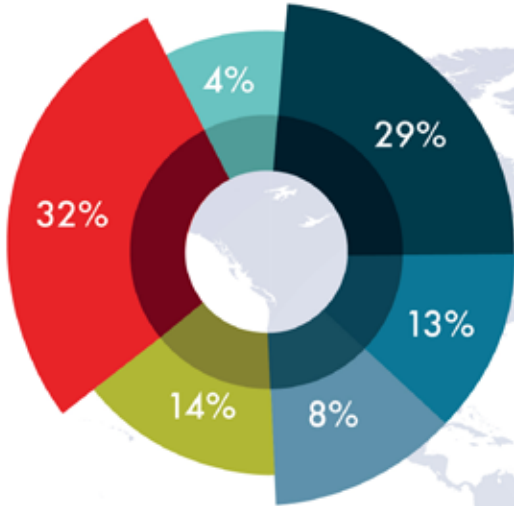
Exhibitors

150+

Biotech and startup presentations

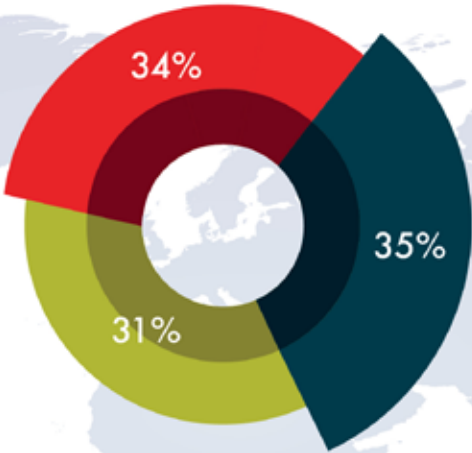
5,000+

Licensing opportunities posted



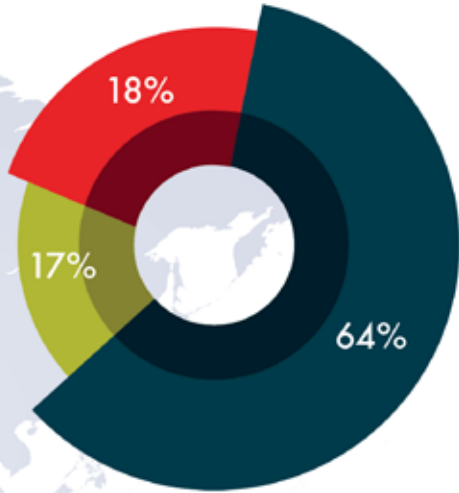
INDUSTRY

- BIOTECH
- PHARMA
- FINANCE
- BIOTECH R&D (CRM, CMO)
- PROFESSIONAL SERVICES (Consulting, Law)
- OTHERS (Government, Agencies, Associations, Press)



POSITION

- TOP MANAGEMENT (CEO, CSO, CFO, President, Managing Director)
- SENIOR MANAGEMENT (Director, VP)
- MIDDLE MANAGEMENT/OTHER



REGION

- EUROPE
- NORTH AMERICA
- REST OF WORLD

REGISTER NOW

BIO-EUROPE 2018 - ONE EVENT - THREE DAYS.

COUNTLESS OPPORTUNITIES TO ENGAGE WITH GLOBAL LIFE SCIENCE PARTNERS.

ONE-TO-ONE MEETINGS

Foster your next partnership. Access hundreds of potential partners with the world's leading web-based partnering system, partneringONE®.

PITCH YOUR COMPANY

It's your time to truly shine. Presenting at BIO-Europe is the most direct way to get your innovative asset or idea directly in front of real decision makers.

GAIN INSIGHT

Hear knowledge that empowers you from key biotech and pharma leaders who will discuss the latest industry trends in workshops and panels.

SHOWCASE YOUR BRAND

Allow thousands of people to see your company with one of our flexible and tailored solutions. Contact us if you are interested in Sponsorship or Exhibit opportunities.

INFORMAL NETWORKING

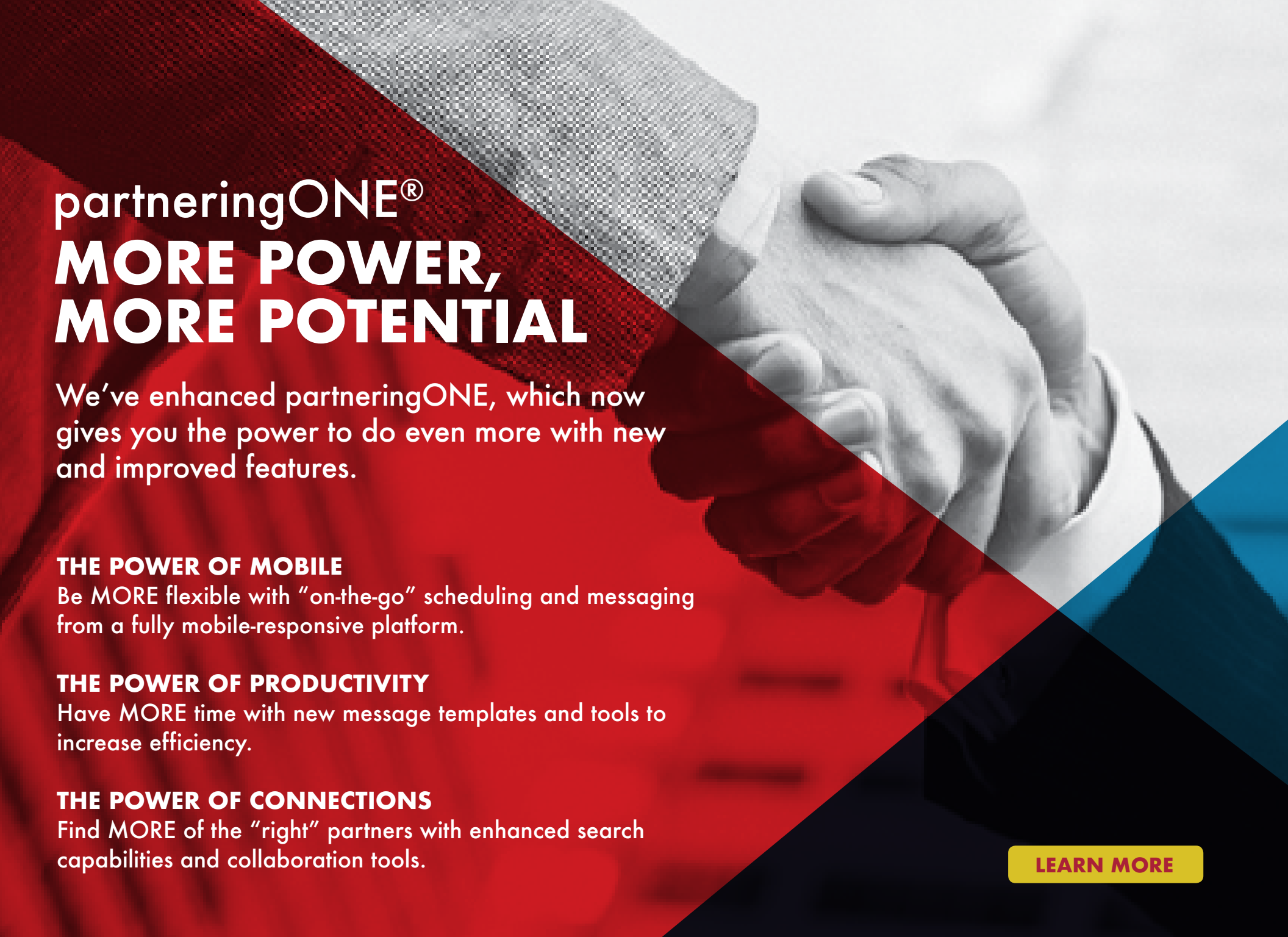
At BIO-Europe, there are plenty of opportunities for you to network—in-between partnering meetings, program sessions, during lunch, receptions, in the exhibition, and our special evening networking receptions...

PRE-EVENT COURSE

Our hands-on, practical course is an ideal opportunity to boost your business development skills right before BIO-Europe.



REGISTER NOW



partneringONE®

MORE POWER, MORE POTENTIAL

We've enhanced partneringONE, which now gives you the power to do even more with new and improved features.

THE POWER OF MOBILE

Be MORE flexible with "on-the-go" scheduling and messaging from a fully mobile-responsive platform.

THE POWER OF PRODUCTIVITY

Have MORE time with new message templates and tools to increase efficiency.

THE POWER OF CONNECTIONS

Find MORE of the "right" partners with enhanced search capabilities and collaboration tools.

[LEARN MORE](#)



SPOTLIGHT ON

COPENHAGEN

Greater Copenhagen is a vibrant metropolitan region that is home to Medicon Valley, one of the world's leading life science clusters.

MEDICON VALLEY HAS CRITICAL MASS

- 40,000 people employed in life sciences
- 90% are Scandinavian life science graduates
- 9 leading life science universities, 11 university hospitals
- 23+ science parks and incubators
- 350+ biotech, medtech and pharma companies with local R&D

MEDICON VALLEY'S ECOSYSTEM IN SHORT

- Three global R&D pharmaceutical companies
- Groundbreaking research in unmet medical needs
- One of the most exciting pipelines of life science research
- World-class research facilities
- Large investment of public money

[FIND OUT MORE](#)

SHOWCASE YOUR BRAND

EXHIBIT OPPORTUNITIES



MAKE THIS HIGH-TRAFFIC MARKETPLACE IN THE HEART OF THE CONFERENCE YOUR STAGE TO SHOWCASE YOUR BRAND AND STAND OUT.

What is included:

- Standard exhibit space 6 sqm including back panel and partition panels as needed
- Two registrations with access to the partnering system
- Opportunity to schedule partnering meetings at your booth
- Listing with logo, hyperlink and company name on the conference website
- Company profile in the partnering section of the conference website
- Company name listed in the conference guide

Exhibition Pricing

The cost for the standard exhibitor package is EUR 7,950.
VAT will be added as applicable.

**Reserve your prime location now -
first come first served.
There are only a few spots remaining!**

**CONTACT US TO DISCUSS
YOUR IDEAS:**

CONTACT:

Sanne Dech
+49 7132 343 098
sdech@ebdgroup.com

BOOK YOUR BOOTH NOW

SHOWCASE YOUR BRAND

SPONSORSHIP OPPORTUNITIES

Position your company among the innovators of the life science industry through a sponsorship that will improve your visibility to prospective licensing and research partners.

SPONSORSHIP LEVELS:

	REGISTRATIONS	PROMOTION IN SIGNAGE	PREEVENT MARKETING Listing on website, print brochure, emailings	PRIVATE MEETING ROOM	EXHIBITOR SPACE	PARTNERING MEETING PRIORITY
PLATINUM EUR 33,000	6	✓	✓	✓	15m ²	✓
GOLD EUR 25,000	4	✓	✓	OPTION OR	12m ²	✓
SILVER EUR 16,500	2	✓	✓		6m ²	✓

ADDITIONAL OPPORTUNITIES:

In addition to the three basic sponsorship levels, we offer various other opportunities designed to increase your company's visibility.

Some example opportunities:

- Name badge
- Lanyard
- Conference guide
- Luncheon
- Receptions
- Editorial piece
- Internet/partnering terminals
- Charging station
- Partnering booth kit

Contact us to receive a tailored proposal based on your objectives!



EUROPE CONTACT:

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Tom Voigt
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CONTACT US!

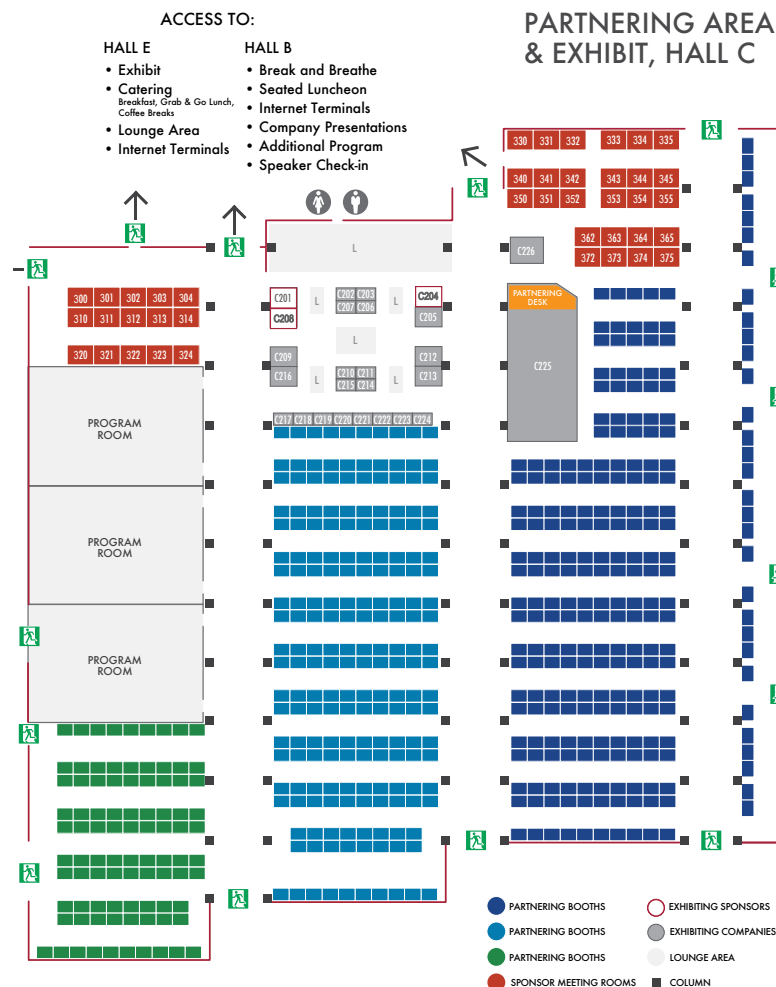
CONFERENCE VENUE

BELLA CENTER COPENHAGEN / Center Blvd. 5, 2300 Copenhagen, Denmark

BIO-EUROPE®

NOVEMBER 5-7, 2018
BELLA CENTER
COPENHAGEN, DENMARK

- EXHIBITING SPONSORS
- EXHIBITING COMPANIES
- CATERING
Breakfast, Grab & Go Lunch, Coffee Breaks
- LOUNGE AREA
- INTERNET TERMINALS
- COLUMN



Plan your visit! Hotels are filling up fast. Book your room now. Subject to change.

[VIEW CONFERENCE HOTELS](#)

[REGISTER NOW](#)

DID YOU KNOW?

Copenhagen is connected to Sweden's third largest city, Malmö, via the 8K long Öresund Bridge.

**50% OF
COPENHAGENERS**



**COMMUTE TO
WORK EVERY DAY
ON BICYCLE—COME
RAIN OR SHINE.**

Danes have
a unique word
"HYGGE"
for that cozy feeling
of relaxing
in great
company.

THERE ARE MORE  THAN
INHABITANTS IN COPENHAGEN
& 375 KILOMETRES OF CYCLE TRACKS.

Copenhagen has more
MICHELIN-STARRED
restaurants than any
other city in Scandinavia.

THE LITTLE MERMAID, OR DEN LILLE HAVFRUE, IS
THE MOST ICONIC LANDMARK IN COPENHAGEN.
Sculpted by Edward Eriksen in 1909, this gorgeous bronze
statue was inspired by Hans Christian Andersen's fairy tale.

Tivoli is a breathtaking urban fairy-tale park that is believed to have inspired Walt Disney in his thrilling and captivating theme park creations.

EDUCATIONAL COURSE TO HELP YOU SHARPEN YOUR SKILLS.

This hands-on, practical pre-event course is an ideal opportunity to gain fundamental BD skills that can be implemented immediately at BIO-Europe.



ADVANCED BUSINESS DEVELOPMENT COURSE

November 2–4, 2018

AC Hotel Bella Sky Copenhagen, Copenhagen

Boost your business development skills in a hands-on, practical course!



**Advanced Business
Development Course**

[LEARN MORE](#)

**IF YOU HAVE ANY QUESTIONS
PLEASE CONTACT US:**

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[REGISTER NOW!](#)

GAIN INSIGHT FROM INDUSTRY EXPERTS

- First-hand advice from industry leaders to enhance your strategy
- 70 speakers, 150+ company presentations, 25 workshops and panels



Mette Kirstine Agger



Thomas Dyrberg



Cat Oyler



Marcus Schindler



Kate Bingham



Isabelle de Cremoux

Improve your business strategy by hearing directly from the experts on hot topics such as:

- Partnering opportunities in China
- Pharma and VC collaborations
- The microbiome and its implication on other therapeutic areas
- Digital health: The convergence of biopharma and technology
- BD strategies in immuno-oncology
- Cell and gene therapies

Featured Speakers:

Mette Kirstine Agger – Managing Partner, Lundbeckfonden Ventures

Thomas Dyrberg – Managing Partner, Novo Ventures

Cat Oyler – Global Head, Strategy and Operations, Johnson & Johnson
Global External Innovation

Marcus Schindler – Senior VP, Head, External Innovation and Strategy, Novo Nordisk R&D

Kate Bingham – Managing Partner, SV Health Investors

Isabelle de Cremoux – CEO and Managing Partner, Seventure

[SEE FULL PROGRAM](#)

[SEE ALL SPEAKERS](#)

**IF YOU HAVE ANY QUESTIONS
PLEASE CONTACT US:**

Michelle Cheesbrough
EBD Group
mcheesbrough@ebdgroup.com

[REGISTER NOW](#)

COMPANY PITCHES



PRESENTATION TRACKS

BIOTECH COMPANY

Biotech companies can partner their products, initiate strategic alliances and tap into the global financing network.

MIDSIZE PHARMA

This track reflects increased demand for midsize pharma presentations. Find your perfect fit partners.

NEXT GENERATION

The most direct way for early stage projects and small entrepreneurial companies to get their innovative asset or idea directly in front of potential partners.

ACADEMIC INNOVATORS

Academic researchers and technology transfer offices can apply to present their asset or idea to funding and development partners.

- Selected companies will pitch their partnering opportunities through company presentations.
- Qualifying companies give 7 to 15-minute pitches on their research focus, phase of development, current funding partners, and ideal next partners

APPLY TO PRESENT

PARTICIPATING COMPANIES

**IF YOU HAVE ANY QUESTIONS
PLEASE CONTACT US:**

Matias Laquoi
EBD Group
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mlaquoi@ebdgroup.com

REGISTER NOW!

INFORMAL NETWORKING

EVENING EVENTS AT STUNNING LOCATIONS



SUNDAY:

City Hall, Copenhagen

Copenhagen City Hall is the headquarters of the municipal council as well as the Lord Mayor of the Copenhagen Municipality, Denmark. The building is on The City Hall and was built in 1892–1905. It was designed by the architect Martin Nyrop in the National Romantic style, drawing inspiration from the Siena City Hall, Italy. In recent years The City Hall has been used for scenes in Danish hit TV series like "The Killing" and "Borgen."



MONDAY:

The Royal Danish Opera House

The landmark architecture of The Opera House offers the perfect setting, with its transparent grand foyer, panoramic views, sculpted maple wood interiors and artist Olafur Eliasson's magnificent light sculptures. It is a donation from the A.P. Møller and Chastine McKinney Møller Foundation to the Danish people. The Opera House is clad with southern German Jura Gelb limestone, and the foyer features Sicilian Perlatino marble. The wall of the auditorium facing the foyer is clad with maple wood, and the ceiling in the main auditorium is adorned with 105,000 sheets of 24 carat gold leaf, equivalent to 1.5 kilos of gold.



TUESDAY:

Lokomotivværkstedet

This 120-year-old Central Train Workshop with floor-to-ceiling windows and a roof structure made of wood and glass creates an atmosphere filled with natural light and impressive architecture. The rustic 9,000 square meter hall has access to a magnificent garden with pavilions and an antique ticket booth. The central workshop carried out extensive inspections of the many steam locomotives serving Copenhagen, sometimes taking eight months to inspect all the components.

Enjoy food, drinks, and ambiance as you continue to network and build relationships with existing and potential partners at some of the most spectacular venues in the city.

REGISTER NOW!

REGISTRATION OPTIONS:

GENERAL REGISTRATION EUR 2,295*

Each individual registration includes:

- Submission of up to 150 requests per company for one-to-one meetings during the conference.
- Access to all workshops, presentations, panel discussions and the exhibition area.
- Publication of your company and personal profiles on partneringONE®.
- Breakfast, lunch, snacks, coffee and other non-alcoholic beverages in the conference center.
- Evening networking events.

All registration fees are subject to 25% Danish VAT.

*EARLY REGISTRATION FEE available through August 31, 2018. After August 31, registration fee is EUR 2,495.

UPGRADE YOUR REGISTRATION

We offer different opportunities for your company to gain extra visibility.

Please click on the options below to find out more:

EXHIBIT

SPONSOR

ACADEMIC REGISTRATION

Tech Transfer Officers: EUR 1,895*

Primary Investigators: EUR 1,095*

EBD Group is working with the life science industry to shine a spotlight on extraordinary scientific advances with strong translational potential. All nonprofit universities, institutes, tech transfer offices and hospitals are encouraged to take advantage of the special academic rate for tech transfer officers and primary investigators.

This rate cannot be combined with any other discount, such as a delegation discount or multiple attendee discount.

* For more information about this reduced rate, please contact: Catharine Moreno Finan at cmoreno@ebdgroup.com.

All registration fees are subject to 25% Danish VAT.

ADDITIONAL WAYS TO ATTEND:

ATTEND WITH YOUR ENTIRE TEAM

Companies with three full-paying delegates will receive one complimentary ticket for the fourth attendee from that company.

Please register each attendee, noting who should receive the complimentary ticket.

PRESS REGISTRATION

Journalists writing for industry-specific news/publishing organizations are welcome to attend BIO-Europe 2018 free of charge provided the terms of our press policy are satisfied.

ORGANIZE A DELEGATION

BIO-Europe 2018 is proud to welcome delegations from all over the world. We offer special incentives to support delegation organizers.

If you are interested in organizing a delegation to BIO-Europe 2018 please contact Tom Voigt at tvoigt@ebdgroup.com for more information.

IF YOU HAVE ANY QUESTIONS
PLEASE CONTACT US:

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chamilton@ebdgroup.com

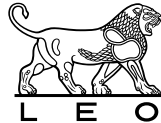
REGISTER NOW!

THANK YOU SPONSORS!

REGIONAL HOST SPONSORS

COPENHAGEN
CAPACITY

invest in skåne
part of business region skåne



novo
holdings
Investors in life science



novozymes

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Lonza

MERCK

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Lilly

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