



BIO Asia-Taiwan

July 24-28, 2024

International Conference & Exhibition

**Global View**  
*with Asian Touch*



**2024 BIO Asia-Taiwan Webinar**  
**BIO One-on-One Partnering™**  
**& Event Preview**

[www.bioasiataiwan.com](http://www.bioasiataiwan.com)





BIO Asia-Taiwan  
July 24-28, 2024

ONE  
PARTNERING™  
Powered by BIO

# WELCOME TO THE BIO One-on-One Partnering™ & Event Preview Webinar



HOSTED BY



**Wallace Lin**

Secretary General



**Mackensie Verneti**

Vice President,  
Partnering



Diamond Biofund  
鑽石生技投資股份有限公司

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July 24-28, 2024

Thanks to our BIO One-on-One Partnering™  
system sponsor



**Diamond Biofund**  
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# Webinar Agenda

- Overview of the event & schedule
- Preview of conference sessions and programming
- BIO One-on-One Partnering Overview, Tips & Best Practices
- Live demo of the BIO One-on-One Partnering system
- Q&A with the speakers



# Joint Effort with *BIO Asia-Taiwan*

- An annual global convention for Asia, one of the top three global BIO expos worldwide, Asia's largest.
- Co-organized with BIO of USA, collaborated with the International Council of Biotechnology Associations (ICBA), since 2019.
- Planning to expand the scale of the participation from the APAC region in 2024
- A global/regional platform to facilitate
  - ✓ Branding with related ecosystem-conference and exhibition
  - ✓ BD- One-on-One Partnering and Company Presentation/Pitches
  - ✓ Communicate with policy maker and publics- Forum and Panels
  - ✓ Collaborate



# Accessing International Industry & Government Networks

- **Biotech is a key sector under the Taiwan government's development focus.**



Ing-wen Tsai, President, Taiwan  
James C. Greenwood, Former CEO, BIO  
Johnsee Lee, Chairman, BIO Asia-Taiwan  
Representatives from Trade Offices  
(2021)



Ching-Te Lai  
President elect, Taiwan



Ing-wen Tsai, President, Taiwan  
James C. Greenwood, Former CEO, BIO



Chen Chien-Jen  
Former Vice President,  
Taiwan



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# BIO Asia-Taiwan 2023 stats





# BIO Asia-Taiwan 2023 stats



**1,600+**

**Conference attendees**



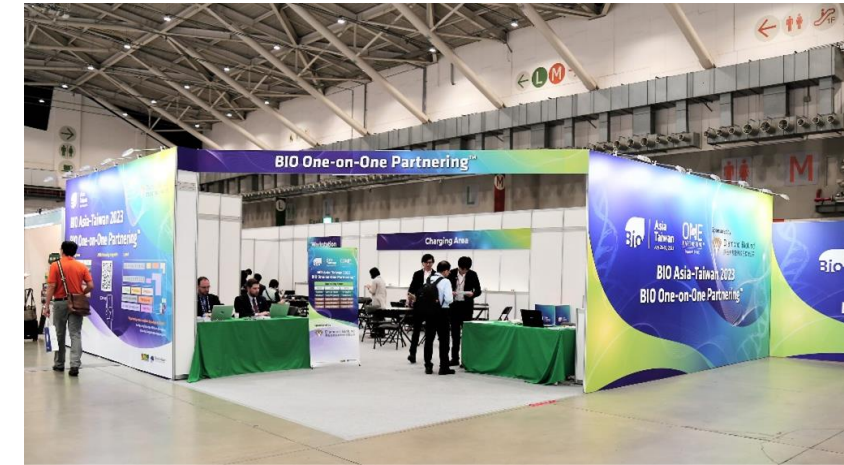
Katalin  
Karikó

Drew  
Weissman

Pieter  
Cullis

**100+**

**International speakers**



**5,500+**

**Partnering meeting request**



**120,000+**

**Exhibition visitors**



**800+**

**Exhibitors**

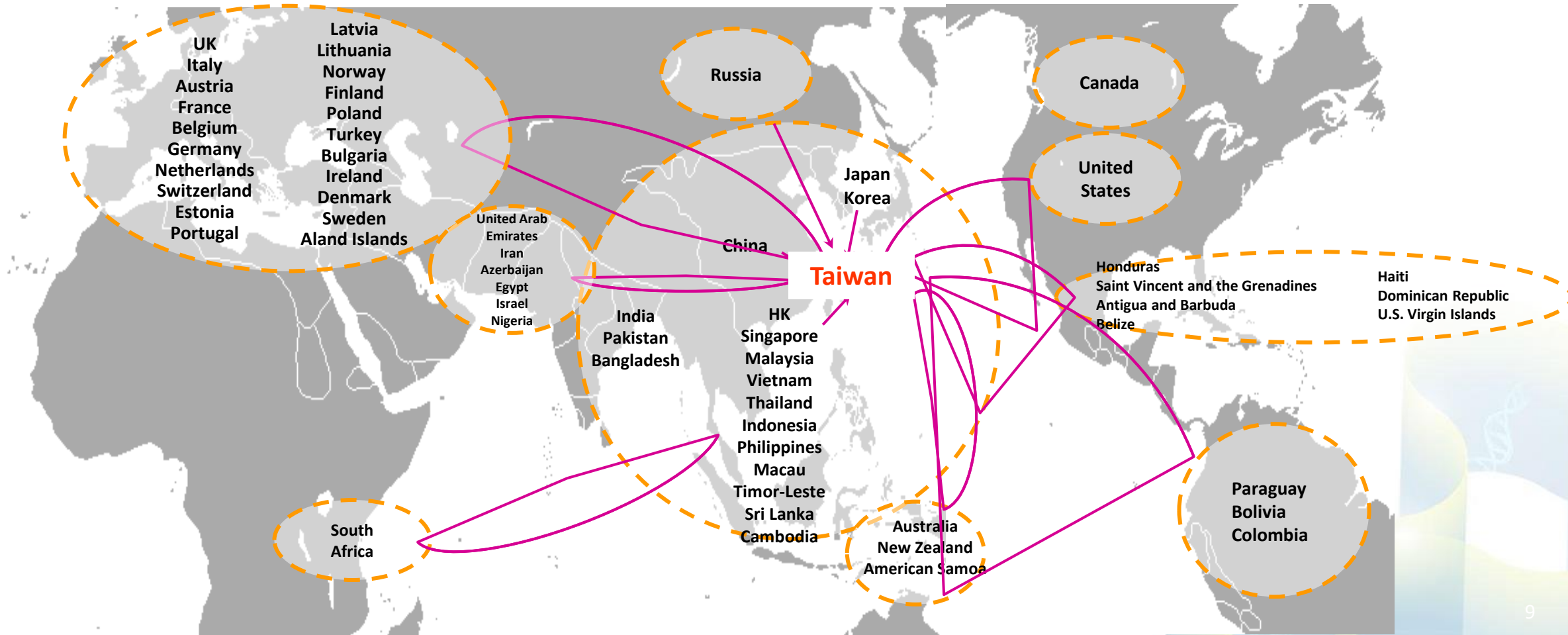


**7 sessions**

**Regional Collaboration Forum**



# BIO Asia–Taiwan 2023 attendees from 56 countries





BIO Asia–Taiwan  
July 24-28, 2024

# BIO Asia–Taiwan 2024 introduction



# BIO Asia–Taiwan 2024: Theme and Focus Areas

## *Global View, Asian Touch*

- *Market & Ecosystem*
- *Science & Technology*
- *Policy & Regulation*
- *Investment & Financing*

## Plenary

### (1) Innovation Forum

- New therapeutic modalities
- Innovative platform & tools
- Precision medicine & health
- AI for Pharma
- Digital health
- Cell therapy & regenerative medicine
- New manufacture technologies
- Satellite Symposia of special topics
- regulatory

### (2) Investment Summit

- Incubation & acceleration
- Early-stage financing
- Cross border investment
- Capital markets & IPO
- Merger & acquisition
- Company Presentations
- Start Up World Cup

### (3) Regional Collaboration Forum

- Unique ecosystem
- Infrastructure
- Value chain
- Incentives
- Regulatory Pathways and regional harmonization
- Clinical Trials



# BIO Asia-Taiwan 2024: Program

24-Jul	25-Jul	26-Jul	27-Jul	28-Jul
Wed	Thu	Fri	Sat	Sun
Conference (Hall 1 & 2)				
	Exhibition (Hall 1)			
One-on-One Partnering (7/23-24 online, 7/25-27 Hall 1)				
Banquet	Social Events (Invitation only)			

• **DATE:** July 24-28, 2024

• **Venue:**

➤ Taipei Nangang Exhibition Center  
Hall (**TaiNEX**) Hall 1 & 2

## Conference tracks

24-Jul	25-Jul	26-Jul	27-Jul	28-Jul
Wed	Thu	Fri	Sat	Sun
Plenary				
Innovation forum				
Investment summit				
Regional collaboration forum				
	Company presentations			
	Satellite symposia			

# Plenary Session Speakers



**Zubin J. Daruwalla**  
Co-Founder,  
HiruX & PwC Singapore  
Health Industries  
Leader



**Feng Zhang**  
Professor,  
Massachusetts Institute  
of Technology  
Tang Prize Laureate



**André Andonian**  
Chair of Asia Pacific and  
Strategic Advisor,  
Flagship Pioneering



**Anis Uzzaman**  
Chairman of Startup  
World Cup  
Founder & CEO  
Pegasus Tech Ventures



**Dov Moran**  
Managing Partner,  
Grove Ventures

*.....and more*

# Forum (1) : Innovation Forum

- July 24 at TaiNEX Hall 2 | July 25-26 at TaiNEX Hall 1

D&T	WED · July 24	THU · July 25	FRI · July 26
09:00	<b><u>Plenary</u></b> <b><u>(Session 1-3)</u></b> <i>Global Biotech Development</i>	<b><u>Session 6</u></b> <i>mRNA and New Therapeutic Modalities</i>	<b><u>Session 11</u></b> <i>AI for Pharma</i>
10:30			
10:45		<b><u>Session 7</u></b> <i>Taiwan BIO Awards-Successful Stories</i>	<b><u>Session 12</u></b> <i>Precision Medicine</i>
12:15			
12:25		<b><u>Session 8 (Luncheon)</u></b>	<b><u>Session 13 (Luncheon)</u></b> <i>Shaping the Future of Digital Health</i>
13:50			
14:10	<b><u>Session 4</u></b> <i>ADC Drug development and manufacturing trends challenges and solutions</i>	<b><u>Session 9</u></b> <i>Strategic Insights into CMC Program Design: Pioneering Biologics Development Excellence</i>	<b>2024 Taiwan Startup World Cup</b>
15:40			
16:00	<b><u>Session 5</u></b> <i>Frontier of Gene and Cell Therapies</i>	<b><u>Session 10</u></b> <i>Translational Medicine, A Journey from Novelty to Commercial Success</i>	
17:30			



## Forum (2) : Investment Summit

- July 24-25 at TaiNEX Hall 2

D&T	WED · July 24	THU · July 25
09:00	<b><u>Plenary</u></b> <b><u>(Session 1-3)</u></b>	<b><u>Investment Session 3</u></b>
10:30		Roadshow : Therapeutics & Pharmaceuticals
10:45		<b><u>Investment Session 4</u></b>
12:15		Roadshow : Therapeutics & Pharmaceuticals
12:25		<b><u>Investment Session 5</u></b>
13:50		Panel Discussion: Innovative Investment Strategies for New Drug Development
14:10	<b><u>Investment Session 1</u></b>	<b><u>Investment Session 6</u></b>
15:40	Roadshow : MedTech & Digital Health	Roadshow : Therapeutics & Pharmaceuticals
16:00	<b><u>Investment Session 2</u></b>	<b><u>Investment Session 7</u></b>
17:30	Roadshow : MedTech & Digital Health	Roadshow : Therapeutics & Pharmaceuticals

- Total **50** companies invited from venture capitals
- 30% from Taiwan, **70%** from overseas including Japan, Singapore, Australia, Europe, Israel...etc.

## Forum (2) : Investment Summit Speakers



**John Tsai**  
Executive  
Partner, Syncona



**Gur Roshwalb**  
Partner,  
aMoon



**Gaurav Aggarwal**  
Managing  
Partner,  
Vivo Capital



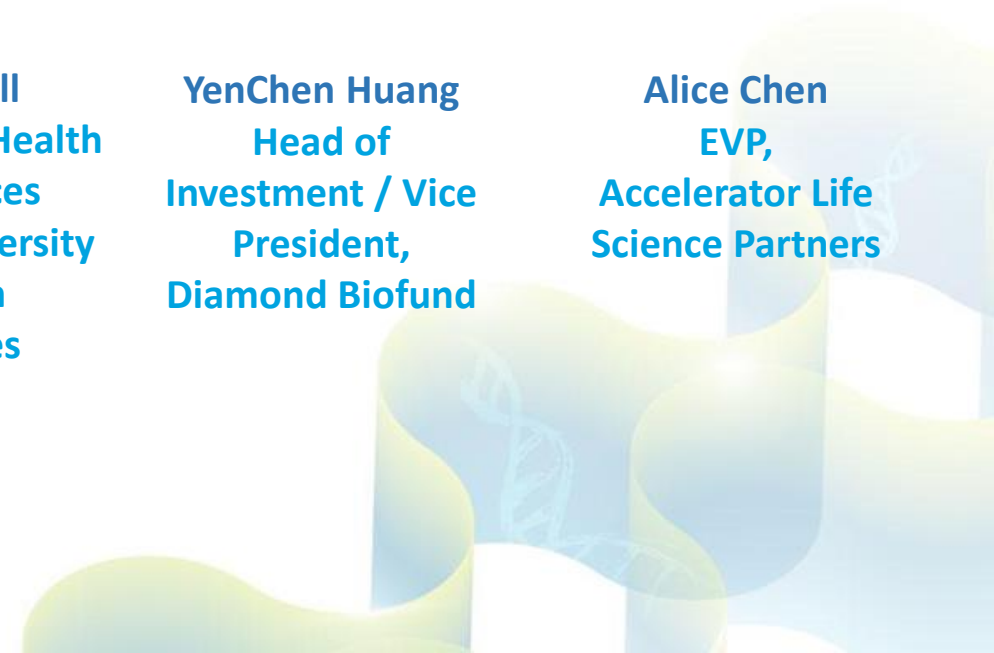
**Jorge Cortell**  
Senior Advisor Health  
& Life Sciences  
@Harvard University  
Innovation  
Laboratories



**YenChen Huang**  
Head of  
Investment / Vice  
President,  
Diamond Biofund



**Alice Chen**  
EVP,  
Accelerator Life  
Science Partners



## Forum (3) : Regional Collaboration Forum

- July 24 at TaiNEX Hall 1, July 25-26 at TaiNEX Hall 2
- Co-Operated with Taitra
- Inviting 7 Countries, over 40 overseas companies to join
- Focus on regulatory, policy and market issues

D&T	WED · July 24	THU · July 25			FRI · July 26
09:30-12:00	<u>Plenary</u>	<u>Regional Collaboration Forum</u>  <u>Joint Session</u>			
13:30-16:30	<u>Australia Session</u>	<u>Japan Session</u>	<u>Belgium Session</u>	<u>Thailand Session</u>	<u>Malaysia Session</u>





# Conference: Company Presentations

## Show the World your Company!

- July 25-26 at TaiNEX Hall 1

### Features & Benefits

- Onsite presentation 15 minutes slot
- ☒ Includes Complimentary Full Access Registration – accessible to all events
  - ☒ Enjoy added exposure – benefit from public media release
  - ☒ Maximize visibility – As one of the largest bioindustry gatherings in Asia, BIO Asia-Taiwan is the perfect platform to increase your company's visibility and generate interest among the 2000+ active VC, BD, pharma executives, research analysts, policy makers and media in attendance.



# Conference: Satellite Symposia

Hot Topics & Innovative Forum; Welcome to be a Co-organizer!

- July 25-28 at TaiNEX Hall 1

## Features & Benefits

- ☑ A half-day onsite seminar
- ☑ Co-organize the seminar with BIO Asia-Taiwan as a sponsor
- ☑ Complimentary Full Convention Access to all events
- ☑ Enjoy added exposure:
  - benefit from BIO Asia-Taiwan 2024 public media release
  - free promotion on websites, e-newsletter, etc.



# Exhibition

**Date:** July 25-28, 2024

**Venue:** 4F, Hall 1, TaiNEX

**Organizer:** Taiwan Bio Industry Organization, Chan Chao International Co., Ltd.

**Event Supporter:** Biotechnology Innovation Organization (BIO)

## 14 Themes



# Registration Packages

Program	<b>A</b> Full Convention Access	<b>B</b> Partnering & Exhibition	<b>C</b> Conference & Exhibition
<b>Conference</b> <ul style="list-style-type: none"> <li>- Innovation Forum</li> <li>- Investment Summit</li> <li>- Regional Collaboration Forum</li> <li>- Company Presentations</li> <li>- Satellite Symposia</li> </ul>	●		●
<b>BIO One-on-One Partnering</b>	●	●	
<b>Exhibition</b>	●	●	●
<b>Banquet</b>	●		
Registration Fee			
Online Registration <b>Early Bird</b> (Ends June 19)	NTD 16,100 (USD 515)	NTD 12,600 (USD 405)	NTD 11,200 (USD 360)
Online Registration (Ends July 16)	NTD 19,550 (USD 625)	NTD 15,300 (USD 490)	NTD 13,600 (USD 435)
Onsite Registration July 24-26	NTD 23,000 (USD 735)	NTD 18,000 (USD 575)	NTD 16,000 (USD 510)





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# BIO One-on-One Partnering™ Overview



# Introduction to BIO One-on-One Partnering™

*Are you seeking business development or investment opportunities? Looking for cross-border partnerships?* BIO One-on-One Partnering is the most efficient way to do business in the biopharma industry without traveling all over the world.

The system makes it easy to search for and request meetings with potential partners, biotech investors and senior business development executives. The system regularly facilitates over 70,000 meetings per year.

Use the BIO partnering system to:

- Complete a robust company profile to increase your visibility
- Search through all companies attending based on specific criteria
- Arrange business partnering meetings for BIO Asia-Taiwan
- Organize your company's meeting requests in one central location & collaborate with colleagues

# Hybrid Partnering at BIO Asia-Taiwan 2024

- In-Person and Virtual meetings
- Meetings are scheduled and rescheduled by BIO according to **required meeting participants' mutual availability & attendance type(s)**
- Participant attendance tags for accurate meeting scheduling




Wallace Lin

  In-person & Virtual



Mackensie Verneti

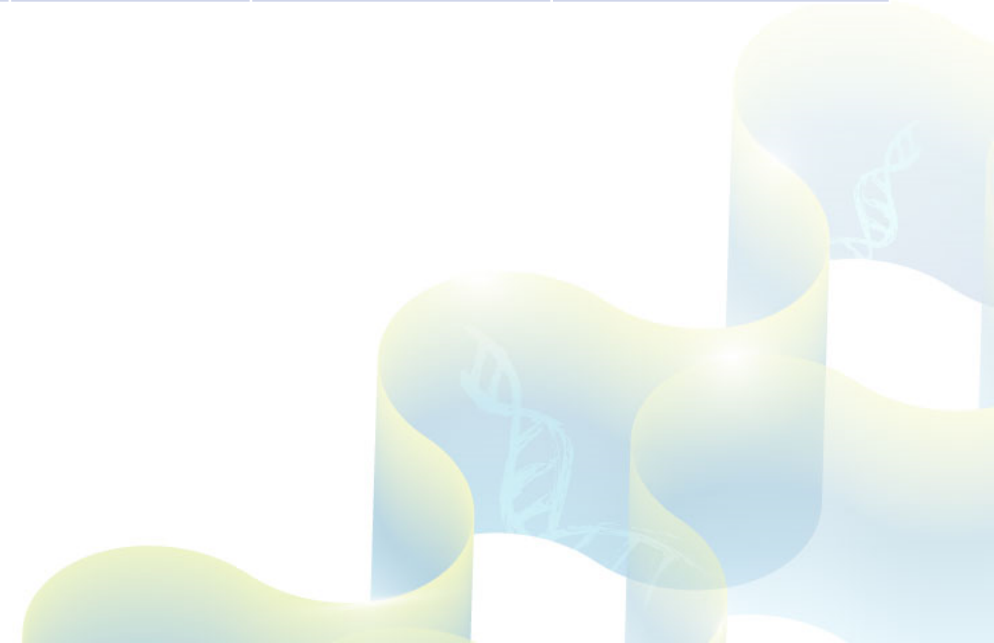
 Virtual

**IMPORTANT:** contact [biopartnering@bio.org](mailto:biopartnering@bio.org) to change your attendance type

# BIO Asia-Taiwan 2024 Partnering Times

- In-person attendees will also be able to arrange meetings virtually July 23-24
- **You must open the time slots you wish to make available for meetings**
- You do not have to take meetings at an undesirable time – refer to the time zones on the left side of your Calendar
- If you're attending onsite, make sure to reference the conference time zone to mark your availability

Day	Type	Start Time (Taipei Time)	End Time (Taipei Time)
Tuesday, July 23	Virtual	24 Hours	
Wednesday, July 24	Virtual	24 Hours	
Thursday, July 25	In-person	10:00 AM	6:00 PM
Friday, July 26	In-person	10:00 AM	6:00 PM
Saturday, July 27	In-person	10:00 AM	6:00 PM





# New for BIO Asia-Taiwan: Exhibitor Booth Partnering

- Deadline: July 5
- Exhibitors this year may opt-in to have their meetings prioritized to be scheduled at their exhibit booth(s)
- Any meetings that cannot fit (due to location or calendar availability) will be scheduled in the general partnering area - or virtually, depending on the attendance types of the meeting participants
- BIO recommends no more than 1 meeting point per 100 sq ft (approx. 9 sq. meters) of your exhibit space
- **Exhibitors are responsible for their meeting point signage**

**IMPORTANT:** contact [biopartnering@bio.org](mailto:biopartnering@bio.org) to receive the Exhibitor Partnering opt-in form if you have not already received it



Biotechnology

Innovation Organization

COMPANY PROFILE

Profile 95% complete

Visible

Update

MEETING REQUESTS

All

Incoming

Outgoing

Requested0

Accepted, to be scheduled0

Accepted, no availability0

Declined0

View all



BIO Asia-Taiwan

Search for companies and start sending requests

Search

Event Overview

Webinar

Meeting Scheduling

New Resources



BIO Asia-Taiwan

July 24-28, 2024

International Conference & Exhibition

BIO Asia-Taiwan 2024 【Onsite + Online】

Date: July 23-27, 2024

Event Venue: TaiNEX1 + TaiNEX 2, Taipei, Taiwan / Online Event Platform

## BIO ASIA-TAIWAN 2024

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### NEWS

## WHEN WILL MY MEETINGS BE SCHEDULED?

BIO schedules all accepted meetings for times mutually available among the required meeting participants. Scheduling will begin on July 10 and will continue in rounds on a rolling basis up through the conference to accommodate as many meetings as possible.

Download the partnering mobile app!

[iPhone](#) | [Android](#)

# 5 Key Steps for using the Partnering System

1. **Create/update** your company and personal profile
2. **Select your availability** for partnering meetings on your Calendar
3. **Send meeting requests** – use the Search to narrow down best opportunities
4. **Respond to all incoming meeting requests** in the Message Center
5. BIO will schedule your accepted meetings, but keep a **lookout for meetings that can't be scheduled** due to lack of mutual availability



# Adding Programs & Sessions to Your Partnering Calendar

**Calendar** Your timezone is currently set to EDT (UTC-04:00) [Click here to change](#)

1 Meeting that day

[Change availability](#) [New personal event](#) [Print](#) [Export](#)

	TUE 23	WED 24	THU 25	FRI 26	SAT 27
09	21 -1 Day				
		Non partnering hours			
		Non partnering hours			
10	22 -1 Day				
	Available	● 10:00 (UTC+08:00) Meeting Point 3 - 4F, Hall 1, TaiNEX1 Xavier Institute of Medicine			
	Not Available	10:45 - 12:15 (UTC+08:00) 4F, TaiNEX1 Session 12 - Precision Medicine Conference Program			
11	23 -1 Day				
	Not Available				
	Not Available				
	Not Available				
12	00				
	Available				
13	01				
	Available				

**Sessions and Education Topics** [View All](#)

2 Topics available

Conference Program

09:00 - 10:30 (UTC+08:00) 4F, TaiNEX1 Session 11 - AI for Pharma Conference Program	<a href="#">Add</a>
10:45 - 12:15 (UTC+08:00) 4F, TaiNEX1 Session 12 - Precision Medicine Conference Program	<a href="#">Add</a>
12:25 - 13:55 (UTC+08:00) 4F, TaiNEX1 Session 13 - Shaping the Future of Digital Health Conference Program	<a href="#">Add</a>

# What's New?

- *Somewhat new...* Target participants on meeting requests – **great for sending requests to large pharmas & delegations!**
- Export company notes from Search
- Quickly export bookmarks from the Bookmarks page
- We've given the mobile app a facelift
- Filter meeting requests by linked resources in your Message Center
- Backend optimization to improve loading times







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# Partnering Strategies



# Partnering Best Practices

## Prepare your profile

**Add** as much information as possible to help other companies find you, so you can get the right requests. Add assets, services, market products when applicable. Select specific TAs and MOAs.

## Start requesting meetings early

**Begin 4+ weeks** before BIO Asia-Taiwan to allow others time to respond. Target the most relevant prospects by using Advanced Search filters.

## Make your subject count

Meeting request subject lines should be **tailored to the target company**.

## Target your meeting request

**Provide specific benefits of partnering with your company.**

## Follow up

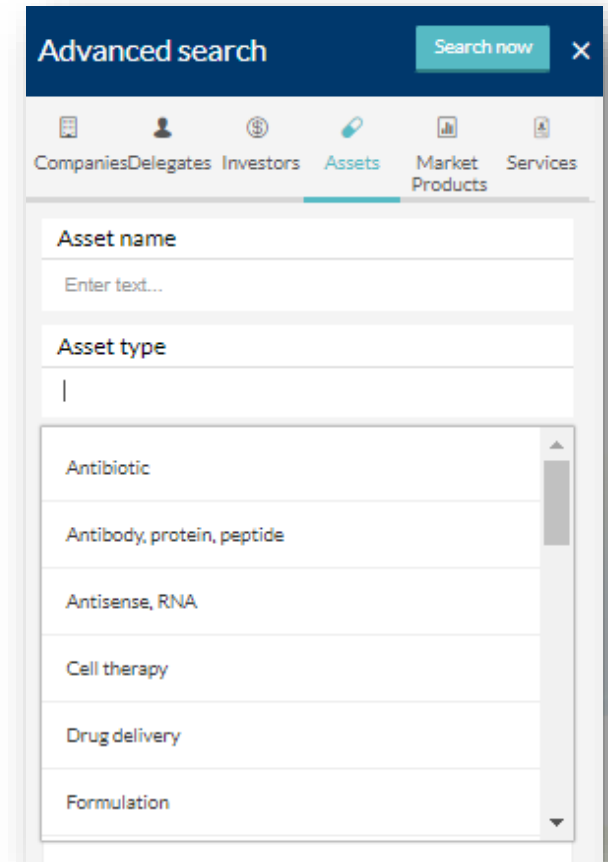
Getting close to the conference but no response? Write a **“reply only” message** to the company. **Respond to all incoming requests.**

The image shows two screenshots illustrating the process of sending a meeting request. The top screenshot is a 'New meeting request' form with fields for 'To' (Company), 'Request subject and message' (Title and Message), and a 'Send' button. The bottom screenshot is an email composition window with fields for 'From', 'To', 'Cc', 'Bcc', and 'Subject'. A red box highlights 'Meeting Request' in the 'Title' field of the form, and a red box highlights 'Email' in the 'Subject' field of the email window. A red arrow points from the 'Meeting Request' box to the 'Email' box, indicating that the subject line of the email should be 'Meeting Request'.

**Sending a meeting request with the subject line "meeting request" is no different than sending an email with the subject line "email."**

# Quick Partnering System User Tips

- Complete your company profile using specific, targeted fields like TAs, objectives, descriptions - **The brief description appears in search results page and is a great way to introduce your company and objectives!**
- Use the Advanced Search to target specific therapeutic areas & indications and isolate new companies since your last search
- Review your target's company profile - then send tailored & targeted meeting requests (TAs, portfolio fit, efficacy, safety, market assessment)
- **Respond to all incoming meeting requests – accept or decline** to keep your Message Center up-to-date
- Update your notifications settings to ensure you're receiving the messages you want from us

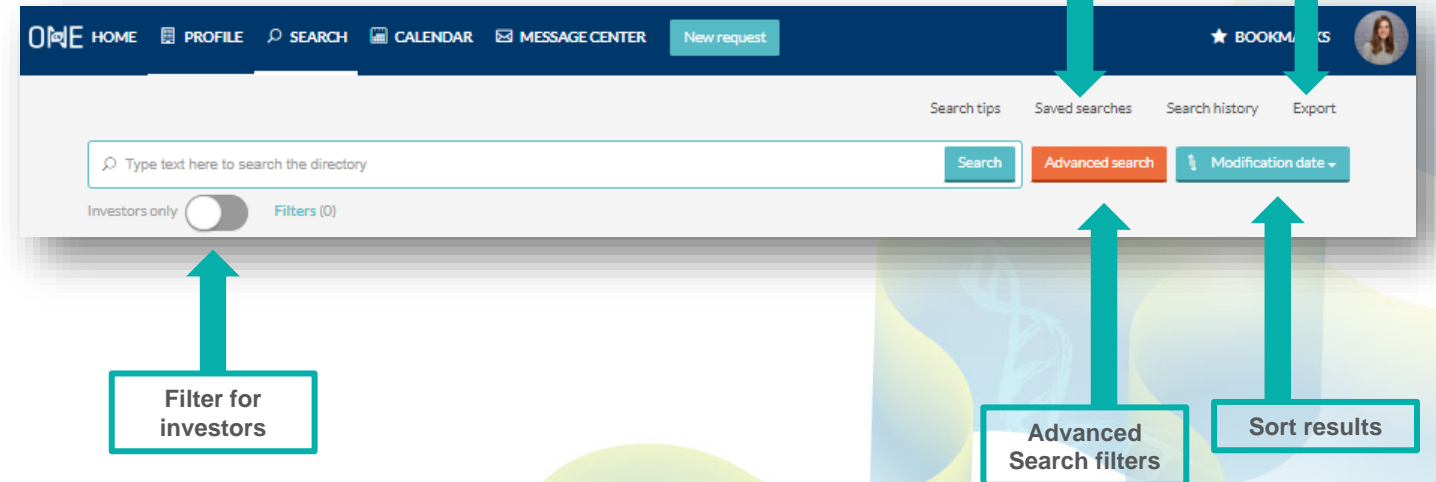


The screenshot shows the 'Advanced search' modal window. At the top, there is a 'Search now' button and a close 'X' icon. Below this is a navigation bar with icons and labels for 'Companies', 'Delegates', 'Investors', 'Assets' (which is highlighted), 'Market Products', and 'Services'. The main search area contains two input fields: 'Asset name' with a placeholder 'Enter text...' and 'Asset type'. Below the 'Asset type' field is a scrollable list of options: 'Antibiotic', 'Antibody, protein, peptide', 'Antisense, RNA', 'Cell therapy', 'Drug delivery', and 'Formulation'.

# Key Advanced Partnering System Features

- Assets, Services, Market Products within the Company Profile
- Automatic Outlook Invitations & notifications management
- "Share My Contact Information" on Meeting Requests
- Search, Calendar and Message Center Exports
- Advanced Search Filters
- Saved searches
- Message Center Filters
- Optional Meeting Participants

## Search Features:







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# BIO One-on-One Partnering™ Live Demo





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# Q&A





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# Contact us

**Exhibition (as exhibitor)** - Ms. Abby Liu [chiayi@taiwanbio.org.tw](mailto:chiayi@taiwanbio.org.tw)

**BIO One-on-One Partnering** – Ms. Haiping Cheng [haiping@taiwanbio.org.tw](mailto:haiping@taiwanbio.org.tw) & [biopartnering@bio.org](mailto:biopartnering@bio.org)

**Investment Summit (as presenter)** – Ms. Daisy Tsai [daisy@taiwanbio.org.tw](mailto:daisy@taiwanbio.org.tw)

**Company Presentations (as presenter)** - Ms. Patricia Chen [patricia@taiwanbio.org.tw](mailto:patricia@taiwanbio.org.tw)

**Registration (as attendee) and other inquiry** - [register@taiwanbio.org.tw](mailto:register@taiwanbio.org.tw)



[www.bioasiataiwan.com](http://www.bioasiataiwan.com)