

10TH ANNUAL INTERNATIONAL PARTNERING CONFERENCE

BIOPHARM AMERICA™

SEPTEMBER 26-27, 2017 // SHERATON BOSTON HOTEL, BOSTON, MA

Meet more key decision makers in
two days than you could all year!

Produced by

EBD
GROUP

Supported by

 **MassBio**
MASSACHUSETTS BIOTECHNOLOGY COUNCIL

ebdgroup.com/bpa

ACCESS MORE Capital, Innovation, and Partners

BioPharm America™ brings you unparalleled access to global decision makers while increasing the overall focus on innovation.

800+

Executive-level
attendees attracted

550+

Attending companies

2,400+

One-to-one partnering
meetings

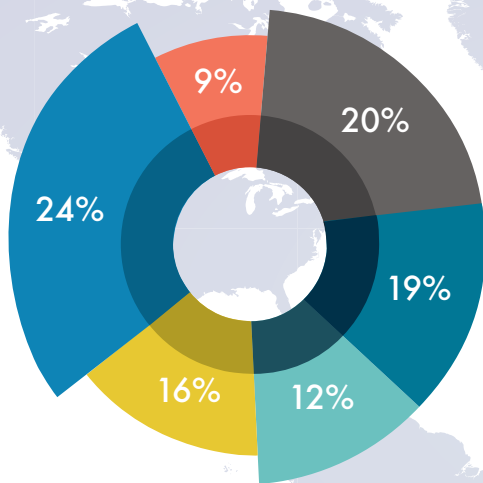
86

Speakers

100

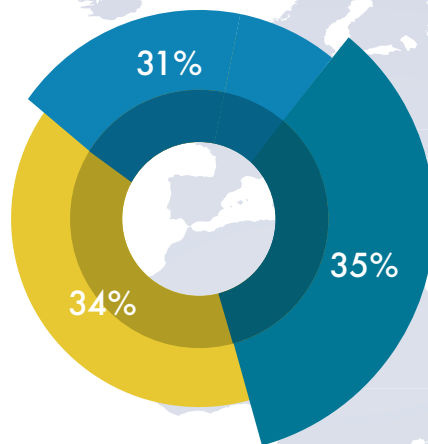
Biotech and startup
presentations

2016 Attendance



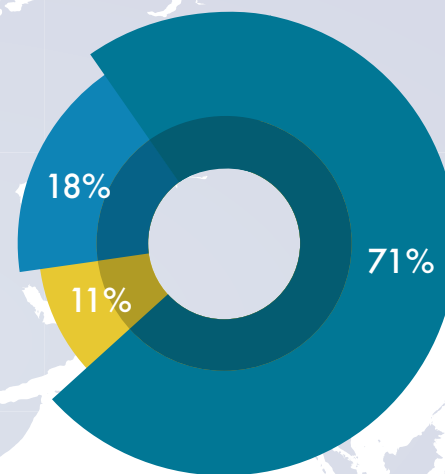
INDUSTRY

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



POSITION

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



REGION

- ASIA PACIFIC
- EUROPE
- NORTH AMERICA

MAXIMIZE YOUR BUSINESS STRATEGY



PARTNER

Partnering meetings are the basis for much of the M&A and strategic collaborations that propel advances in the drug development industry.

- Find and meet the right people for your company's collaborative goals.
- Unlimited opportunities for one-to-one meetings with potential partners facilitated by partneringONE®.
- Access hundreds of licensing opportunities spanning top therapeutic areas.



NETWORK

High-caliber networking in an intimate setting.

- Foster new and renewed relationships at evening events and receptions.
- Meet cutting edge startup companies from top innovation clusters.



GAIN INSIGHT

Unparalleled access to global decision makers in an elevated format that highlights innovation.

- A robust program spanning the hottest topics in the life sciences.
- Panels and workshops featuring key opinion leaders.

PRESENT

Leading biotech companies and innovative startups will pitch their partnering opportunities through company presentations.

- Qualifying companies give 15-minute pitches on their research focus, phase of development, current funding partners, and ideal next partners
- Premier access to potential collaborators from pharma business development and venture capital firms.

Contact Camille Del Carmen for information:
cdelcarmen@ebdgroup.com +1 760 692 5923

EXHIBIT

Position your company among the innovators of the life science industry.

- Gain recognition for your corporate brand.
- Build lasting partnerships with the right audience.

Contact Christina Hundschell Dela Cruz for information:
chundschell@ebdgroup.com +1 760 692 5905

NEW THIS YEAR!

BioPharm America is part of Biotech Week Boston
Driving the future of the life science industry

All BioPharm America delegates have access to Biotech Week Boston, September 25–28

This festival of concurrent events provides select networking opportunities with life science leaders, scientists and innovators, and the brightest minds from Boston's exciting biotech epicenter.

Biotech Week Boston

FIND OUT MORE!
biotechweekboston.com

Get your company in front of more
potential partners!

- Network with 4,500+ life sciences leaders, scientists and innovators
- Attend 8+ executive-level special events
- Full access to 5+ keynote presentations including industry leaders such as:



Flemming Ornskov, MD, MPH
Chief Executive Officer, Shire



J. Craig Venter, PhD
Co-Founder, Executive Chariman, Head of
Scientific Strategy, Human Longevity, Inc.

#BioPharmUSA

Register now! www.ebdgroup.com/bpa



Are you a Biotech Startup?

BREAK INTO THE LIFE SCIENCE INNER CIRCLE

SPECIAL OFFER FOR STARTUPS ONLY \$895 *

Network

Connect with hard-to-reach partners from global pharma and finance in search of innovation

Pitch

Apply to pitch your company directly to investors in the Startup Pitch competition

Startup Toolkit

Designed to give early stage companies a jump start toward success for your launch or commercialization strategy

Partner

Meet and present your licensable asset in prescheduled one-to-one meetings

BioPharm America is the source for relationships you need to get ahead. Engage with high-caliber strategic partners and investors to advance your innovation.

*Special rate only applies to first-time attendees, and qualifying startups. Visit website to see if your company meets the criteria.

**PITCH COMPETITION
SEPT. 26TH**

BREAKTHROUGH SCIENCE:

Translational Impact Forum presented by Charles River

Charles River has proudly partnered with the EBD Group to provide the scientific program for this year's BioPharm America™ Conference. This exciting two-day program aims to bridge the gap between drug discovery and clinical application.

Attendees will gain insight into how clinical data can be used to successfully develop the next generation of animal models, tools and technologies that lead to the development of effective therapies.



Featured Keynote Speakers:



James C. Foster,
Chairman of the Board, President
and Chief Executive Officer,
Charles River Laboratories



Jake Lusk, PhD,
Professor of Microbiology,
Human Genetics and Medicine,
University of California, Los Angeles



Francesco Merincola, MD, FACS,
Distinguished Research Fellow in
Immuno-Oncology, AbbVie



David Sabatini, MD, PhD,
Member, Whitehead Institute;
Professor of Biology, MIT;
Investigator of the Howard
Hughes Medical Institute;
Senior Associate Member,
Broad Institute

INDUSTRY LEADERSHIP

Speakers and Advisory committee *as of 7/21/17



Christine Brennan
Principal, Novartis Venture Fund



Sohini Chowdhury
Deputy CEO, Michael J Fox Foundation



Michael Cooke
CSO, Magenta Therapeutics



Chris Garabedian
Chairman and CEO, Xontogeny



Philip Gotwals
Head, Search and Evaluation
Strategic Alliances, Novartis
Institutes for BioMedical
Research, Inc.



Darren Ji
Venture Partner, Lilly Asia Ventures



Kevin Johnson
Partner, Medicxi



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Managing Director,
RA Capital Management, LLC



Eddie Martucci
Co-Founder and CEO, Akili
Interactive Labs; VP, PureTech Health



Ed Silverman
Senior Writer and Pharamlot
Columnist, STAT News



Aaron Schwartz
Director, R&D Innovation Sourcing,
Novo Nordisk Inc.



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Founder and Editor,
Timmerman Report



Patrick Tricoli
CEO, Nanobiotix USA



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Associate, Lightstone Ventures



Geeta Vemuri
Managing Partner, Agent Capital



Jimmy Wei
Venture Partner, KPCB

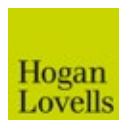
See these speakers and more at BioPharm America
View the full list of speakers at ebdgroup.com/bpa

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Are you interested in sponsoring BioPharm America?
Contact us if you are interested in 2017 Sponsorship or Exhibit Options

Tina Gunnink
Director, Business Development
EBD Group

760-692-5902
tgunnink@ebdgroup.com

PROGRAM / TUESDAY - SEPTEMBER 26

Pitch and Partner

- One-to-one meetings
- Pharma and large biotech presentations
- Biotech presentations

Translational Impact Forum: Inaugural Charles River World Congress on Animal Models in Drug Discovery & Development

Keynotes

- Historical perspective on reverse translational medicine
- The microbiome, sex and diet: Implications for metabolic studies
- Bench to bedside in oncology: Translation of cancer vaccines from mouse models to human clinical trials

TRACK ONE:

Approaches for rare and neglected diseases

TRACK TWO:

Practical applications of bedside to bench reverse translation

TRACK THREE:

Novel in vitro models for drug discovery: technologies and trends

Strategy and Business

- What's the next big thing on investors' wish list?
- Alternative financing and venture philanthropy
- Why Chinese investors are pouring big money into biotech

Pitch and Partner

- Biotech Presentations

Startup Program

- How to avoid VCs and still get the money you need
- Startup pitch competition

Networking

- Exhibit hall reception

TUESDAY FEATURED SPEAKERS



Carole Burns
Senior Licensing Associate,
Johns Hopkins Technology Ventures



Nilesh Kumar
Partner, Novo Ventures



Charles Kunsch
Director, AbbVie Ventures

PROGRAM / WEDNESDAY - SEPTEMBER 27

Pitch and Partner

- One-to-one meetings
- Biotech presentations

Translational Impact Forum: Inaugural Charles River World Congress on Animal Models in Drug Discovery & Development

Keynotes

- Application of genomic data to immuno-oncology
- Translating animal studies to successful human therapies
- Using human metabolomic data to design animal studies

TRACK ONE:

Improving translatability of animal models in drug discovery DIAMOND mice for the study of NASH

TRACK TWO:

Non-traditional animal models for drug discovery

TRACK THREE:

How reverse translation has influenced animal model creation

Startup Program

- Introduction
- EBD Academy Buzz Session
- How to tell your story
- Establishing and protecting your IP
- The partnership before the partnership: Working with a CRO to get the most out of your first trial
- Valuing your startup: How does the valuation process work?

Strategy and Business

- Beyond IO: A future free from silos
- What's the next big thing on pharma's wish list?
- Cell and Gene Therapies: From discovery to commercialization

Networking

- Closing reception

WEDNESDAY FEATURED SPEAKERS



Lizabeth Leveille
Associate VP and Head,
Boston Innovation Hub,
BD&L, Merck



Chandra Ramanathan
Head, East Coast Innovation
Center, Bayer



Rafaële Tordjman
Special Advisor,
Sofinnova Partners

ADDITIONAL PROGRAM / MONDAY, SEPTEMBER 25, 2017

TWO INFORMATIVE ONE-DAY COURSES HAVE BEEN CAREFULLY DEVELOPED FOR YOU

Improve your out-licensing activities, increase your chances of closing deals for your assets. And deal structuring will provide you with definitive advantages during future negotiations.

OPTIMIZING OUT-LICENSING ACTIVITIES: BUSINESS DEVELOPMENT MASTERCLASS

This Masterclass will present a four-part framework to help you design or improve your own out-licensing process.

- **Asset marketing:**
Examine best practices to make certain your marketing materials for the asset are targeted.
- **Outreach plan:**
Put yourself in an advantageous position by developing a strategic outreach plan.
- **Execute:**
Gain practical advice on how to execute the outreach plan with methods, ideas and tracking hints.
- **Follow up:**
Learn to transform initial meetings into long term lucrative relationships.

PRODUCT VALUATION AND DEAL STRUCTURING: BUSINESS DEVELOPMENT MASTERCLASS

This intensive and in-depth course in product valuation and deal structuring will provide you with definitive advantages during future negotiations.

- **Examine** valuation concepts and understand why valuations differ between similar technologies
- **Review** valuation methods, techniques and factors to ensure you are estimating both risk and return adequately
- **Examine** why valuations of the same asset may differ impacting on negotiations
- **Participate** in group case studies from the point of view of the "buy-side" and the "sell-side" to gain an appreciation of challenges both parties encounter
- **Learn** to forecast revenue using both patient and market data to accurately value an asset in preparation for negotiations

ACCESS CAPITAL, INNOVATION, AND PARTNERS AT BIOPHARM AMERICA

Call us if you have any questions: +1 760 930 0500

REGISTER NOW

REGISTRATION OPTIONS:

GENERAL REGISTRATION USD 2,095

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®.
- Evening networking events.

BIOTECH STARTUPS USD 895

Special rate only applies to first-time attendees.
To qualify the company must:

- Have been created in the past five years
- Have fewer than ten employees
- Be developing new therapeutic products, technology platforms or digital medicine technologies.
- Aggregate financing of USD 12 million or less

[Find out more!](#)

PRESENTING COMPANIES

Presentation fee per company: USD 1,100

Registration fee per presenter: USD 1,895

- Increase your company's visibility and generate interest among over 900 active BD executives.
- Put your licensable asset on the opportunity map
- Pitch your company to top-tier VCs, pharma and private equity firms
- Frame your global strategy with companies from over 30 countries

[Find out more!](#)

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.

PRESS REGISTRATION

Journalists writing for industry-specific news/publishing organizations are welcome to attend BioPharm America 2017 free of charge provided the terms of our press policy are satisfied.

ORGANIZE A DELEGATION

BioPharm America is proud to welcome delegations from all over the world. We offer special incentives to support delegation organizers.

[Contact us now!](#)

HOTEL RESERVATIONS

Guest rooms are offered at a discounted rate to conference attendees. Rooms are extremely limited, and are available on a first come, first served basis.

Discounted Room Rates:

Single/Double Room USD 329* per night

The deadline to receive the discounted room rate is September 8, 2017 and is subject to room availability.

* Price does not include taxes and any other incidentals.

CONFERENCE VENUE:

Sheraton Boston Hotel
39 Dalton St.
Boston, MA 02199 USA