



CEO & Investor Conference

February 6-9, 2023 New York, NY & Virtually



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Onsite Guide

Table of Contents

Welcome Remarks.....	1
Schedule of Events	2
BIO Event App	3
Programming and Company Presentations	4
Hotel Map	13
2023 BIO Events.....	14
2023 Advisory Committee.....	15
2023 Sponsors.....	16



Welcome to the 2023 CEO & Investor Conference



Rachel King
Interim CEO, BIO

Dear Colleagues,

Welcome to 25th year of the BIO CEO and Investor Conference!

Biotechnology is a future-facing industry. We aim to solve big problems through innovative scientific breakthroughs. But no scientist, company, or investor can do it alone. It takes a team of people – or at least a pair – to connect and then develop these life-saving discoveries.

It's still early in 2023, but we've already seen an uptick in industry activity, and I hope this conference yields further partnerships and possibilities. As BIO advocates for policies that support innovation in our sector and our companies navigate new funding realities, we understand the importance of bringing together executives and investors – and we know how to do it. Through our portfolio of global events, including the world's largest biotechnology conference, the BIO International Convention, BIO has facilitated more than 630,000 partnering meetings in our history – including more than 57,000 last year alone.

These meetings drive great ideas and propel companies that change and save lives. On behalf of all of us at BIO, thank you for your commitment to innovation and for making deals that make history. I hope you have a productive and enjoyable conference.

Rachel King
Interim CEO, BIO

Schedule of Events

Monday, February 6, 2023

TIME	EVENT
6:30am - 9:00am	Breakfast
7:30am - 6:00pm	BIO One-on-One Partnering Meetings
9:00am - 11:45am	Company Presentations
9:00am - 5:00pm	Topical Panel Sessions & Fireside Chats
11:30am - 1:00pm	Lunch
1:15pm - 5:00pm	Company Presentations
6:00pm - 7:00pm	Welcome Reception

Tuesday, February 7, 2023

TIME	EVENT
6:30am - 9:00am	Breakfast
7:00am - 5:30pm	BIO One-on-One Partnering Meetings
9:00am - 11:45am	Company Presentations
9:00am - 5:00pm	Topical Panel Sessions & Fireside Chats
11:30am - 1:00pm	Lunch
1:15pm - 4:30pm	Company Presentations
5:00pm - 6:00pm	Closing Networking Hour

Wednesday, February 8, 2023

TIME	EVENT
12:00am - 11:59pm	BIO One-on-One Partnering Meetings Virtual Meetings Only

Thursday, February 9, 2023

TIME	EVENT
12:00am - 11:59pm	BIO One-on-One Partnering Meetings Virtual Meetings Only

Maximize your time at the BIO CEO & Investor Conference with the BIO Events App

- **Connect with fellow attendees on-site and virtually**
- **Build your daily schedule with program sessions and company presentations**
- **Access key resources to elevate your conference experience**



Monday, February 6, 2023

9:00 AM – 11:45 AM **Company Presentations**

Majestic Complex

9:15 AM

Fireside Chat: Kathy Fernando, PhD, Senior Vice President and Global Head of the Partner of Choice Organization, Pfizer

South Broadway Ballroom

10:00 AM

Strategies for Raising Venture Capital or Securing Additional Financing: Tips for Biotech Executives

With the volatility of public markets in 2022, many companies have considered additional raises from venture funds or alternative financing methods. According to the Silicon Valley Bank (SvB) midyear report, biotech fundraising in the first half of 2022 was on pace with 2020 despite a record-breaking year in 2021. Join this session to review recent data from SvB on venture trends and therapeutic and platform areas of growth. Investors and other executives will then provide their outlook of 2023 financing opportunities as the sector navigates a changing macroeconomic environment.

South Broadway Ballroom

11:00 AM

Unlocking Solid Tumors' Barriers in Immuno-oncology

Immuno-oncology therapies have revolutionized the treatment of many cancers over the last decade, where its unprecedented rise was driven by the success of immune checkpoint inhibitors (CPIs) such as PD1 antibody therapies and CAR-T cell therapies. In 2021, Cowen Research valued the CPI market at \$34B (20% of the oncology market) and provided expectations that the market will increase to \$64B by 2027. Despite continued promising results, the success of cancer immunotherapy in solid tumors have been limited due to several barriers. What obstacles remain to transform outcomes for patients with solid tumors? This session provides an overview of the innovations under development for improved solid tumor immunotherapy.

South Broadway Ballroom

12:15 PM

Issues in Credit and Royalty Financing Now—Fireside Chat with Lars Enstrom, Managing Director, OrbiMed Advisors

Lars Enstrom is a Managing Director on the Credit and Royalty team, focused on structured finance and royalty investments. Previously, Mr. Enstrom held senior positions at Healthcare Capital Management, Hayfin Advisors and Fortress Investment Group. In addition, he was a Managing Director in the healthcare group at Alvarez & Marsal. Mr. Enstrom received his M.B.A. from Harvard Business School and his B.A. from Brown University.

South Broadway Ballroom

1:00 PM

Recalculating Risk vs. Opportunity in China Deal-Making

According to GBI-Healthcare data, Chinese biotechs entered into 46 out-licensing deals and 160 in-licensing deals with US or EU biopharma companies between January 2020 and May 2022. China remains strategically important for biopharma deal-making with its predicted growth and market size, projected with a current CAGR of appx 7%. However, the business environment continues to shift due to geopolitical tensions and macroeconomic and policy changes. This session reviews the key questions every biopharma company should consider to mitigate against risk and capture value when assessing cross-pacific deals.

South Broadway Ballroom

1:15 PM – 5:00 PM

Company Presentations

Majestic Complex

2:00 PM

Prioritizing CRO Spending Through a High-Inflation, Sparse-Funding Period

Atlas Venture reports in its 2022 Year in Review, there are “7000 drugs in clinical development around the world, supported by \$200B of R&D spend”. With R&D being the lifeline of many biopharma companies, companies are feeling the pressure to get more done with capital already raised against a backdrop of a volatile economic environment and uncertain capital market. What strategies are companies deploying to keep foundational R&D progressing? How are executive teams managing CROs? Are there opportunities for CROs to demonstrate better alignment with the rising costs and a tougher funding environment challenging biopharma companies?

South Broadway Ballroom

3:00 PM

Investors' ESG Expectations for Drug Developers

With more than \$500 billion flowing into ESG-focused funds over the past year, this fastest growing asset management class is rewriting expectations for biopharma companies seeking to attract and retain investment. This panel will explain the emerging risks and opportunities created by ESG funds that will increasingly impact drug developers' strategic planning.

South Broadway Ballroom

4:00 PM

Market Outlook—Convincing Hesitant Investors for IPOs versus Other Capital Alternatives

With biotechnology stock index values dipping 20% across the past year and IPO volume down more than 70%, many companies are forced to raise capital outside the traditional stock offering path, or indefinitely delay acting while tightening cash flows. A few outlier IPOs buck this trend. This panel will discuss prioritizing fundraising options including debt financing, SPAC deals, reverse mergers, and royalty arrangements amid the current higher-interest rate macroeconomic environment, as well as which IPOs and follow-on offerings ought to be able to outperform.

South Broadway Ballroom

6:00 PM – 7:00 PM

Welcome Reception

Upper Terrace 9th Floor

Tuesday, February 7, 2023

9:00 AM – 11:45 AM **Company Presentations**

Majestic Complex

9:00 AM

Resetting the Innovation Landscape for Pain and Addiction Therapeutics

The last five years have been challenging for pain R&D. A new study from BIO found that 77% of clinical drug programs active in 2017 are no longer active today. However, new therapies and new targets have entered the clinic during this time as companies remain determined to find innovative solutions for chronic pain. For addiction therapeutics, BIO found that the number of clinical drug programs for addiction increased over the five years. This panel will explore innovation in pain and addiction therapeutics, covering both recent clinical failures and promising therapies to watch over the next five years.

South Broadway Ballroom

10:00 AM

Policy Outlook: Understanding the Effects of the U.S. Inflation Reduction Act

With the passage of the U.S. Inflation Reduction Act in August, biopharma companies must consider how this impacts their portfolio. Will companies adjust their R&D investments? Will investors become more hesitant? This session will cover how to navigate the new law as executives consider the strategic, business development, and legal implications.

South Broadway Ballroom

11:00 AM

CRISPR's Impact on Next Generation Gene Therapies

In 2012, the creation of CRISPR-Cas9 revolutionized gene therapy research by providing a multi-faceted tool for editing genes. Since its invention, there has been a lot of progress in cell and gene therapy development, and it is estimated that the market for these therapies will reach \$6.2 billion by 2026. Despite this advancement, there is still much to learn about the full potential of CRISPR and its ability to support the next-generation of gene therapies and for a wider range of diseases.

South Broadway Ballroom

12:00 PM

Fireside Chat: Praveen Tipirneni, MD, MBA, Chief Executive Officer, Morphic Therapeutic Inc.

Praveen Tipirneni, MD, MBA is Chief Executive Officer of Morphic Therapeutic Inc. Previously, he was Senior Vice President of Corporate Development and Global Strategy at Cubist Pharmaceuticals, a position in which he served from 2002 until the company's acquisition by Merck in 2015. In his time at Cubist, he was a member of the clinical group working on the Cubicin NDA (skin and skin structure infections) and sNDA (Staph. Bacteremia and Endocarditis) teams. He was head of business development since January 2006. Prior to joining Cubist, Dr. Tipirneni worked at Sun Microsystems in corporate strategy, Covad Communications in Corporate Strategy, and Deltagen in business development. He also served time as a 1st Lieutenant in the U.S. Army. Dr. Tipirneni received a bachelor's degree from MIT in mechanical engineering and an M. D. from McGill University. After completing his post-graduate residency in Internal Medicine at University of Illinois, Chicago, he received his MBA from the University of Pennsylvania's Wharton School of Business in healthcare finance.

South Broadway Ballroom

1:00 PM

Integrating AI with RWE to Accelerate Path to Market

The most recent FDA reauthorization legislation continues to support thoughtful expansion of real-world evidence (RWE) in new drug approval decision-making. Leading companies are applying artificial intelligence algorithms to find the most relevant evidence amid mountains of real-world, clinical data to identify the patient subgroups and best biomarkers of indications to speed novel drug development, saving money and time versus traditional approaches. A panel of experts will share their experiences and advice for applying AI to RWE to improve drug development program productivity.

South Broadway Ballroom

1:15 PM – 4:30 PM

Company Presentations

Majestic Complex

2:00 PM

Applying Advances in Synthetic Biology to Drug Discovery

An Alliance Bernstein report cites the potential economic impact of synthetic biology in healthcare totaling over \$1 trillion annually. Emerging biotech companies with growing revenue and increasing market cap have demonstrated the capacity to expand drug development possibilities. Hear from companies and investors on pathways for growth, challenges to consider, and lessons learned.

South Broadway Ballroom

3:00 PM

Building a Resilient Biotech Company: Management Lessons Through Capital Downturns

Supply chain shortages, rising costs, changes in the workforce, and continued macroeconomic uncertainty have impacted the industry for nearly three years. Have strategic goals changed to match these pressures or were companies well-positioned to navigate these challenges? Attend to gain insight from experienced executives and board members about how to position your company for the future.

South Broadway Ballroom

4:00 PM

Timing the Next Wave of Strategic M&A

Despite softening valuations among public biotechs and a major tightening of post-series B private funding rounds, the strategic M&A deal volume of large biopharmas still remains below historical averages, with highly targeted deals in new modalities getting most traction. This session will explore when to expect deal flow to rise and how biotech companies should best position themselves to maximize value from being acquired in a friendly deal, if sought.

South Broadway Ballroom

5:00 PM - 6:00 PM

Closing Networking Hour

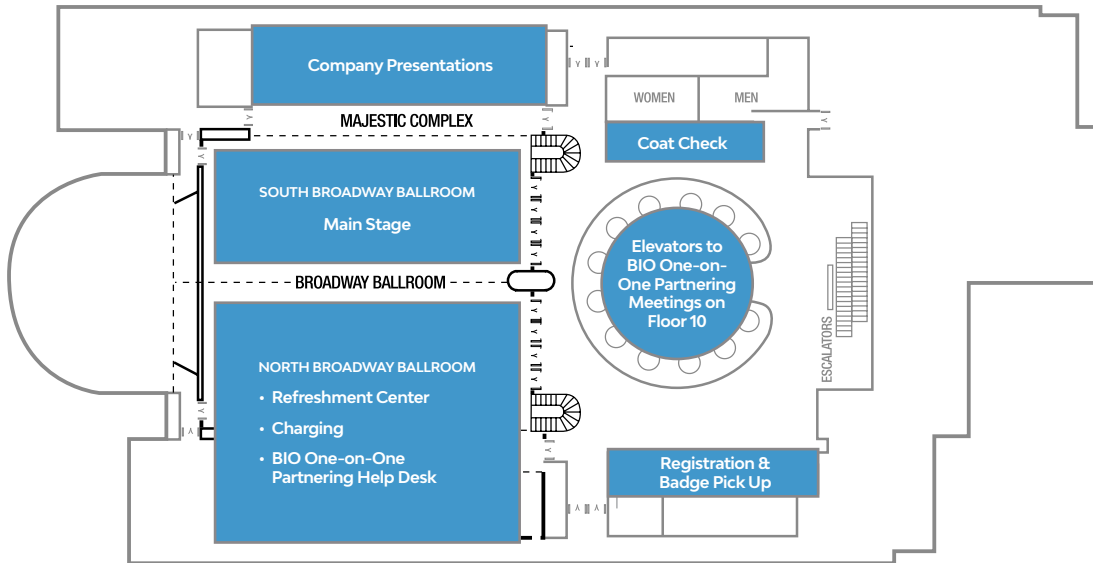
6th Floor Foyer

Programming and Company Presentations

For the most up to date programming and company presentations information please scan the QR code below.



Sixth Floor Map



2023 BIO Events

Your next opportunity, partner, investment awaits...

BIO-Europe Spring

March 20-22, 2023
Basel, CH

BIO International Convention

June 5-8, 2023 | Boston, MA

BIO Asia-Taiwan

July 26-30, 2023
Taipei, TW

BIO Impact Ag & Environment Conference

September 18-21, 2023
Raleigh, NC

BIO-Europe

November 6-8, 2023
Munich, DE

BIO Investor Forum

Fall 2023
Date and location to be announced

BIO Intellectual Property Counsels Committee Conference

Fall 2023
Date and location to be announced

BIO Patient Health & Advocacy Summit

Fall 2023
Date and location to be announced

Learn more by visiting bio.org/events

2023 Advisory Committee



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Jennifer Cochran
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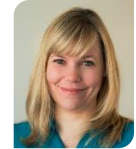
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Sandor Schoichet
Co-Founder and Partner,
Biopharma Sustainability
Roundtable



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Jennifer Sheng
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Takaaki Tobaru
Partner, Remiges Ventures



Michael Ward
Vice President, Public Policy,
Alliance for Aging Research

Not pictured: Stephen M. Ritoch, Chairman and CEO, Blaise Group International, Inc. (BGI)

Thank You to Our 2023 Sponsors!

Premier



Conference



Sponsors confirmed as of 1/17

BIO International Convention
Boston, June 5-8, 2023

Stand Up For Science.

Experience the world's largest biotech event. Join thousands of global biotechnology and pharma leaders as we stand up for innovation, truth, and the power of science. Learn more at bio.org/convention





Where
breakthroughs
begin

bio.org/ceo