

ONE PARTNERING™

Powered by BIO

**Biopharma Intelligence from Partnering Conferences:
A new source of BD, CI and R&D Strategy Information**

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**Biotechnology
Innovation
Organization**

PART I

BIO One-on-One Partnering Background & Basics

What is a partnering conference?

- Biotechs* are looking for investors and inlicensors
 - Inlicensors and investors are looking for biotechs
 - Inlicensors and investors want to meet each other
 - Biotechs want to meet with each other
 - Academics, Research Institutes, Patient Groups, Vendors, etc. want to meet all the above
-
- Option A: fly all around the world meeting each other
 - Option B: gather at a conference and meet each other

*Biotechs = molecules, devices, diagnostics, platforms, vaccines, digital health, bioinformatics, etc... therapeutic, industrial and agricultural R&D

Where are biopharma deals

BORN?

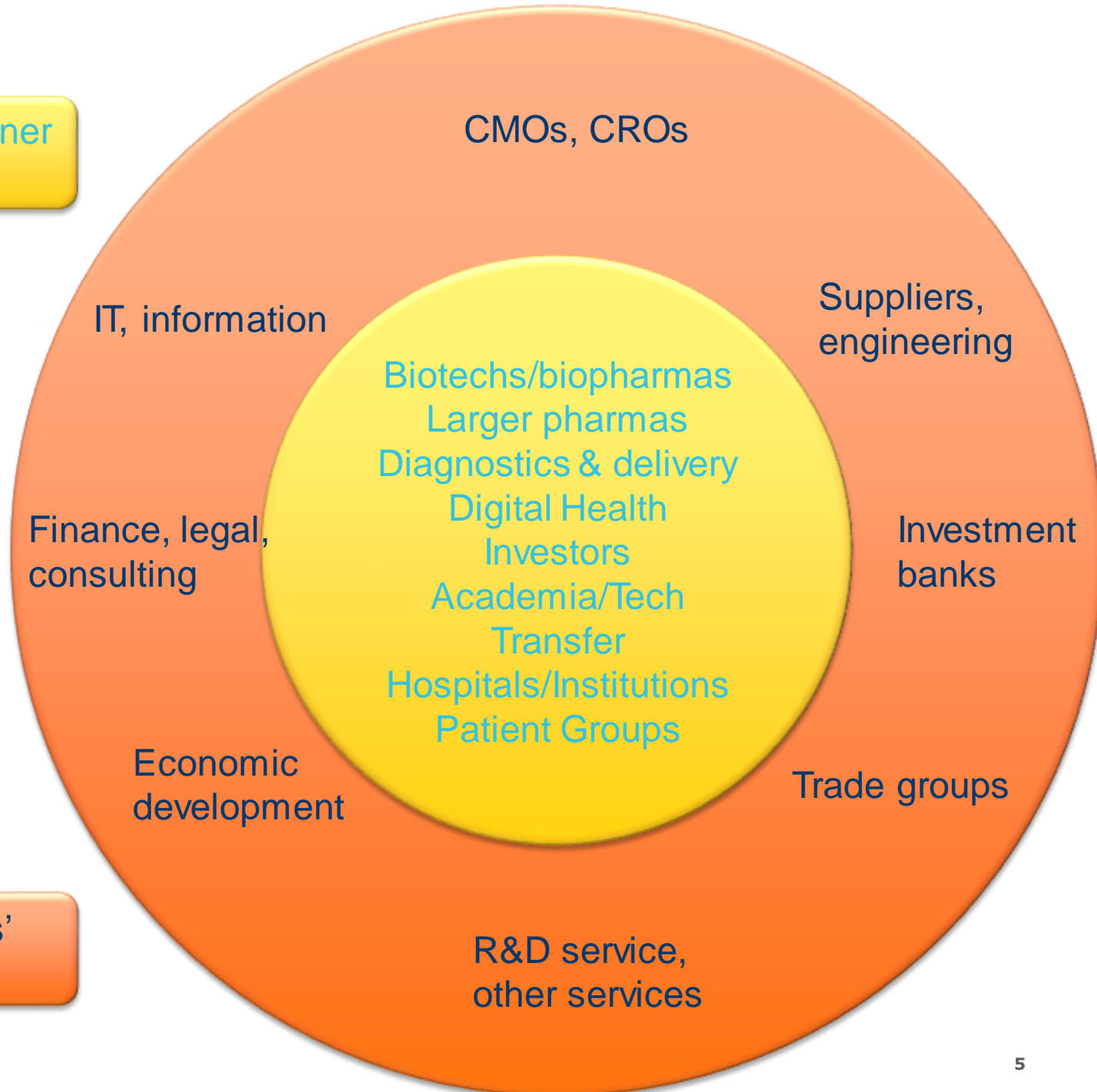
“Over 35% of all deals come out of partnering events”



Campbell Alliance's 2014 Dealmaker's Intentions report

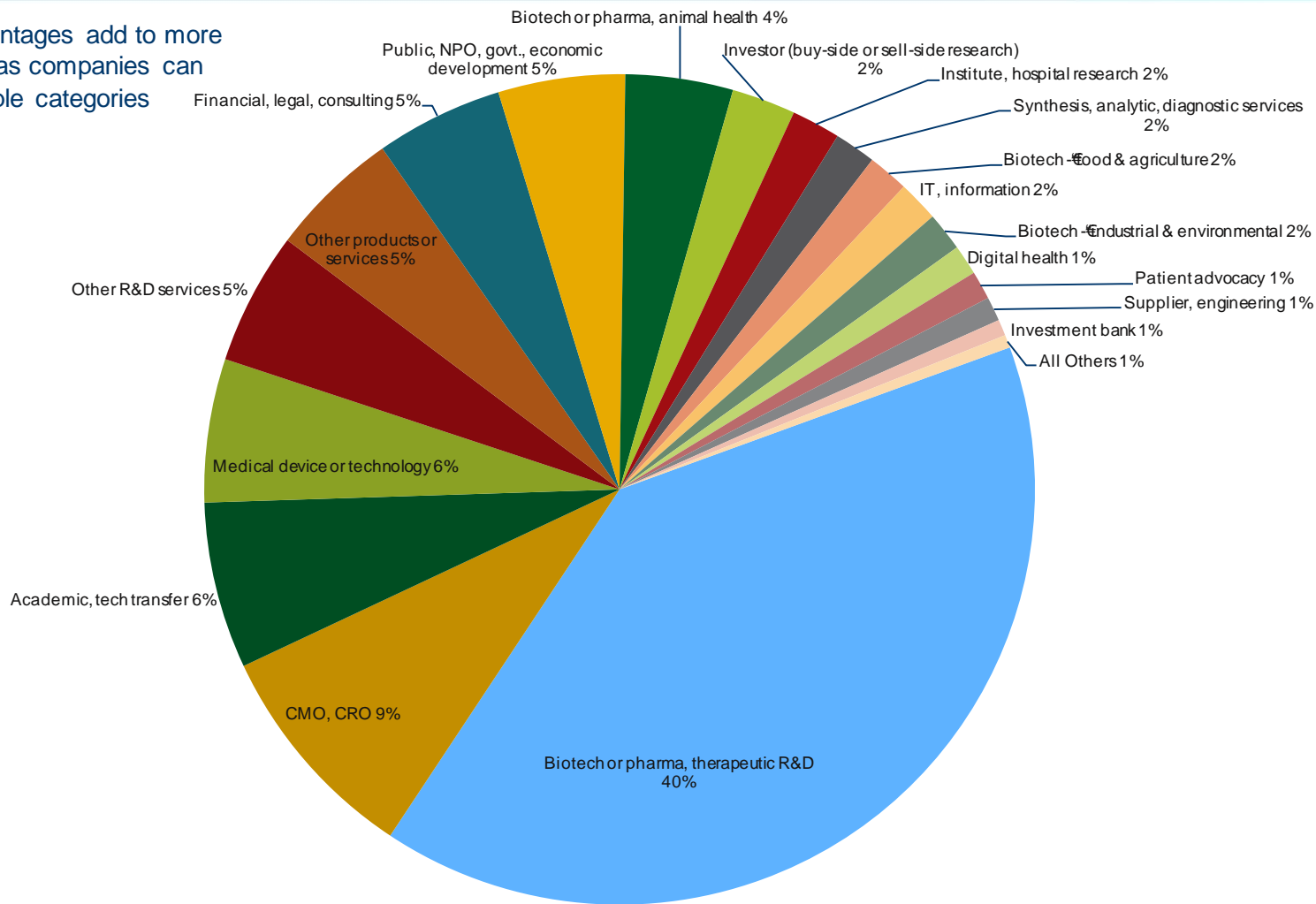
“Over 50% of all *successful* deals come out of partnering events”

Acute need to partner
with each other



2016 Company types overview

Note: Percentages add to more than 100% as companies can select multiple categories



Homepage

Bio **CEO & INVESTOR**
CONFERENCE

 Search for companies and start sending requests

More >

Search

Hey Sougato, welcome to 2016 BIO CEO



60%

Your company profile is visible

[Update](#)

Your Delegates profiles



Me

[2 timeslots](#)

55%

[Update](#)



Armstrong Jessie

[41 timeslots](#)

55%

[Update](#)



Arndorfer Melissa

[0 timeslots](#)

20%

[Update](#)



Knorr Mackensie

[39 timeslots](#)

55%

[Update](#)



0

Meetings scheduled

[View in Calendar](#)

[Get your Calendar >](#)



9

Requests

[View all](#)

Your Company's requests

3

Incoming requests

0

Pending

0

Accepted

0

Declined

6

Outgoing requests

0

Pending

HELP & TUTORIALS

Welcome to One-on-One Partnering

Customer Service

Mon - Fri, 9 AM - 5 PM EDT

BioPartnering@bio.org

866.356.5155 (US)

+1.202.962.6666 (Int'l)

4 Steps for Success

[Home Page Tutorial](#)

1. Update your company profile. Click PROFILE on the Menu.

[Profile Tutorial](#)

2. Set your availability to take partnering meetings. Click CALENDAR on the Menu.

[Calendar Tutorial](#)

3. Search for potential partners and request meetings with them. Click SEARCH on the Menu or submit terms in the Search Box.

[Search tutorial](#)

4. Manage your meeting requests & send new requests. Click MESSAGE CENTER on the Menu.

[Message center tutorial](#)

WEBINARS

How to Pitch to In-Licensors & Investors: Partnering in LA

Pfizer, Sofinnova Ventures, MBC and Bullan

Fill out your company profile



Biotechnology Innovation Organization

Your profile is **PUBLISHED** [Unpublish](#)



Description

Company type

Keywords
biotechnology, innovation, organizations, partnering


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

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

Areas of interests
Primary TA

 Assets [Manage drug assets](#)

 Services [Manage services](#)

 Market Products [Manage market products](#)

Management [Edit](#)

Jim Greenwood	CEO
Scott Whitaker	COO
Joanne Duncan	CFO

Delegates

Adéla Wilson	
George MacDougall	Senior Manager, Sponsorship
Jessie Armstrong	Coordinator, Partnering Innovations
Kelly Mann	Coordinator, Business Strategy
Lisa Sher	
Mackensie Knorr	Coordinator, Partnering Innovations

Set your availability and view your schedule

ONE HOME PROFILE SEARCH CALENDAR MESSAGE CENTER New request

BOOKMARKS ONE+



Sougato Das

MON
08

TUE
09

Calendar

No meetings this day

Change availability

New personal event

Export Calendar

7:30 AM	Available	7:00 AM Test Booth 02 ZZZ Meetings
8:00 AM	Available	7:30 AM A194 ZZZ Jessie
8:30 AM	Available	8:30 AM Test Booth 01 ZZZ Meetings
9:00 AM	Available	9:00 AM Room ### Reaching Out to Russia: The Biotech R&D Landscape & Global Drug Discovery Case Studies Emerging Opportunities in Global Markets
9:30 AM	Available	
10:00 AM	Available	
10:30 AM	Available	
11:00 AM	Not Available	11:00 AM The Mighty Auk Presentation Company Presentations
11:30 AM	Not Available	
12:00 PM	Not Available	
12:30 PM	Not Available	
1:00 PM	Not Available	1:00 PM event
1:30 PM	Not Available	
2:00 PM	Not Available	
2:30 PM	Available	2:30 PM Test Booth 30 (ZZZ Party) ZZZ Party
3:00 PM	Available	
3:30 PM	Available	
4:00 PM	Available	

Sessions and Education Topics

1 Topic available

[View All](#)

Receptions & Networking

9:00 AM Room ###
A Survey of R&D Biotechnology Investment
Initiatives in Latin America Emerging
Opportunities in Global Markets

Add to calendar

9:00 AM Room ###
Reaching Out to Russia: The Biotech R&D
Landscape & Global Drug Discovery Case
Studies Emerging Opportunities in Global

10:15 AM Room ###
Reverse Innovation: Challenges in Making Drug
Development a Two-Way Street Emerging
Opportunities in Global Markets

Add to calendar

12:30 PM Room ###
Biologics: Emerging Guidance and Policies in Multilateral Organization Emerging Opportunities in
Global Markets

Add to calendar

3:30 PM Room ###
Novel Models for Financing Research into Neglected Diseases for Global Health Emerging
Opportunities in Global Markets

Search for partners

ONE HOME PROFILE SEARCH CALENDAR MESSAGE CENTER New request

BOOKMARKS



ONE+

Search

Type text here to search the directory

Investors only ☐ Filters (0)

Companies (294) Delegates (412) Assets (24) Market products (0) Services (2)

	MAST THERAPEUTICS, INC.	Biotech or pharma, therapeutic R&D	PUBLIC
Mast Therapeutics, Inc. is a publicly traded biopharmaceutical company developing candidates for rare diseases, including sickle cell disease.			
	IMMUNOCELLULAR THERAPEUTICS, LTD	Biotech or pharma, therapeutic R&D	PUBLIC
ImmunoCellular Therapeutics, Ltd. is a Los Angeles-based clinical-stage company that is developing immune-based therapies for the treatment of brain and other cancers. Lead pro...			
	HISTOGENICS CORPORATION	Biotech or pharma, therapeutic R&D	United States PUBLIC
istogenics is a regenerative medicine company focused on developing and commercializing products in the musculoskeletal segment of the marketplace			
	CLEVELAND CLINIC FOUNDATION	Investor VC/Corporate VC	United States
CCI delivers the critical mass needed to bring ground-breaking medical innovations to market. Our disciplined, collaborative, and multifaceted approach has established CCI as a reco...			
	PRINCETON BIOPHARMA CAPITAL PARTNERS, LLC	Investor Hedge/Mutual Fund (PM, Buy-Side Research)	United States
	LSWORKS LLC	Investor VC/Corporate VC	United States
We make seed-stage investments & provide management support to scientists w/ transformational life science ideas. Our expertise is helping university scientists commercialize idea...			
	REGEN BIOPHARMA, INC.	Biotech or pharma, therapeutic R&D	United States PUBLIC
Regen Biopharma, a clinical stage company, is focusing on developing immune oncology products, in particular, novel checkpoint inhibitors.			
	FREEMIND GROUP, LLC	Financial, legal, consulting	United States PRIVATE
The FreeMind Group is the premier international consulting firm specializing in assisting life science organizations secure non-dilutive funding from US Federal Agencies and Private...			

Expand



Mast Therapeutics, Inc.

Request meeting

Request meeting

Description

Company type

Brief description

Mast Therapeutics, Inc. is a publicly traded biopharmaceutical company developing candidates for rare diseases, including sickle cell disease.

Description

Mast Therapeutics, Inc. is a publicly traded biopharmaceutical company headquartered in San Diego, California. The Company is leveraging its MAST (Molecular Adhesion and Sealant Technology) platform, derived from over two decades of clinical, nonclinical and manufacturing experience with purified and non-purified poloxamers, to develop vepoloxamer (also known as MST-188), its lead product candidate, for serious or life-threatening diseases and conditions typically characterized by impaired microvascular blood flow and damaged cell membranes. The Company is also developing AIR001, a sodium nitrite solution for inhalation via nebulization, for the treatment of heart failure with preserved ejection fraction (HFpEF).

Areas of interests

Primary TA

Financials

Ownership Public

Request, accept and manage meetings

ONE HOME

PROFILE


SEARCH

CALENDAR

MESSAGE CENTER

New request

BOOKMARKS



ONE+

Dashboard

All requests

Requests you are tagged in

Admin super access

Enter searched text

Search From/To companies

From

To

Status

All

Requested

Rescheduled

Scheduled

Pending Reschedule

Accepted

Canceled

Declined

Advanced filters

1 / 10 > >

Last change

last update 4 hours ago

Anavex Life Sciences Corp. to Princeton Biopharma Capital Partners, LLC

Meeting with Phase 2 Stage CNS Company

ACCEPTED

last update 4 hours ago

ImmunoCellular Therapeutics, Ltd to Princeton Biopharma Capital Partners, LLC

Meeting with ImmunoCellular (IMUC)

ACCEPTED

last update 4 hours ago

Altimune, Inc. to Princeton Biopharma Capital Partners, LLC

1x1 Meeting Request

ACCEPTED

last update 8 hours ago

Anavex Life Sciences Corp. to Venrock

Meeting with Phase 2 Stage CNS Company

REQUESTED

last update 8 hours ago

Anavex Life Sciences Corp. to Brookside Capital/Bain Capital

Meeting with Phase 2 Stage CNS Company

REQUESTED

last update 8 hours ago

Anavex Life Sciences Corp. to Ridgeback Capital Management

Meeting with Phase 2 Stage CNS Company

REQUESTED

last update 8 hours ago

Anavex Life Sciences Corp. to Point72

Meeting with Phase 2 Stage CNS Company

REQUESTED

last update 8 hours ago

Anavex Life Sciences Corp. to Federated Kaufmann Fund

Meeting with Phase 2 Stage CNS Company

REQUESTED

last update 8 hours ago

Anavex Life Sciences Corp. to Sector Asset Management

Meeting with Phase 2 Stage CNS Company

REQUESTED

last update 8 hours ago

Anavex Life Sciences Corp. to Magna Group

Meeting with Phase 2 Stage CNS Company

REQUESTED

From Anavex Life Sciences Corp. to Princeton Biopharma Capital Partners, LLC

Incoming

Reply only


Schedule


Cancel request

ACCEPTED

Anavex Life Sciences Corp. Participants

Princeton Biopharma Capital Partners, LLC Part...

 Christopher Missling President and CEO

 Barry Levinson Managing Director

Edit Participants


Edit Participants

Meeting with Phase 2 Stage CNS Company

Reply only

Levinson Barry

1/6/16 8:39 pm




Accepted meeting request.

Christopher, we met about 2 years ago at Yale Club...be interested to see how you've progressed.

Missling Christopher

1/6/16 4:49 pm



New meeting requested.

Hello,

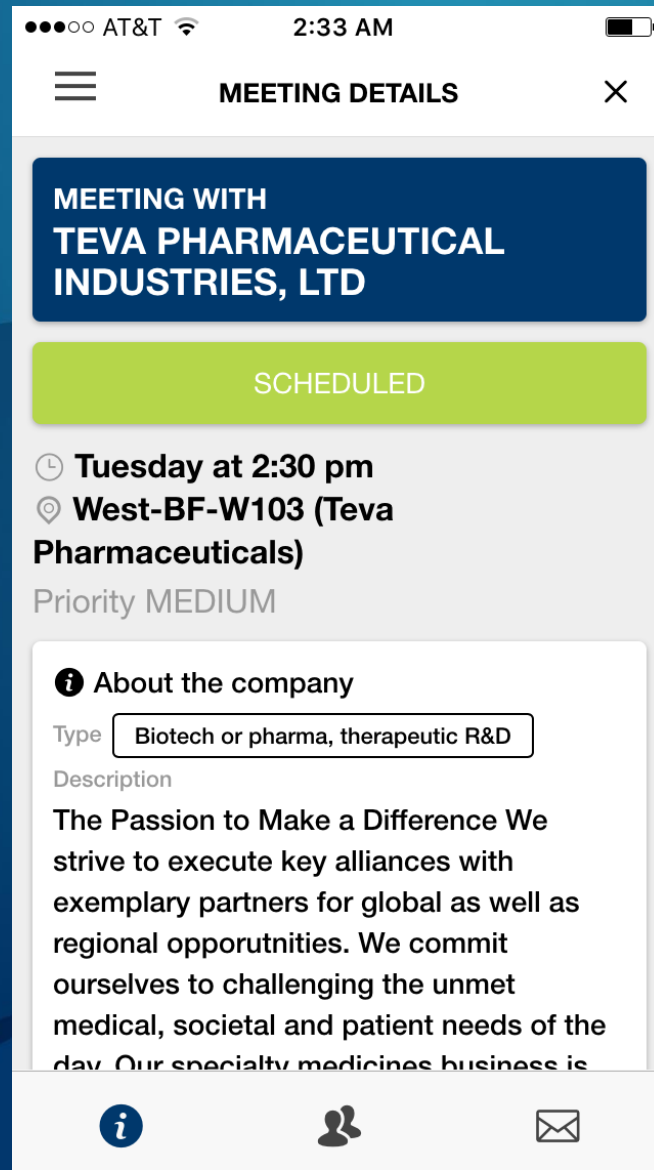
Anavex is a clinical-stage biopharmaceutical company developing differentiated therapeutics for the treatment of neurodegenerative diseases including Alzheimer's disease, other central nervous system (CNS) diseases, pain and various types of cancer. We are a publicly traded and based in NYC. I am happy to take the opportunity to meet.

Best,

Christopher

cmissling@anavexcorp.com

“There’s an app for that”



What is BIO

- The Biotechnology Innovation Organization (BIO) is one of the handful of large biopharma advocacy/lobbying organizations. Others include PhRMA, EphRMA and JPMA.
- BIO also covers industrial and agricultural biotechnology.
- BIO finances advocacy/lobbying through membership, partnering conferences and group purchasing programs, with an operating budget of \$75M annually.
- BIO provides the largest partnering conferences in the world, including the BIO International Convention, which hosts nearly 40,000 partnering meetings.
- BIO is expanding partnering services into JP Morgan, Sofinnova, Bio New Jersey and more.

How does conference “partnering” work?

- Company to Company system, not individual to individual
- Populate your company profile
 - Company type(s), description, news, objectives, TAs, HDS
 - Finances
 - Contact info
 - Management and conference delegates
 - Slide decks, 1-pager, publications, videos, data, CDA
- Populate your company’s assets
 - Type (antibody/protein/peptide, RNA, cell therapy, etc.)
 - Description, URL, objectives, partners, trials, patents, etc.
 - TAs, phase, MoA, technology (i.e. detailed type)

How does conference “partnering” work? (cont’d)

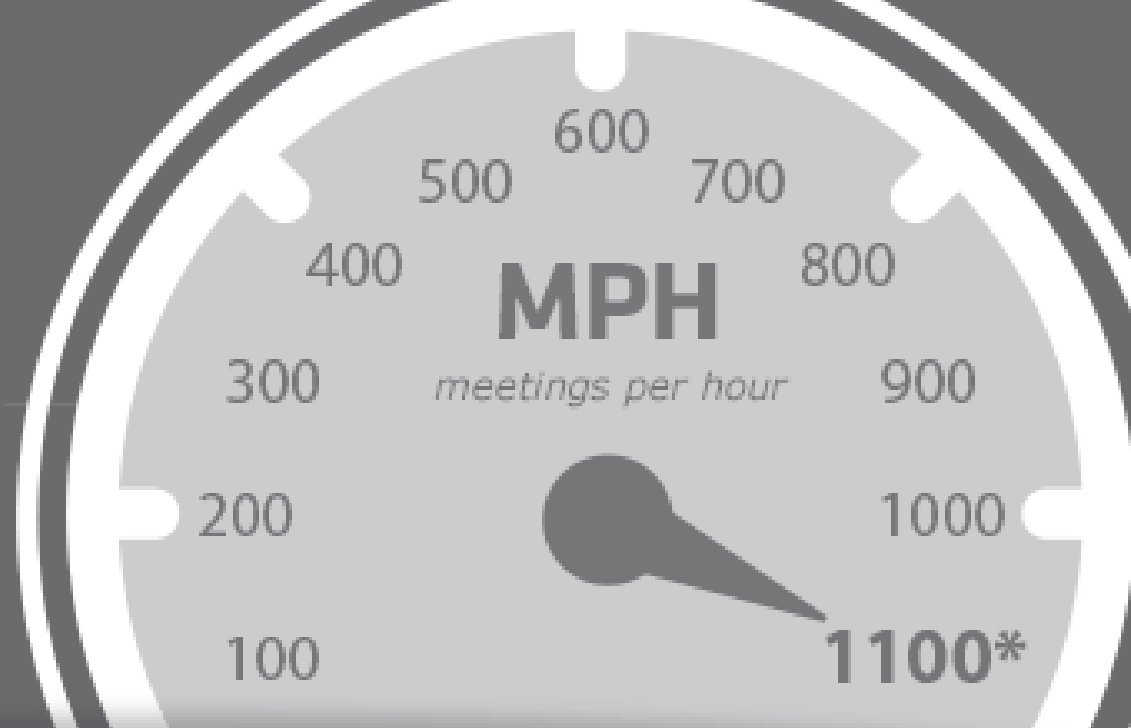
- Indicate when you are available to meet
- Search for companies and/or assets that interest you
- Send/accept/decline/cancel meeting requests
- BIO schedules meetings (special algorithms maximize number of meetings and minimize distance btw meetings)
- Reschedule or cancel meetings as necessary
- Show up for your meeting. Follow up as necessary.

2016 BIO International Convention averaged 1,020 MPH*

*meetings per hour = very clever

2017 BIO Int'l Convention

**Anticipated 1,100
Meetings Per Hour*



PARTNERING WEBINAR Wed. April 5, 2pm

Learn what BIO One-on-One Partnering can do for your business,
and how to be successful at BIO 2017 in San Diego!

ONE
PARTNERING™

System stats, per day

Daily usage:

- 14,000+ visits
- 5,600 unique visitors
- 20 minute average visit duration
- 162,600 page views

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Business Forum

Powered by BIO One-on-One Partnering™

G108

BIO Business Forum

F101 - F109

Business Forum

F108

Business Forum

F109

Accessing
new global
markets.

Building
through
partnerships.

ACRP

BIO Business Forum

F11

BIO Business Forum

Powered by BIO One-on-One Partnering™

G112

The World's Largest
Partnering Event.™



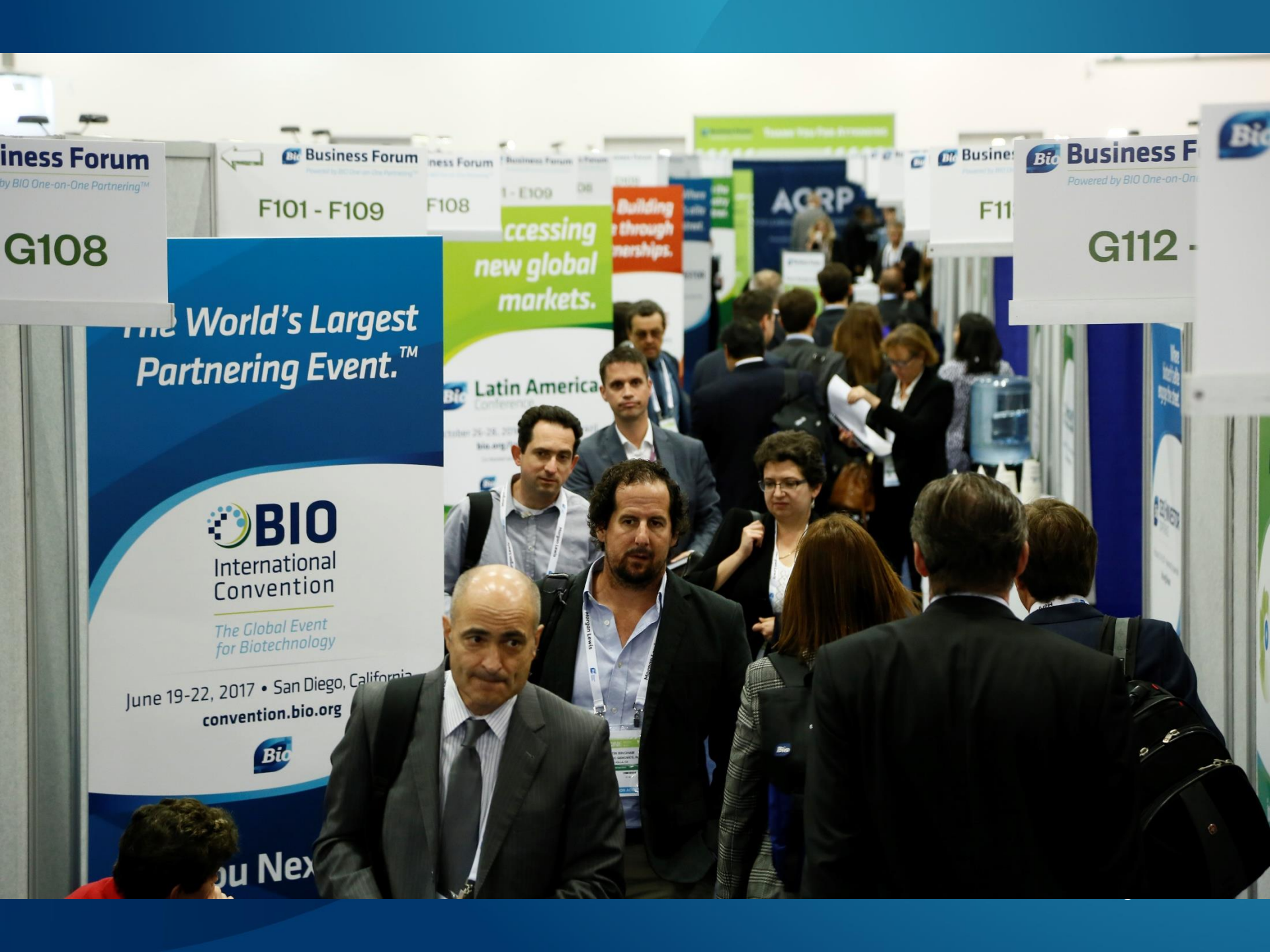
International
Convention

The Global Event
for Biotechnology

June 19-22, 2017 • San Diego, California
convention.bio.org



you Next



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BIO-EUROPE

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Attend the full spectrum
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Business Forum
E163 - E131

Business Forum
2 - E130

Business Forum
31 - D163

Business Forum
162

Business Forum
11 - C163

Business Forum
163

Business Forum
2700/2800

THANK YOU
FOR ATTENDING

Business Forum
A12

Business Forum
B129

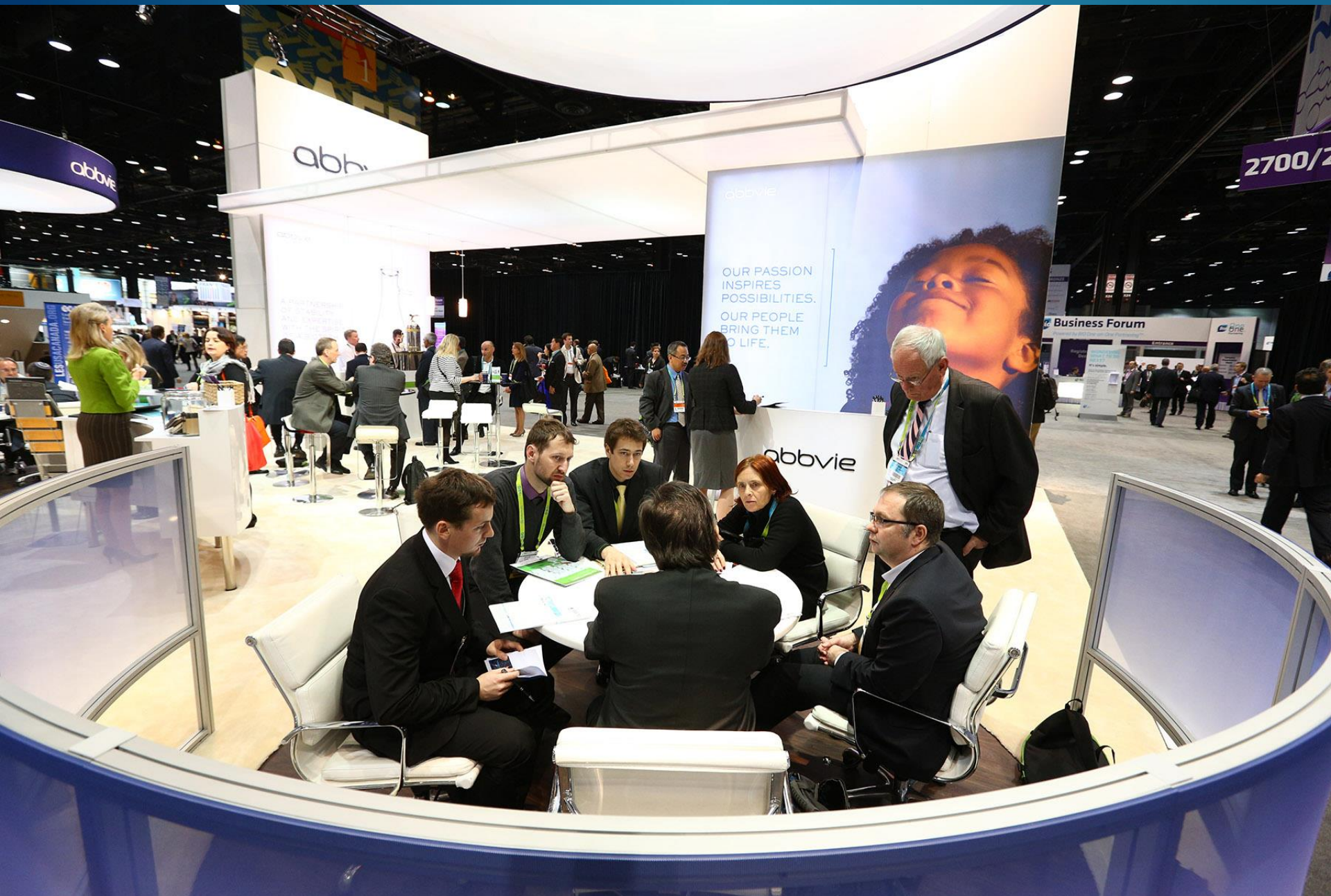
Business Forum
C128 - C1

Business Forum
D129

Business Forum
D128 - D100

Business Forum
E128 - E1

Business Forum
E129 - E101



Serious schedules.

Monday (half-day of partnering)

Non partnering hours

10:00 AM

10:00 AM MEET US Shin Poong AT HOTEL MARRIOTT MARQUIS ON MISSION LOBBY 780... X
7am at Marriott Marquis on Mission St lobby on Monday 6th June Dr Sarah Arbe-Barnes
Artemida Pharma Limited Stevenage Bioscience Catalyst Gunnels Wood Road Stevenage
Hertfordshire SG1 2FX Telephone: +44 7976633051 www.artemidapharma.com

10:30 AM

11:00 AM

11:30 AM

Non partnering hours

12:00 PM

12:00 PM meet UCB Wu Liang at Marriott Marquis Hotel cell is +86 18621581552 X

12:30 PM

12:30 PM meet INTELLIPHARMACEUTICS Akyempon Christian at Marriott Marquis hotel X

1:00 PM

Available



1:00 PM South-BF-E117
Italfarmaco Research S.A.

1:30 PM



8'

Available

1:30 PM West-BF-Z119
Laboratorios Biopas SA

2:00 PM

Available

2:00 PM West-BF-Z119
Purdue Pharma Canada

2:30 PM

Available



2:30 PM West-BF-Z119
Bial

3:00 PM

Available

2'

3:00 PM West-BF-Z128
Sentynt Therapeutics, Inc

3:30 PM

Available



8'

3:30 PM South-BF-B119
H. Lundbeck A/S

4:00 PM

Available

2'

4:00 PM South-BF-O113
HanAll BioPharma Co., Ltd

4:30 PM

Available



8'

4:30 PM West-BF-Z114
Dong Wha Pharma

5:00 PM

Available



8'

5:00 PM South-BF-F119
Mitsubishi Tanabe Pharma Corporation

5:30 PM

Non partnering hours

6:00 PM

Non partnering hours

Serious schedules.

Tuesday

7:00 AM	Available		7:00 AM South-BF-N101 Landsteiner Scientific S.A. de C.V.
7:30 AM	Available		7:30 AM South-BF-N101 HERON THERAPEUTICS, INC.
8:00 AM	Available		8:00 AM South-BF-N105 XEDITON PHARMACEUTICALS INC.
8:30 AM	Available	8'	8:30 AM West-BF-T116 BioSyent
9:00 AM	Available	8'	9:00 AM South-BF-P118 Eurofarma Laboratórios SA
9:30 AM	Available		9:30 AM South-BF-P118 Medicure, Inc
10:00 AM	Available	8'	10:00 AM West-BF-YY121 Valeo Pharma Inc
10:30 AM	Available		10:30 AM West-BF-YY121 Sandoz Biopharmaceuticals
11:00 AM	Available		11:00 AM West-BF-YY121 Kowa Company, Ltd.
11:30 AM	Available		11:30 AM West-BF-YY117 Knight Therapeutics Inc.
12:00 PM	Available	8'	12:00 PM South-BF-P118 DKSH
12:30 PM	Available	8'	12:30 PM West-BF-YY121 Teijin Pharma Limited
1:00 PM	Available		1:00 PM West-BF-YY121 Cipla Ltd.
1:30 PM	Available		1:30 PM West-BF-YY121 Novartis Pharmaceuticals Corporation
2:00 PM	Available		2:00 PM West-BF-YY121 Camurus AB
2:30 PM	Available	8'	2:30 PM South-BF-O115 Paladin Labs, Inc
3:00 PM	Available		3:00 PM South-BF-P118 Exagen Diagnostics, Inc

3:30 PM	Available	8'	3:30 PM West-BF-ZZ120 Covance, Inc
4:00 PM	Available	2'	4:00 PM West-BF-Y130 CSL Behring
4:30 PM	Available	8'	4:30 PM South-BF-D101 Biodelivery Sciences International, Inc.
5:00 PM	Available	2'	5:00 PM South-BF-N103 Jerusalem Pharmaceuticals
5:30 PM			5:30 PM meet TELESTA THERA AT MARRIOTT MA
6:00 PM			6:00 PM MEET PHOSPHAGENICS AT MARRIOT M
6:30 PM			6:30 PM meet dave penake from Saol thera at marr
7:00 PM			Non partnering hours
7:30 PM			Non partnering hours
8:00 PM			Non partnering hours
8:30 PM			

Serious schedules.

Wednesday

	Available		7:00 AM South-BF-D101 Novum Pharma	3:30 PM	Available	6'	3:30 PM North-EX-6452b (Argentina Pavilion) BIOPROFARMA
7:30 AM	Available		7:30 AM South-BF-D101 Marathon Pharmaceuticals	4:00 PM	Available	5'	4:00 PM South-EX-905d (German Pavilion) IIS Innovative Injektions-Systeme GmbH & Co. KG
8:00 AM	Available		8:00 AM South-BF-D101 Grupo Biotoscana	4:30 PM	Available	2'	4:30 PM South-BF-Q101 Clinigen Group - Business Forum
8:30 AM	Available		8:30 AM South-BF-D101 Phebra Pharma	5:00 PM	Available		5:00 PM South-BF-O101 IMPAX Laboratories, Inc
9:00 AM	Available	8'	9:00 AM West-BF-Y114 Verastem	5:30 PM			5:30 PM MEDIVIR AT MARRIOTT MARQUIS HOTEL
9:30 AM	Available	2'	9:30 AM West-BF-U106 SANOFI	6:00 PM			6:00 PM meet baver at marriott marquis Mr Huan
10:00 AM	Available		10:00 AM West-BF-U107 Biommm	6:30 PM			Non partnering hours
10:30 AM	Available	8'	10:30 AM South-BF-Q101 Amneal Pharmaceuticals, LLC	7:00 PM			Non partnering hours
11:00 AM	Available		11:00 AM South-BF-O101 Grupo AVE	7:30 PM			Non partnering hours
11:30 AM	Available		11:30 AM South-BF-Q108 NuvOx Pharma, LLC	8:00 PM			Non partnering hours
12:00 PM	Available		12:00 PM South-BF-O101 JSC Pharmasyntez	8:30 PM			
12:30 PM	Available		12:30 PM South-BF-Q101 Deva Holding				
1:00 PM	Available		1:00 PM South-BF-O101 ALVOGEN				
1:30 PM	Available	2'	1:30 PM South-BF-B109 Kineta, Inc				
2:00 PM	Available		2:00 PM South-BF-Meeting Point SS LIBBS Farmaceutica Ltda				
2:30 PM	Available	5'	2:30 PM North-EX-5202h (Hong Kong Pavilion) Lee's Pharmaceutical Holdings Ltd.				
3:00 PM	Available	5'	3:00 PM South-BF-P102 Lacer, SA				

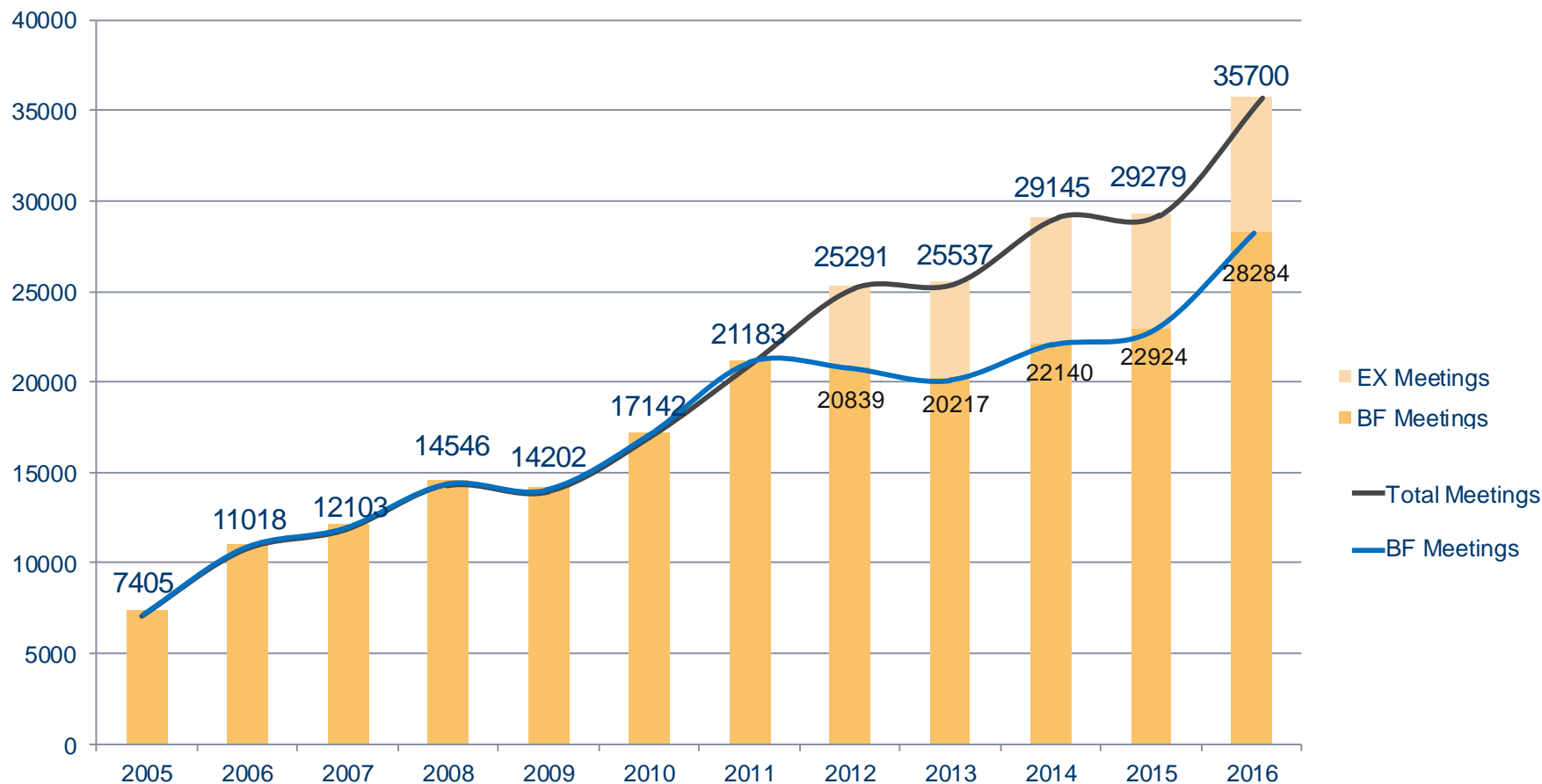
Serious schedules.

Thursday

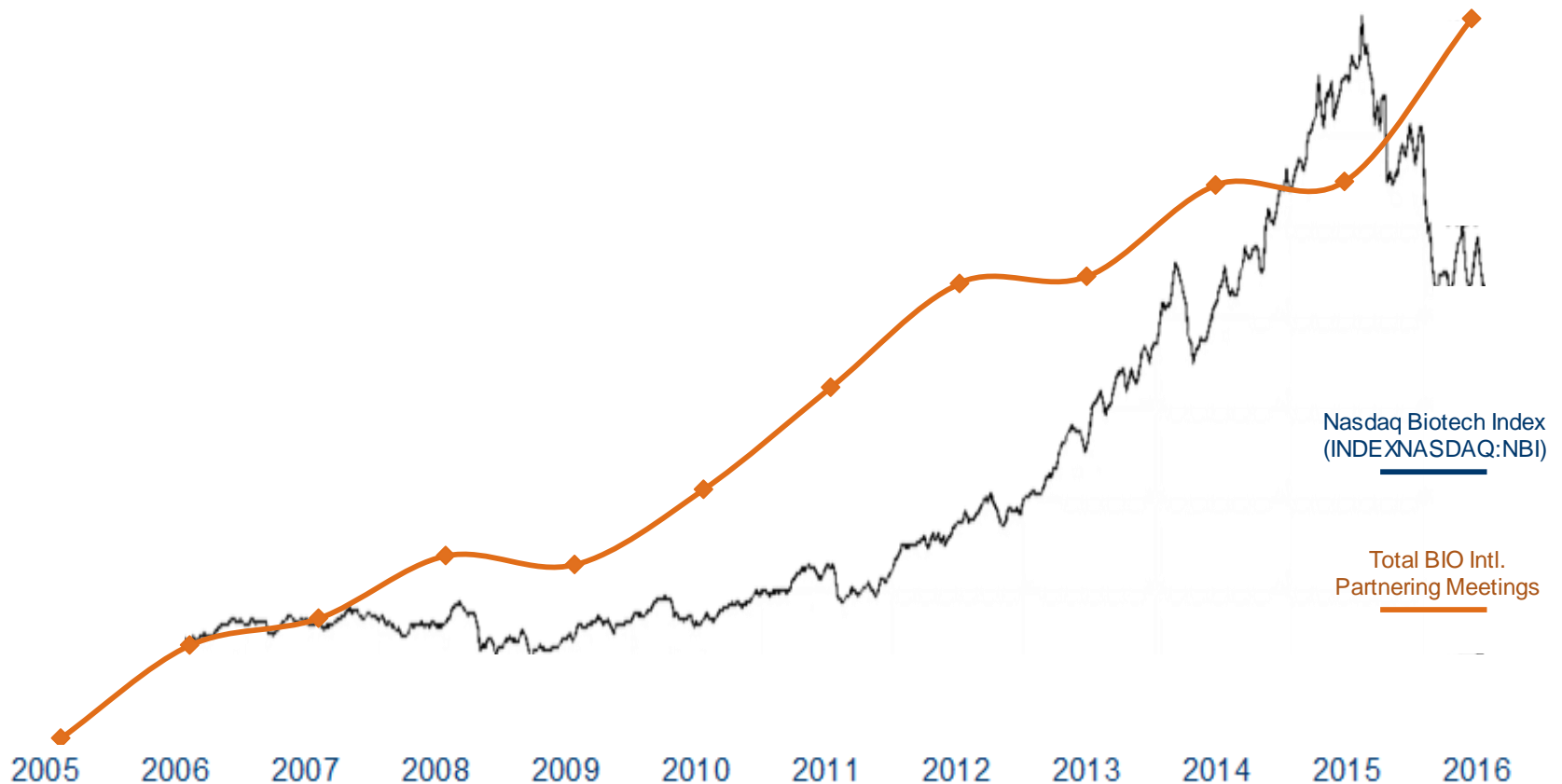
	Available		7:00 AM South-BF-F103 Supernus Pharmaceuticals, Inc	3:30 PM	Available	8'	3:30 PM South-BF-F103 Sayre Therapeutics
7:30 AM	Available	7'	7:30 AM West-BF-W103 (Teva Pharmaceuticals) Teva Pharmaceutical Industries, Ltd	4:00 PM	Available		4:00 PM South-BF-E105 Immune Pharmaceuticals
8:00 AM	Available	2'	8:00 AM West-BF-Z118 Laboratorios Liomont S.A. De C.V.	4:30 PM			Non partnering hours
8:30 AM	Available	8'	8:30 AM South-BF-F103 Pfenex Inc.	5:00 PM			Non partnering hours
9:00 AM	Available		9:00 AM South-BF-F103 Valin Technologies Ltd.	5:30 PM			
9:30 AM	Available	7'	9:30 AM West-BF-W106 Daiichi Sankyo				
10:00 AM	Available	2'	10:00 AM West-BF-ZZ116 Aeterna Zentaris				
10:30 AM	Available	2'	10:30 AM West-BF-T108 Johnson & Johnson				
11:00 AM	Available	2'	11:00 AM West-BF-S110 Aequus Pharmaceuticals				
11:30 AM	Available		11:30 AM West-BF-S110 Esteve				
12:00 PM	Available		12:00 PM West-BF-T125 scPharmaceuticals				
12:30 PM	Available		12:30 PM West-BF-T125 KemPharm, Inc				
1:00 PM	Available	7'	1:00 PM North-EX-5524b (Turkev Pavilion) Nobel Ilac				
1:30 PM	Available	7'	1:30 PM West-BF-S110 Aimmune Therapeutics				
2:00 PM	Available	5'	2:00 PM West-EX-7253f (Innovation Zone) Prolynx, LLC				
2:30 PM	Available	5'	2:30 PM West-BF-S110 Shenzhen Foncoo Pharmaceutical Co.,Ltd				
3:00 PM	Available	3'	3:00 PM West-BF-ZZ122 Acorda Therapeutics, Inc				
3:30 PM		8'					

 Biotechnology
Industry
Organization

One-on-One Partnering *Growth*



One-on-One Partnering vs. NBI



One-on-One

3-yr overall trend

Event Totals	2014 Partnering	2015 Partnering	2016 Partnering
Total requests	153,093	156,095	190,520
Scheduled meetings	29,145	29,279	35,700
Companies	3,160	3,144	3,517
Countries	55	52	54
Meetings per company	18.4	18.6	20.4

BIO 2016 Top 10 Cos. (in alpha order)

- Abbvie
- Bayer
- Daiichi Sankyo
- J&J
- JT Pharma
- Merck
- Novartis
- Pfizer
- Roche
- Sanofi

BIO partnering expanding...

BIO One-on-One Partnering powers...

- BIO International Convention: 3500+ companies
- BIO Partnering @ JPM: 2000+ companies and growing fast
- BIO CEO & Investor Conference: 800+ companies
- BIO Investor Forum: 500+ companies
- BIO Asia: 200+ companies
- BIO Latin America: 300+ companies
- Sofinnova conferences: 100+ companies
- French partnering events including Lyon Biopole, MedStartUp, Biovision: 500+ companies
- BIO state affiliate conferences with BioNJ and others in pipeline...



**Biotechnology
Innovation
Organization**

PART II

Information Assets in BIO One-on-One Partnering

vs.

Top Pipeline DBs

Top-level summary of assets

Longitudinal data on:

- Name, titles, contacts of relevant BD personnel
- Company* profiles
- Asset profiles
- Meeting trends
- Meeting request templates
- Meeting success ratios
- Interests (programming, presentations, survey)

*"Company" used generically to mean company, university, foundation, organization, association, etc.

Name, titles, contacts of relevant BD personnel

- History of job changes
- Role relative to organization (most pipeline DBs list a single contact for everything; countless BD people have told me that comms going to their generic BD contact go nowhere)
- Ability to contact through BIO One-on-One Partnering API (similar to linkedin – send “inmail” without revealing email)
- Geography

Name, titles, contacts of relevant BD personnel (example)

Pfizer (BIO, with messaging API)

Delegates	
Albert Bianchi	Sr Director, Business Development Oncology
Allison Kean	Senior Director, Business Development
Anthony Barry	Sr. Director, Biotherapeutics and Technologies
Arpita Maiti	Director, External R&D Innovation (ERDI), Inflammation & Immunology
Barbara Sosnowski	Vice President Pharmatherapeutics and Global Head External Partnerships
Beverly Miller	Sr. Director, WWBD Pfizer Consumer Healthcare
Bob Smith	Senior Vice President, Business Development and Alliance Management
Carolyn Green	Ex. Director, Strategic Investments
Cynthia Green	Senior Director, Business Development
Cynthia Hong	Sr. Manager CVMED External Opportunities
Denis Patrick	Head External R&D Innovation, Oncology Research Unit

40+ BD contacts



Pfizer (pipeline DB)

Ms Polly Murphy

R&D Business Dev.

pollymurphy@pfizer.com

Name, titles, contacts of relevant BD personnel (example)

- Glycomimetics (BIO, with messaging API)
 - Armand Girard, Vice President, Corporate Development
 - David Entin, Director, Corporate Contracts, Licensing & BD
 - Rachel King, CEO
- Glycomimetics (pipeline DB)
 - webmaster@glycomimetics.com

Company* profiles

- New companies and updates to existing companies
- What is the company trying to do?
- TAs, from the internal perspective
- Finances and size by # of employees
- Do affiliates/subsidiaries act independently when partnering?
- How does a company actually segment its businesses?
- Slide decks, 1-pager, publications, videos, data, CDA
- 8% - 10% exclusivity to BIO DB (for full phase, US conf)
- Other types “out of remit” therapeutic R&D companies
- You need R&D services and tech too, BIO has those cos.

*“Company” used generically to mean company, university, foundation, organization, association, etc.

Company missing examples (out of 1st 50 R&D drug company results)

1017 JPM Company Profile - Exported on March 30 2017

ONE
PARTNERING™



1ST BIO

South Korea
Biotech or pharma, therapeutic R&D
Alzheimers disease, Cancer

FINANCIALS

Employees	10 to 50
Year Founded	2016
Ownership	PRIVATE
Last Funding	Seed Round, A Round
Total Funding	6.0

CONTACT

☎ (031) 8023-5332
🌐 <http://www.1stbio.com/>

Page 1 of 2

Brief description

1ST BIO is a preclinical-stage biotech company based in Korea and San Francisco, focused on developing breakthrough therapies in neurodegenerative diseases, immuno-oncology and rare diseases.

Description

1ST BIO is dedicated to developing novel therapies with a key value to provide new treatment options to patients, by working through a new way of open innovation and by employing extensive risk mitigation strategies even in early phase drug discovery. Our main focus is currently NCE development in neurodegenerative diseases, immuno-oncology and rare diseases.

Delegates

Jamie Jae Eun Kim
CEO

Assets

1ST-101 Small molecule

Not partnered

Development Phase	Lead discovery /optimization
-------------------	---------------------------------

1ST-102 Small molecule

Not partnered

Development Phase	Lead discovery /optimization
-------------------	---------------------------------

Company missing examples (out of 1st 50 R&D drug company results)

2017 JPM Company Profile - Exported on March 30 2017

ONE
PARTNERING™



CENSA PHARMACEUTICALS INC

United States
Biotech or pharma, therapeutic R&D

Amino acid and protein metabolism disorder,
Phenylketonuria, Cofactor deficiency

FINANCIALS

Year Founded 2015
Ownership PRIVATE

CONTACT

✉ info@censapharma.com
☎ 617-225-7700
🌐 http://www.censapharma.com/

Brief description

Censa Pharmaceuticals is a venture backed company developing novel therapies for orphan disorders.

Description

Censa Pharmaceuticals Inc. is a venture backed company developing novel therapies for people living with Phenylketonuria and Primary BH4 deficiency. Earlier stage programs target neuropsychiatric conditions. Censa's lead product is an orally available, small molecule, naturally occurring NCE pro-drug of an approved therapy which is regulated in the US under the 505b2 route. The company will file an IND by mid 2017. FDA approval for its first clinical indication is expected in early 2019.

Delegates

Jonathan Reis
President & CEO

Company missing examples (out of 1st 50 R&D drug company results)

2017 JPM Company Profile - Exported on March 30 2017



HEPATX CORPORATION

United States
Biotech or pharma, therapeutic R&D
Liver disease

FINANCIALS

Employees	Less than 10
Year Founded	2015
Ownership	PRIVATE

CONTACT

✉ erschuur@hepatx.com
☎ 650-224-4178
🌐 www.hepatx.com

Brief description

Hepatx is an early stage (preclinical) company out of Stanford that is developing cell therapies for liver disease, a highly underserved and cost intensive market.

Description

Hepatx is developing hepatocyte cell therapies to support liver function as an alternative to costly and often unavailable transplants. Our proprietary process manufactures liver cells from discarded lipoaspirate. One standard liposuction can produce enough hepatocytes to replace an entire human liver, allowing us to meet the huge demand. Our technology provides an off-the-shelf therapy by banking manufactured hepatocytes for administration on-demand for the thousands of liver failure patients in need. We are initiating manufacturing development and plan to start clinical studies in 2 years. Our core IP is licensed from Stanford and we are developing a comprehensive IP portfolio. Our team has extensive experience from Stanford University and biotech/pharma in pre-clinical, clinical, and manufacturing development and is well positioned to execute this program.

Objectives

Seeking value-add investors and advisors

Delegates

Eric Schuur
President/CEO

Company missing examples (out of 1st 50 R&D drug company results)

2017 JPM Company Profile - Exported on March 30 2017

ONE
PARTNERING™



TRPHARM

Turkey
Biotech or pharma, therapeutic R&D

Genetic disorder, Immune disorder, Infectious disease,
Inflammatory disease, Neoplasm, Enzyme metabolism
disorder, Metastasis, Anesthesia

FINANCIALS

Employees	10 to 50
Year Founded	2013
Ownership	PRIVATE

CONTACT

✉ bd@trpharm.com
☎ +90 212 386 31 30
🌐 <http://www.trpharm.com/?lang=en>

Brief description

TRPharm is a pharma company focused on innovation with investments into R&D and a cutting edge biotechnological manufacturing capability with the aim of becoming a multinational player in the MENA region based out of Turkey.

Description

Our business is focused on 3 pillars: 1) Conducting pre-clinical and Phase I, Phase II and Phase III clinical research activities for our proprietary products and co-development partnerships, 2) Commercial value generation in our partnerships with compliance to highest ethical standards and continued contribution to science and education, 3) Carrying out biotechnological manufacturing at our own facility in high class standards that hosts top level technologies and to to fulfill domestic / foreign demands.

News

<http://www.trpharm.com/?lang=en> <http://www.nasdaq.com/article/dr-reddys-trpharm-collaborate-for-manufacture-of-biosimilar-drugs-in-turkey-20160311-00036>

Objectives

TR-Pharm is actively seeking licensing and co-development partnerships in late stage products that will complement its existing proprietary and inlicensed portfolio. Our portfolio is led by oncology, infectious diseases, inflammatory, hospital products and rare diseases.

Delegates

Elif Aribal
Regulatory&Corporate Affairs Director

Ismet Ince
Finance&Business Development
Director

Mitchell Princen
International Alliance Manager

Ozan Efe Ertem
Business Development, Strategy
Manager

Tuygan Goker

Company incomplete examples (out of 1st 50 R&D drug company results)



Cell Care Therapeutics

- BIO: "Cell Care Therapeutics is a preclinical stage company developing **first-in-class mesenchymal stem cell derived** biopharmaceuticals to treat inflammatory and degenerative ophthalmic diseases."
- Pipeline DB: "Cell Care Therapeutics is a privately-held company focus on the development of stem cell-based therapies for the treatment of degenerative and inflammatory diseases of the eye"
- BIO: Phase = Target id/valid | Lead disc/opt | **Preclin** | P1 | P2 | P3 | Pre-Reg | Reg | Market
- Pipeline DB: **Disc** | P1 | P2 | P3 | Pre-Reg | Reg | Launched

Company incomplete examples (out of 1st 50 R&D drug company results)

Cell Care Therapeutics (cont'd)

- BIO: TA = Degeneration, Inflammation, Ocular disease
- Pipeline DB: TA = Blindness, ~~Cancer~~, Ocular disease, Ocular inflammation
- BIO: Employees = <10; Founded = 2014; Seed round funding of \$1.8M
- Pipeline DB: 6 patents, 1 drug, 1 deal
- BIO: Veronique Jotterand, M.D., CMO; Rajashekhar Gangaraju, Ph.D., CSO; David McQuillan, Ph.D, R&D Strategist; Nicolas Sohl: nsohl@cell-care.com
- Pipeline DB: info@cell-care.com



Company incomplete examples (out of 1st 50 R&D drug company results)

Progenra



- Primary indications in BIO are various cancers and others are secondary. In pipeline DB (PDB) most TAs mgmt. said were secondary are primary. No cardio, lipid metab, obesity listed in BIO. Missing in PDB are arthritis and granularity on which cancers.
- Similar to last example, BIO has better contact/management information, including detailed background on CEO (with pic), and PDB has more details on all drugs, patents and deals.
- Progenra has 20+ drugs in PDB. It has 2 in BIO. The 2 in BIO are the partnering leads.

Company incomplete examples (out of 1st 50 R&D drug company results)

Progenra (cont'd)

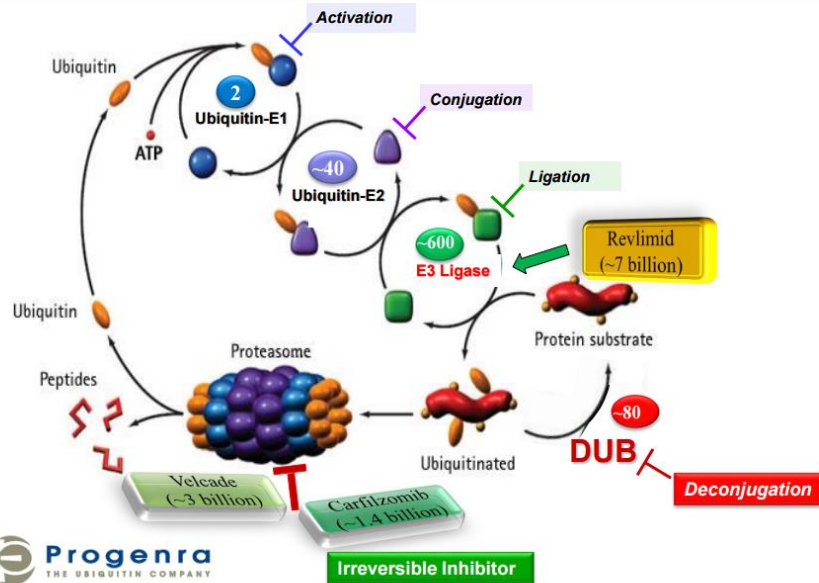
- Progenra description in PDB = 50+ words summarizing tech, TAs, that co seeks outlicensing, and 1 deal.
- Progenra description in BIO = 680+ words detailing company, news and recent conferences where presented, and specific partnering objectives.
- BIO: PDF of company presentation deck
- BIO: One-Pager ppt
- BIO: Hi-Res logo
- BIO: Publication PDF (Elsevier BV)
- BIO: Publication PDF (nature medicine)

Company incomplete examples (out of 1st 50 R&D drug company results)

Progenra (cont'd)

■ BIO: PDF of company presentation deck

Ubiquitin Pathway



Progenra
THE UBIQUITIN COMPANY

CONFIDENTIAL

www.progenra.com | 610.644.6974 | 277 Great Valley Parkway Malvern, PA 19355

6

Company incomplete examples (out of 1st 50 R&D drug company results)

Progenra (cont'd)

BIO: One-Pager ppt



Seeking Funding for Clinic

Novel Immune oncology compound

Company Description

Progenra's mission is discovering and developing first in class novel medicines based on the ubiquitin-proteasome pathway (UPS) and addressing major unmet medical needs.

Therapeutic Focus:

- Pathway and platform rather than single target. Enabling the study of multiple diseases that represent major markets:
- Cancer/Immune oncology, Cystic Fibrosis, Inflammatory diseases

Company Background

- Integrated R&D organization, spanning target validation, assay development, high throughput screening, medicinal chemistry and to pre-clinical PoC.
- Efficient Drug Discovery Platform, Medicinal Chemistry, lead optimization to the clinic
- USP7 drug in late preclinical development targeting immune oncology

Lead Indication / Market Size

- Immune evasion is a hallmark of cancer and plays an important role in tumor growth by impairing the immune system.
- IO antibodies blocking immune evasion, launched as Yervoy, Opdivo and Keytruda, target melanoma, NSCLC; additional indications underway
- T-cell therapy market projected at USD 30 billion by 2030, expanding at annualized growth rate of >100% (BioMarket)
- It is recognized that small molecule combinations with IO agents will provide increased efficacy and cost effectiveness
- Numerous combination trials of IO antibodies + small molecules are ongoing for a variety of tumor types (solid and hematological)

Value Proposition / Differentiation/ Regulatory Path

- Progenra's therapy and technology is a novel approach to several disease implications
- USP7 inhibitor drug has value over biological single agents for its low cost of goods, reduction of effective biological agent concentration (potentially increasing safety), novel dual mechanism of action employing IO and, unlike other small molecule combination candidates, direct tumor eradication

Stage of Immune Oncology Drug Development

Preclinical: Ready to file IND

Ready for Clinic

- Hits identified from our small molecule library have been optimized. Highly potent and selective USP7 inhibitors block tumor growth in animal models.
- USP7 compound synergies with check point biologicals
- DMPK and formal toxicology studies in progress

Management Team

- Progenra Team: Seasoned team with big pharma experience
- Tauseef R. Butt, PhD- President & CEO (NIH, SmithKline/GSK)
- Michael Mattern, PhD- VP (Corporate Affairs SmithKline/GSK)
- Joseph Weinstock, PhD- VP (Medicinal Chem- SmithKline/GSK)
- David Newman Ph.D- VP (Natural Product Med Chem, SKF/NIH)

<http://www.progenra.com/>
Malvern, PA

Butt@progenra.com



Company incomplete examples (out of 1st 50 R&D drug company results)

Progenra (cont'd)

■ BIO: Publications

nature
medicine

HAUSP deubiquitinates and stabilizes N-Myc in neuroblastoma

Omid Tavana^{1,2}, Dawei Li^{1,2}, Chao Dai^{1,2}, Gonzalo Lopez¹⁻⁴, Debarshi Banerjee^{2,5}, Ning Kon^{1,2}, Chao Chen^{6,7}, Andrea Califano^{1-4,8}, Darrell J Yamashiro^{2,5}, Hongbin Sun^{6,7} & Wei Gu^{1,2,9}

The *MYCN* proto-oncogene is amplified in a number of advanced-stage human tumors, such as neuroblastomas. Similar to other members of the MYC family of oncoproteins, MYCN (also known as N-Myc) is a transcription factor, and its stability and activity are tightly controlled by ubiquitination-dependent proteasome degradation¹⁻⁴. Although numerous studies have demonstrated that N-Myc is a driver of neuroblastoma tumorigenesis, therapies that directly suppress N-Myc activity in human tumors are limited. Here we have

of several cellular factors⁸⁻¹⁷. Nevertheless, it remains unclear which cellular factor(s) might contribute to the neonatal lethality of *Nes-Cre;Usp7^{fl/fl}* (hereafter referred to as *Nes-Cre;Hausp^{fl/fl}*) conditional-knockout mice¹⁸, in which Cre recombinase, expressed under the control of the nestin gene (*Nes*) promoter, mediates deletion of *loxP*-flanked (floxed) *Hausp* exon 6, resulting in production of a truncated catalytically inactive protein. Here we sought to identify novel substrates of HAUSP that are outside of the p53 network and that specifically control embryonic cell growth and development of

Company incomplete examples (out of 1st 50 R&D drug company results)

Progenra (cont'd)

■ BIO: Publications



Research Paper

Ubiquitin-specific Protease-7 Inhibition Impairs Tip60-dependent Foxp3 + T-regulatory Cell Function and Promotes Antitumor Immunity

Liqing Wang^a, Suresh Kumar^b, Satinder Dahiya^a, Feng Wang^b, Jian Wu^b, Kheng Newick^c, Rongxiang Han^a, Arabinda Samanta^a, Ulf H. Beier^d, Tatiana Akimova^a, Tricia R. Bhatti^a, Benjamin Nicholson^{b,1}, Mathew P. Kodrasov^b, Saket Agarwal^b, David E. Sterner^b, Wei Gu^c, Joseph Weinstock^b, Tauseef R. Butt^b, Steven M. Albelda^c, Wayne W. Hancock^{a,*}

^a Division of Transplant Immunology, Department of Pathology and Laboratory Medicine, Children's Hospital of Philadelphia and Perelman School of Medicine, University of Pennsylvania, Philadelphia, PA 19104, USA

^b Progenra, Inc., Malvern, PA 19355, USA

^c Pulmonary, Allergy & Critical Care Division, Perelman School of Medicine, University of Pennsylvania, Philadelphia PA19104, USA

Asset profiles

- New assets and updates to existing assets
- Alternate names
- What is the company trying to do with the asset?
- TAs, MoAs, technologies, from the internal perspective
- Which assets are live, which are dead, *reality vs. "NDR"*
- Futures e.g. phase planned for 2018
- 5% - 6% exclusivity to BIO DB (for late phase, US conf)
- Other types "out of remit" assets (e.g. drug delivery)
- Slide decks, 1-pager, publications, videos, data

Asset missing examples (out of 1st 50 drug asset results)

2017 BIO CEO Company Profile - Exported on March 31 2017



SPARK THERAPEUTICS

United States
Biotech or pharma, therapeutic R&D

Huntingtons chorea, Blood clotting factor deficiency,
Mitochondrial disease, Neurodegenerative disease,
Retinopathy, Retinitis pigmentosa, Choroideremia

FINANCIALS

Employees	50 to 200
Year Founded	2013
Ownership	PUBLIC
Ticker	ONCE
Market Cap.	1600.0
Last Funding	B Round

CONTACT

888-772-7560
www.sparktx.com

Brief description

Spark is a gene therapy leader seeking to transform the lives of patients with debilitating genetic diseases through the delivery of life-altering treatments.

Delegates

Katherine High
Co-Founder, President, and Chief
Scientific Officer

Assets

Huntington's Disease Gene therapy

Not partnered

Spark Therapeutics is developing an investigational gene therapy for the treatment of Huntington's disease, a fatal genetic disorder that causes the progressive breakdown of nerve cells in the brain. Huntington's disease is characterized by motor, cognitive and behavioral symptoms which usually appear between the ages of 30 to 50, and worsen over a 10- to 25-year period. Ultimately, the weakened individual succumbs to pneumonia, heart failure or other complications.

Development Phase

Preclinical testing

Mechanism of Action

Gene therapy

Clinical Indications

Huntingtons chorea

Technologies

Biological therapeutic

Asset missing examples (out of 1st 50 drug asset results) (cont'd)

2017 BIO CEO Company Profile - Exported on March 31 2017



SPARK THERAPEUTICS

United States
Biotech or pharma, therapeutic R&D

Huntingtons chorea, Blood clotting factor deficiency,
Mitochondrial disease, Neurodegenerative disease,
Retinopathy, Retinitis pigmentosa, Choroideremia

FINANCIALS

Employees	50 to 200
Year Founded	2013
Ownership	PUBLIC
Ticker	ONCE
Market Cap.	1600.0
Last Funding	B Round

CONTACT

888-772-7560
www.sparktx.com

Leber Hereditary Optic Neuropathy (LHON) Gene therapy

Not partnered

Spark Therapeutics is investigating a potential gene therapy for LHON, a mitochondrial disease that can cause the optic nerve to atrophy, leading to sudden, severe loss of central vision. The prevalence of LHON in most populations is not clearly understood. Based on EU prevalence, it is estimated that LHON affects more than 7,000 patients in the U.S. and more than 160,000 globally.

Development Phase	Preclinical testing	Mechanism of Action	Gene therapy
Clinical Indications	Mitochondrial disease; Retinopathy	Technologies	Biological therapeutic

RHO-adRP Gene therapy

Not partnered

Spark Therapeutics is developing RhoNova, an investigational gene therapy for rhodopsin-linked autosomal dominant retinitis pigmentosa (RHO-adRP), an inherited retinal disease (IRD) that leads to visual impairment and in the most severe cases, to blindness. RhoNova is being developed to both potentially suppress the expression of a faulty gene and to deliver normal copies of the RHO gene, with the goal of restoring normal expression.

Development Phase	Preclinical testing	Mechanism of Action	Channel rhodopsin gene modulator
Clinical Indications	Retinitis pigmentosa	Technologies	Biological therapeutic

SPK-7001: Choroideremia Gene therapy

Not partnered

Spark Therapeutics is advancing an open-label, dose-escalating Phase 1/2 trial designed to assess the safety and preliminary efficacy of subretinal administration of investigational SPK-7001. Choroideremia (CHM) is an X-linked inherited retinal disease (IRD) that usually manifests in affected males during childhood as night blindness and a reduction of visual field, followed by progressive constriction of visual field, ultimately leading to complete blindness.



Asset (& co) missing examples (out of 1st 50 drug asset results) (cont'd)

2017 BIO CEO Company Profile - Exported on April 01 2017



TENSUS THERAPEUTICS

United States
Biotech or pharma, therapeutic R&D

Diabetic eye disease, Retinopathy, Diabetic retinopathy, Diabetic macular edema

FINANCIALS

Employees	Less than 10
Year Founded	2014
Ownership	PRIVATE

CONTACT

✉ cstanley@tensustherapeutics.com

☎ 512.897.7020

🌐 <https://www.tensustherapeutics.com/>

Objectives

We are seeking indications of interest to participate in a \$1.5 MM financing to advance our lead candidate through IND studies, with a quick pivot to a \$5-\$7MM financing to fund a Phase II clinical trial.

Delegates

Christopher Stanley
Co-Founder & Managing Member

Assets

TT-001 Small molecule

Not partnered

The "holy grail" of topical ocular dosing is the ability of a formulation to penetrate the outer layers of the eye and safely provide therapeutic concentrations to target tissue in the retina. We have licensed exclusive rights to a patented, thermodynamically stable microemulsion formulation of fenofibrate. Our rights include all therapeutic indications, via any route of administration, and our lead topical ocular formulation is covered by two issued US patents with the international application entering national phase filings. Our animal data demonstrate that topical dosing of our lead formulation provides a 15X increase in retinal concentrations of fenofibric acid (the active metabolite of fenofibrate) compared to oral dosing; additional nonclinical studies are ongoing. We have also completed a non-GLP 30-day rabbit toxicology study with four-times-a-day dosing with our lead formulation with no toxicity. These observations, coupled with the extensive body of published nonclinical and clinical safety data for fenofibrate, indicate a high probability of technical success. For our development plan and approval pathway, we intend to employ an efficient 505(b)(2) strategy, which will allow us to reference published literature data demonstrating the systemic safety of fenofibrate.

Development Phase

Preclinical testing

Mechanism of Action

PPAR modulator

Clinical Indications

Diabetic eye disease;
Retinopathy; Diabetic
retinopathy; Diabetic
macular edema

Technologies

Small molecule therapeutic



Asset incomplete examples (out of 1st 50 R&D drug results)

4-1BB CTL (company = Eutilex)

■ Pipeline DB: Indexes like TA, MoA, Phase, etc.

...developing adoptive T cell therapy for cancer; P 1/2a trial;
7/16: IND P 2b; 3/14: S.Korean P 1/2a trial approved; 12/12:
S.Korean P 1 trial approved; 4/10: S.Korean trial began; 3/14:
trial ended, safe/effective for EBV benign tumor

Asset incomplete examples (out of 1st 50 R&D drug results) (cont'd)

■ BIO: Indexes like TA, MoA, Phase, etc.

...autologous procedure uses 50ml of patient's blood & takes 2 weeks for prep to re-infuse into the patient. Clinical POC achieved: complete, durable remissions in terminal patients w/ Hodgkin's & NK/T lymphomas. Procedure completely eliminated cancers. Procedure applicable to all solid & hematologic cancers.

...procedure very gentle, w/o adverse effects. No target toxicity & no cytokine release observed.

...procedure uses no gene incorporation procedure or virus-directed gene incorporation. Manufacturing costs are low at very high manufacturing success rates

Asset incomplete examples (out of 1st 50 R&D drug results)

Pipeline DBs vs. BIO: Main differences for assets/drugs

- Pipeline DB: What it is, lifecycle, milestones
 - What it is: e.g. small molecule, tumor necrosis factor, RhA, under license from, RoA
 - LC/Milestones: e.g. IND for P2 files on date1 for TA1, trial planned, positive/negative data announced, app submitted to SFDA, trial details, conference announcements
- BIO: What it is, how it works, why it's good, objective
 - What it is
 - What are it's selling points: e.g. FiC, how it works in disease pathway, brief desc of studies, but highlighting why results were significant, who else gives it credibility

Asset incomplete examples (out of 1st 50 R&D drug results)

**new class of Zn²⁺ ionophore / anticancer therapeutics
(company = Curza)**

- Pipeline DB: Indexes like TA, MoA, Phase = “Discovery”, etc.
... investigating compounds that interfere w/ trace metal homeostasis and promote cell death, for treatment of cancer.
9/16: development ongoing

Asset incomplete examples (out of 1st 50 R&D drug results) (cont'd)

- BIO: Indexes like TA, MoA, Phase = "Lead disc./optimization", etc.

...developed heterocyclic core that is selective agent, kills chemo-resistant primary plural effusion cells from refractory breast cancer patients while not affecting untransformed cells. CZ-3-8 is efficacious in-vivo & well tolerated even at high dose. MoA from ability to act as Zn^{2+} ionophore & cause Zn^{2+} dyshomeostasis in cancer cells, leading to lysosomal membrane depolarization & necrosis... most metal chelators function either as Zn^{2+} transporters or Zn^{2+} chelators. There is a limited # of compounds that demonstrate this type of ionophore activity... all require concentrations $>200 \mu M$ to cause cell death. CZ-3-8 first compound that exploits MoA at therapeutically relevant concentrations. The CZ-3-8 core is readily adaptable to medicinal chemistry.

Meeting trends, segmented by...

At the macro-level, answering questions like what's going on in the industry.

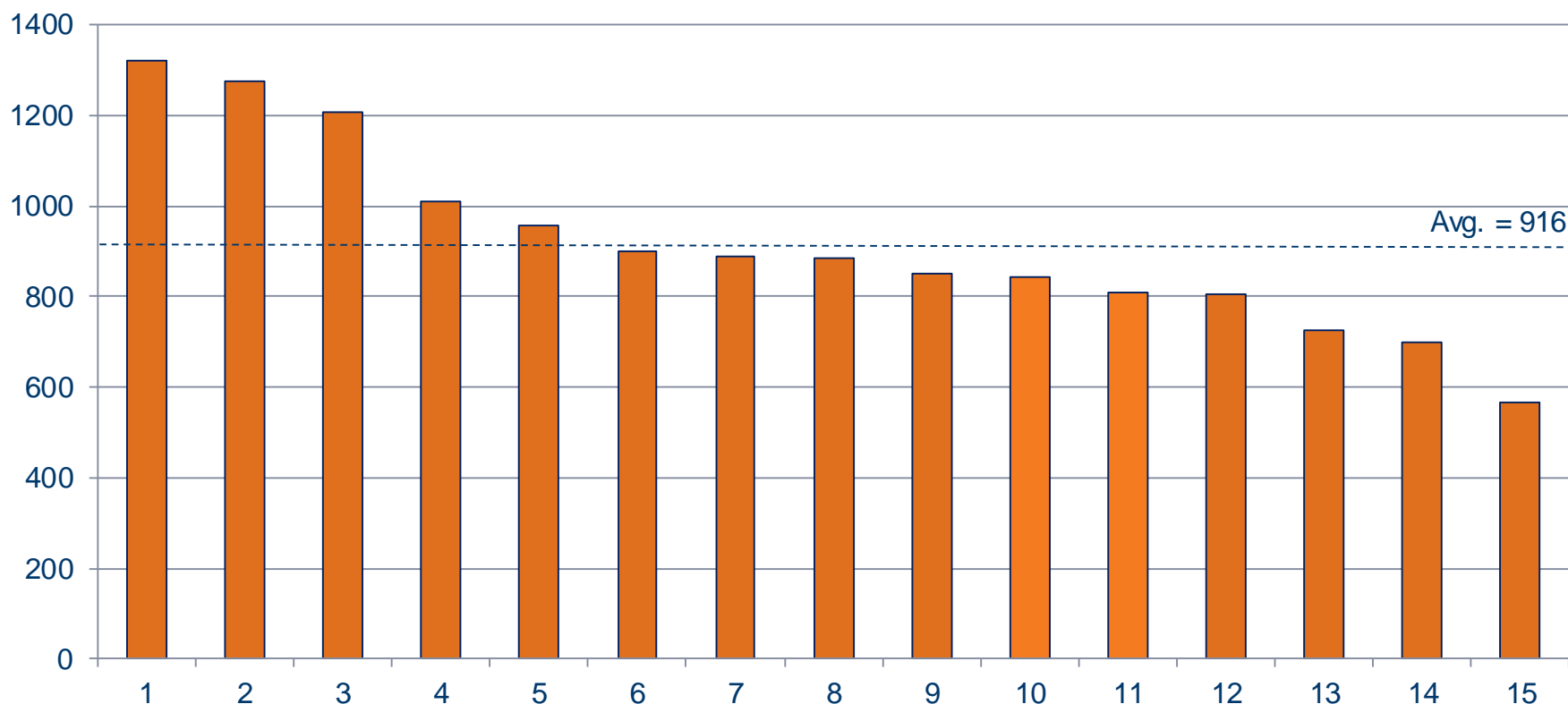
- Requested vs. accepted
- TAs, MoAs, technology, phase, finances, ownership, geography
- Company type (e.g. pharma vs. VC)

At the micro-level, answering question like what's going on in my company.

- The above analyses, for *your* company
- How does your company compare to others (aggregated)? # of meetings? Quality of companies proxied by in-licensor meeting count? How many in-licensors vying for your target?

Total Requests Top 15 Pharma by Market Cap, ordered by # Total Requests

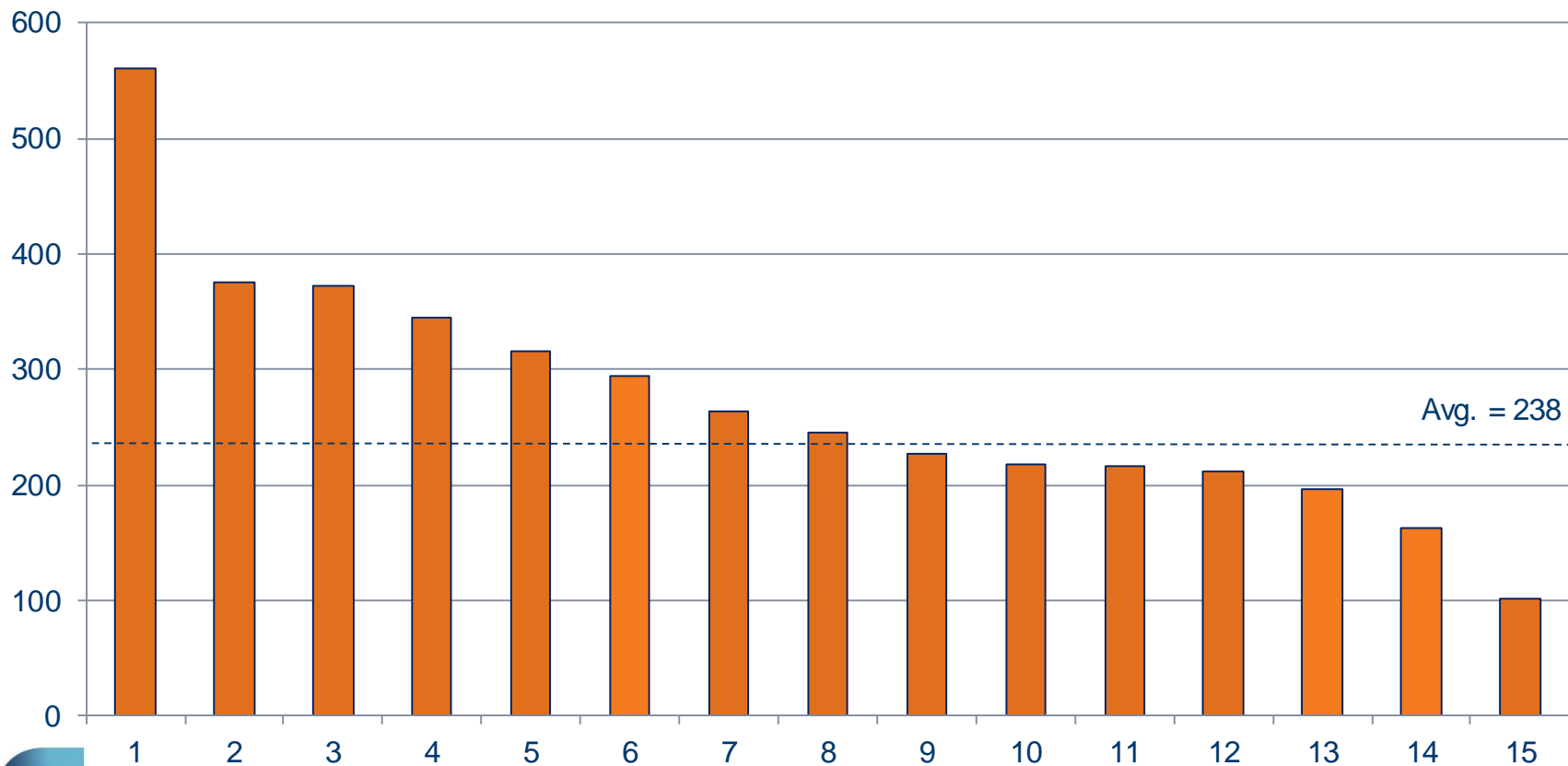
Total Requests



*includes wholly owned subsidiaries, and human divisions;
excludes animal divisions, venture arms, food & ag and CMO divisions

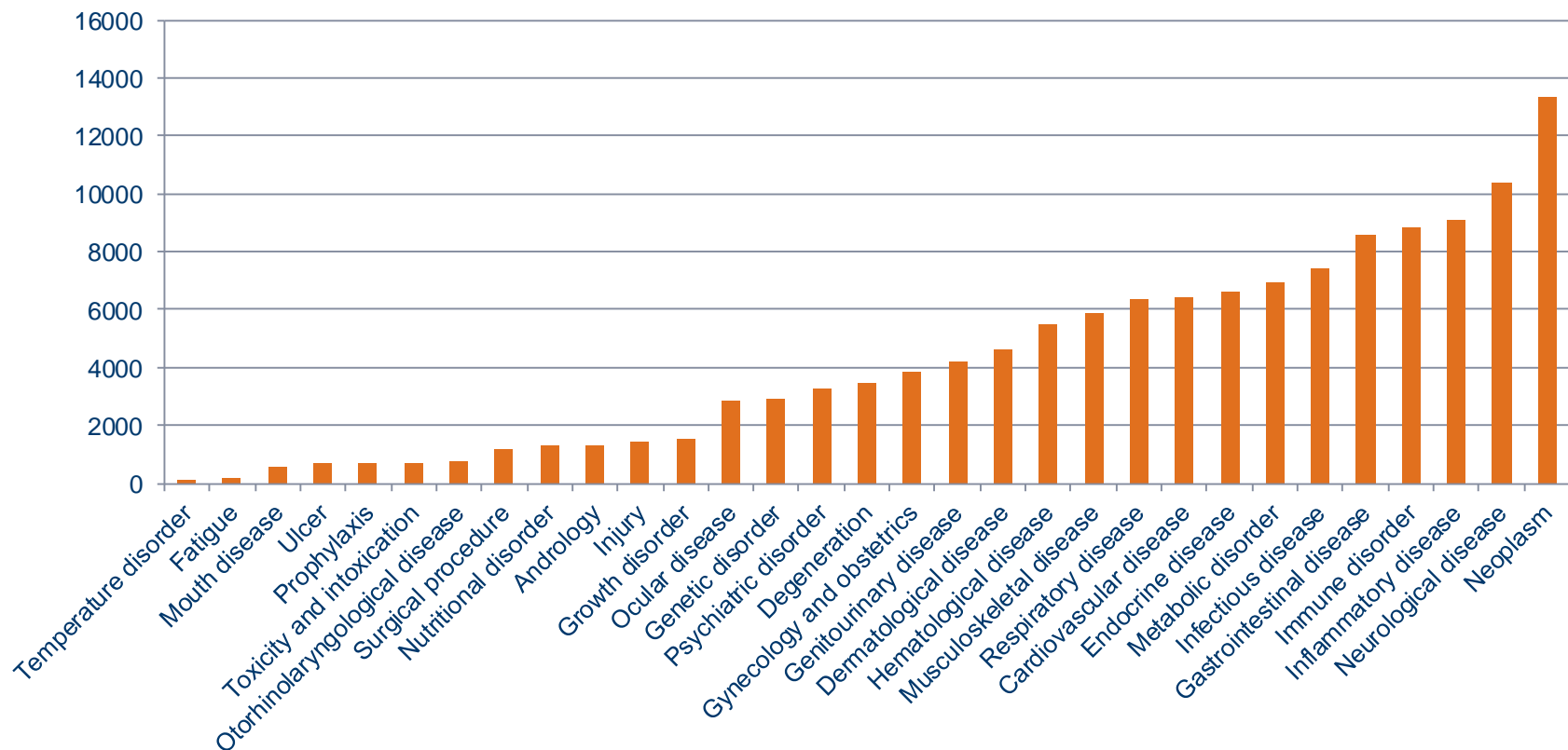
Scheduled Meetings Top 15 Pharma by Market Cap, ordered by # Scheduled Meetings

Scheduled Meetings



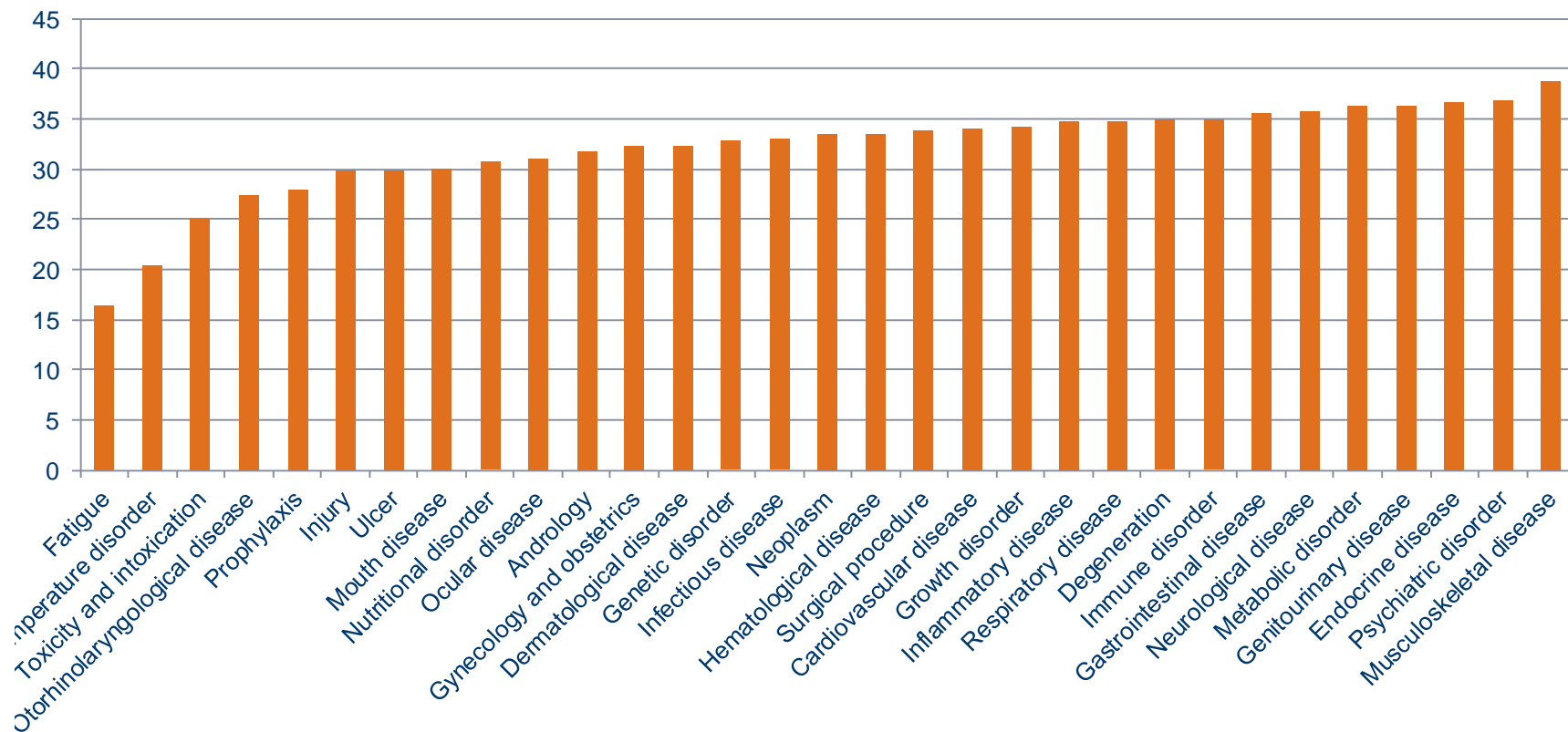
Macro ex. Therapeutic area analysis: Prevalance

Accepted Requests



Macro ex. Therapeutic area analysis: Success rate

% Accepted



Meeting request templates

- Many companies send variations of the same one or two meeting requests to in-licensors.
- These can be considered templates.
- These sometimes contain detailed information beyond what's available in any pipeline DB or profiles in BIO's system.
- These often contain a better and more meaningful summary, along with clear identification of the lead candidate, than pipeline DB editors provide. Meant to convey most meaningful facets in less than 60 secs. Pipeline DB editors want you to curl up in bed with their reports.
- These can be made available with permission from the individual sender (permission secured on a case by case basis by BIO)

Meeting request template example (from 10/16)

Oncternal Therapeutics *focuses on embryonically expressed targets which are not expressed on normal cells. We have found that certain cancer cells have developed the ability to hijack these targets and related pathways to both proliferate and migrate.*

We currently have **two clinical stage programs in Phase 1b** trials. Our **ROR1 program** is addressing hematological malignancies while our ETS family program addresses Ewing's sarcoma and has additional potential in solid tumors.

Our **team has enjoyed past successes at Bavarian Nordic, Candence, Calistoga, Immunogen, Pharmacyclics and Acerta Pharma.** Our **current financing is targeting approximately \$20MM** for our close.

Meeting request template example (from 10/16) (cont'd)

Advantages of meeting request

- Clear summary of the science conveyed vs. pipeline DB: *“formed based on research around the ROR1 signaling system and cancer”*
- Phase update: ROR1 program is in P 1b; in pipeline DB it's still in “Discovery”
- Is the science or the team more important? Team credentials clearly expressed in the meeting request
- Until 4/17, pipeline DB did not know they were raising another round targeted for \$20M. Pipeline DB picked up \$18.4M funding in 4/17; comparison to \$20MM allows measure of success judgement.

Meeting request template example

Incuron is a privately held clinical-stage oncology company headquartered in Buffalo, NY. We have discovered a family of proprietary small molecules, the Curaxins, with unique multi-targeted mechanism of anticancer activity. The **lead Curaxin compound, CBL0137, is in Phase I clinical development as oral and IV formulations.**

Incuron seeks Round C investment to complete Phase I and run Phase II programs for CBL0137 and provide clinical proof-of-concept.

Key differentiators of Curaxin CBL0137 is an unprecedented MoA that restructures chromatin and strikes simultaneously a set of universal **previously undruggable anticancer targets:** inhibits MYC, NF-kB & HSF-1 and activates p53.

Meeting request template example

Efficacy:

- shown in >30 preclinical in vivo models covering all major cancer types
- **crosses blood-brain barrier**; efficacious against brain tumor models
- **tumor cells fail to develop resistance** to Curaxins
- effectively kills tumor stem cells
- synergistic activity with multiple conventional drugs
- **intra-arterial (IA) infusion opportunity**

Favorable Pharmacology & Safety:

- available in **i.v.** and oral formulations, $t_{1/2}(\text{human}) > 10$ hrs
- lacks genotoxicity, regardless of targeting DNA topology

Meeting request template example (from 10/16) (cont'd)

Advantages of meeting request

- A few bits of new information: i.v. form available, looking for round C investment
- The rest is either stated or could be implied from pipeline DB report. So either read...
 - ~160 words (45 – 50 seconds) of the meeting request OR
 - ~1400 words (7 minutes) of pipeline DB report
- Your users want the topline sometimes and the nitty gritty lifecycle details other times. Are they in search and evaluation mode or due diligence mode?
- Pipeline DB is objective, meeting request is subjective (and omits bad news)



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PART III

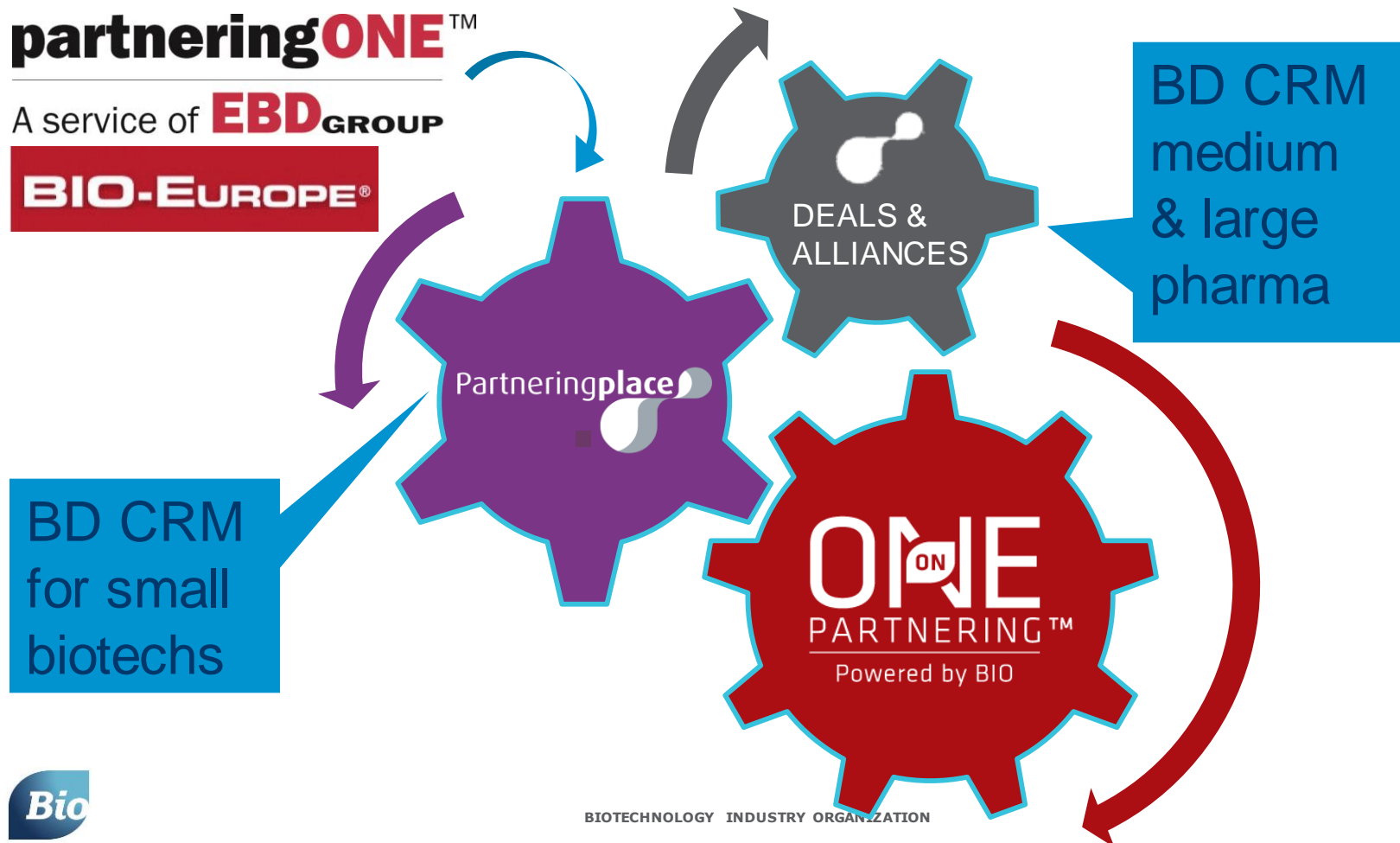
**BIO One-on-One Partnering:
More than just a partnering tool...**

Meeting request template example (from 10/16) (cont'd)

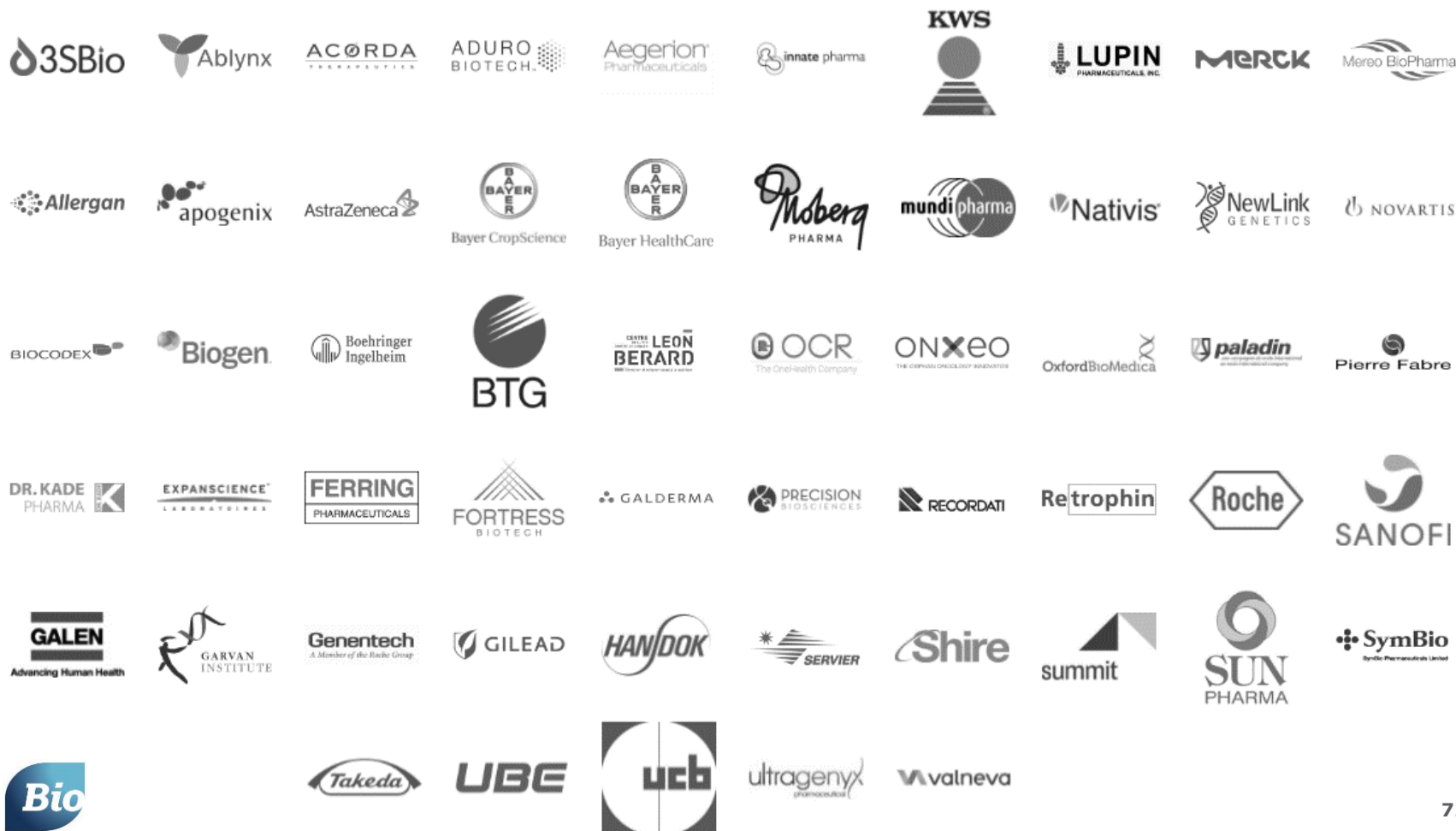
partneringONE™

A service of **EBD GROUP**

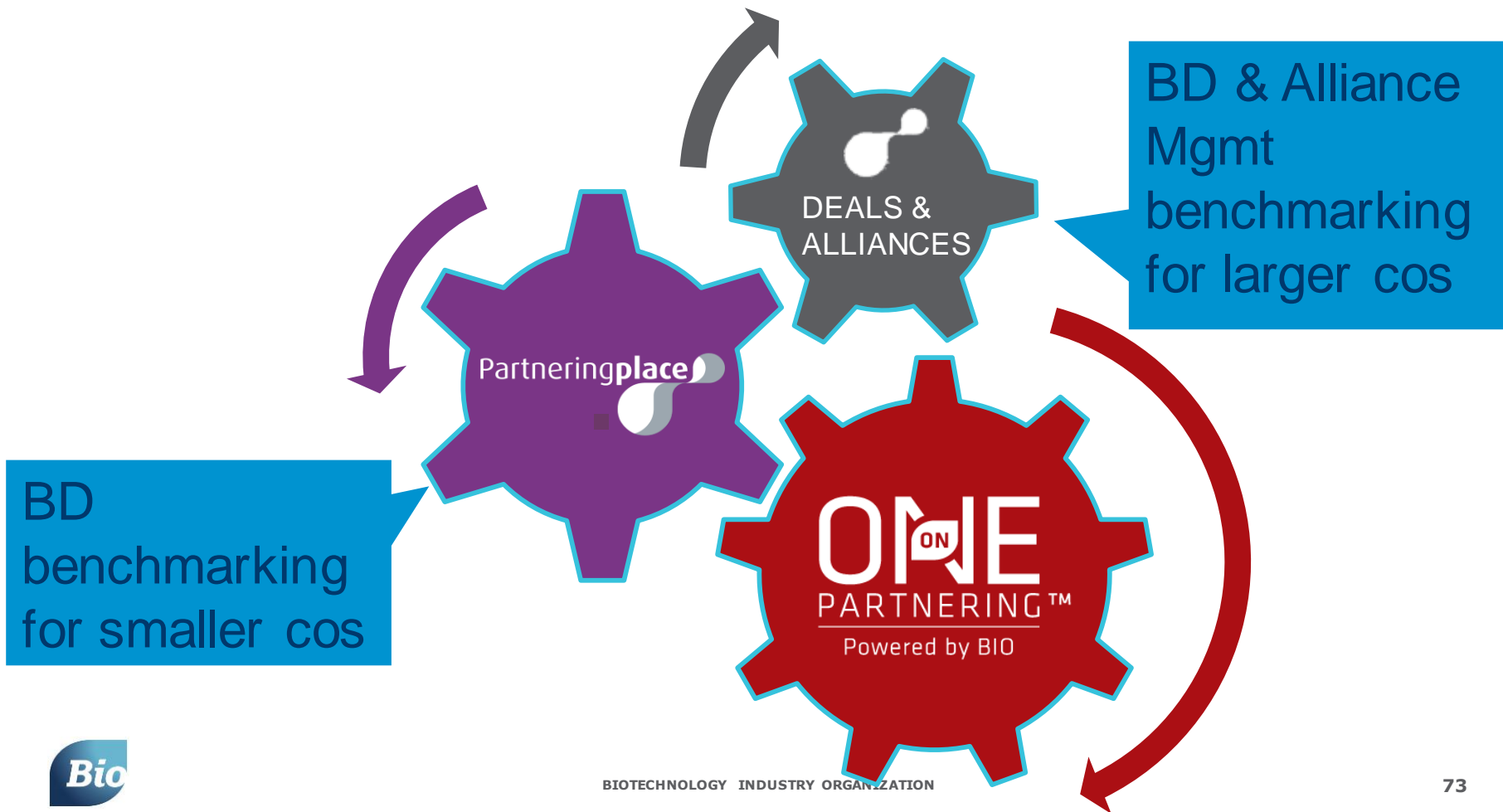
BIO-EUROPE®



Inova Deals & Alliances (DnA) customers



Future: benchmarking (w/ permission, aggregation, anon)





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PART IV

Information Access

How will BIO Partnering info. be made available?

- Timeline for availability is mid 2018 or sooner
- All information will be compliant with prevailing US and French privacy laws, and made available with permission, aggregated and anonymized as appropriate
- Note BIO terms of use restrict using information for commercial purposes or mass storage in company DBs without permission
- Contact me for more details:

Sougato Das

Managing Director, Partnering, BIO

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