



BIA webinar: Brits at BIO

Your guide to the BIO week

BIO 2023

The annual BIO International Convention 2023 in Boston, USA is just 2 weeks away!



- The conference runs from Monday 5 June to Thursday 8 June taking place at the Boston Convention Center.
- There will be a significant UK presence 200+ companies at this global event.

Please note: All discounted tickets through BioPartner are now sold out however full price attendance is still available biopartner.co.uk/bio23

Aim of this webinar

- Guide you through BIO from a UK company perspective
- Introduce some key people who are around to help
- Basic advice for first timers
- What's different and new (especially on the fringes) for old hands
- What to say about the UK

Webinar Line-up



Steve Bates,
Chief Executive Officer,
BIA



Lin Bateson,
Chief Executive Officer,
BioPartner



John Lownds,
Senior Manager Life Sciences,
DBT



Michael Callahan,
Senior Trade and
Investment Officer, DBT,
British Consulate-General
Boston

BIO 2023 – you can't do it all

A global partnering event

A very large conference floor of stands – countries, regions and companies

Many panel and company presentation sessions

Breakfast and Evening networking events

Alternative parallel conferences around town

Key UK-organised events at BIO 2023



Sunday 4 June

- DBT exclusive (invite only) at Consul General's Residence
- One Nucleus Evening Mixer Event with BioMed Realty



Monday 5 June

- One Nucleus Breakfast Seminar with Fish & Richardson
- 8:00-10:00 DBT Breakfast (invite only), Goodwin Law
- 12:00-12.45 UK Pavilion Stand Opening
- 17:00-19:00 UK @BIO (register with DBT) , Nutter Law (155 Seaport Blvd)

Key UK-organised events at BIO 2023



Tuesday 6 June

- One Nucleus Breakfast Seminar with McDermott Will & Emery
- 11:30-12:00 Seminar: Global Innovation Hub, UK Government
- 16:00-17:15 BIO Super Session: Spurring Biotech Innovation Across the Globe: A High-Level Discussion
- 17:00-18:30 UK Pavilion Exhibitor Hospitality Reception
- 18:00-20:30 Global Talent Network / BIA Reception
- 18:00-21:00 Northern Ireland Life Sciences Meetup (The Lenox Hotel)
- 19:00 SDI Malt Whisky Drinks Reception (Contact SDI Trade Advisor Connie Ness Connie.Ness@scotent.co.uk)

BBC feature strong at BIO film festival

One new aspect of the BIO 2023 is a film festival showing a series of inspirational documentary shorts that amplify the patient voice and highlight biotechnology's role in addressing the unmet medical need

- The BBC's commercial arm has played a pivotal role in the development of this and made many of the features.
- Films will run in hour-long blocks throughout the day: Monday, June 5 - Thursday, June 8 in Room 105 on Level 1 of the BCEC.
- Nice to have our national broadcaster so central to promoting the sector globally.

Other non-BIO 2023 events in Boston



RESI Redefining Early-Stage Investments

- Monday 5 June - in person
- Tue-Wed 6-7 June - virtual only
- Westin Copley Place, Boston

BIA member discount available - [More details](#)



John Carroll's Endpoints at #BIO23

- Tue-Wed 6-7 June
- Seaport Hotel, Boston

[More details](#)

If you know of any other UK networking events or if you are speaking or presenting and would like to share, please do contact us.

Quick Tips

- **Partnering at the Pavilion or in the (Business Forum) booths?**
- **Wear flat shoes, take a charger and water bottle**
- **Don't expect to be able to do everything – have a plan**



UK @BIO Convention - assisted by



**Discounted tickets for BIO:
\$2800 to \$3200 with a £GBP invoice
or discount code.**

Bookmark us for next year!!!



Department for
Business & Trade





BIO One-on-One Partnering



Premier Access Rates:

\$2,900 up to March 16th

\$3,500 now

\$2,900 BIO members

General Access Rates:

\$2,000 up to March 16th

\$2,200 now

\$1,800 BIO members

Exhibition Access and additional booth personnel \$550

Full Access passes give you the freedom to meet anywhere, view the programme and join the networking sessions through the BIO Business Forum. Exhibitors can upgrade by purchasing a full access pass, otherwise all meetings will be scheduled to their booth/Pavilion.

Visit <https://www.bio.org/partnering-resources>

For video recordings, whitepapers, best practice and hints and tips to use the platform effectively.





Partnering at BIO Convention

Two Types of BIO One-on-One Partnering™

	Business Forum	Exhibit Booth
Registration Type	Included with Premier Access	For exhibiting companies & pavilions
Meeting Times	Monday afternoon-Thursday	Monday afternoon-Thursday (exhibit hours)
Meeting Location	Business Forum booth/meeting point –or– Exhibition Floor (if meeting with an exhibitor)	Your exhibit booth or another exhibitor’s booth/pavilion

NOTE: You can meet with all the same companies and delegates regardless of your partnering type. **The difference is where and when your meetings are scheduled.**





Partnering at BIO Convention

5 Tips for Successful Partnering

1. **Fill out your company profile**, focusing on the opportunities you have to offer other companies.
2. **Mark when you are available** to take meetings on your partnering calendar. You can also plan your educational programming and company presentation schedule in the partnering system.
3. **Search for companies** you would like to meet and send them tailored meeting requests.
4. **Send & accept meeting requests.** BIO schedules accepted meetings for mutually available times, starting 2-3 weeks out from the conference.
5. Repeat steps 3 and 4 at least once a week since new companies register and **send requests regularly.**





The Numbers



1,139
Exhibitors



103
Domestic &
International
Pavilions



64
Countries



90
Public Officials



44,000
Partnering
Meetings



3,898
Partnering
Companies



51
Participating
Countries



25+
Average
Meetings
Per Company



7,585
Partnering
Delegates

BIO Attendance Stats



66%
Purchase
Decision Makers

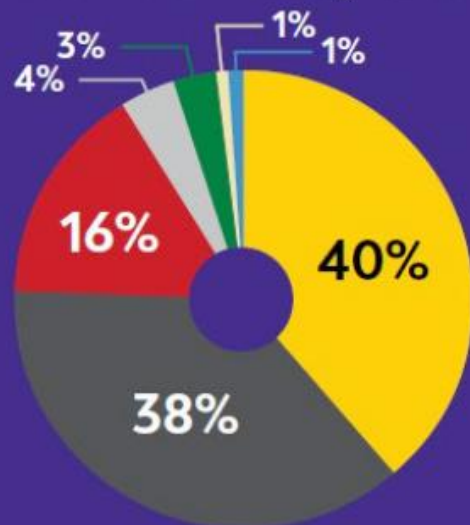


38%
International
Attendees



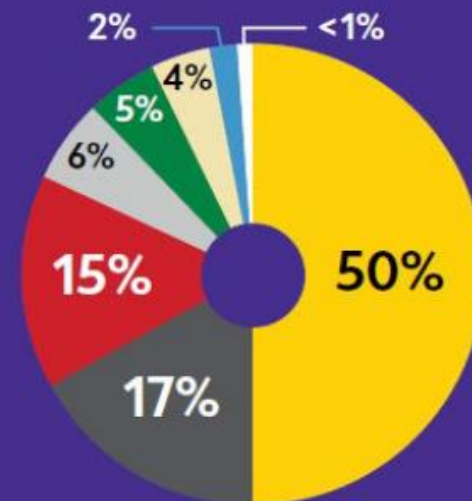
43%
First Time
Attendees

Breakdown by Title



- C-Level Executives
- Director/Mid-Level Manager
- Vice President/General Manager/ Partner/Managing Director
- Student
- Coordinator/Administrative
- Educator/Faculty
- Public or Government Official/ Foreign Minister

Breakdown by Industry

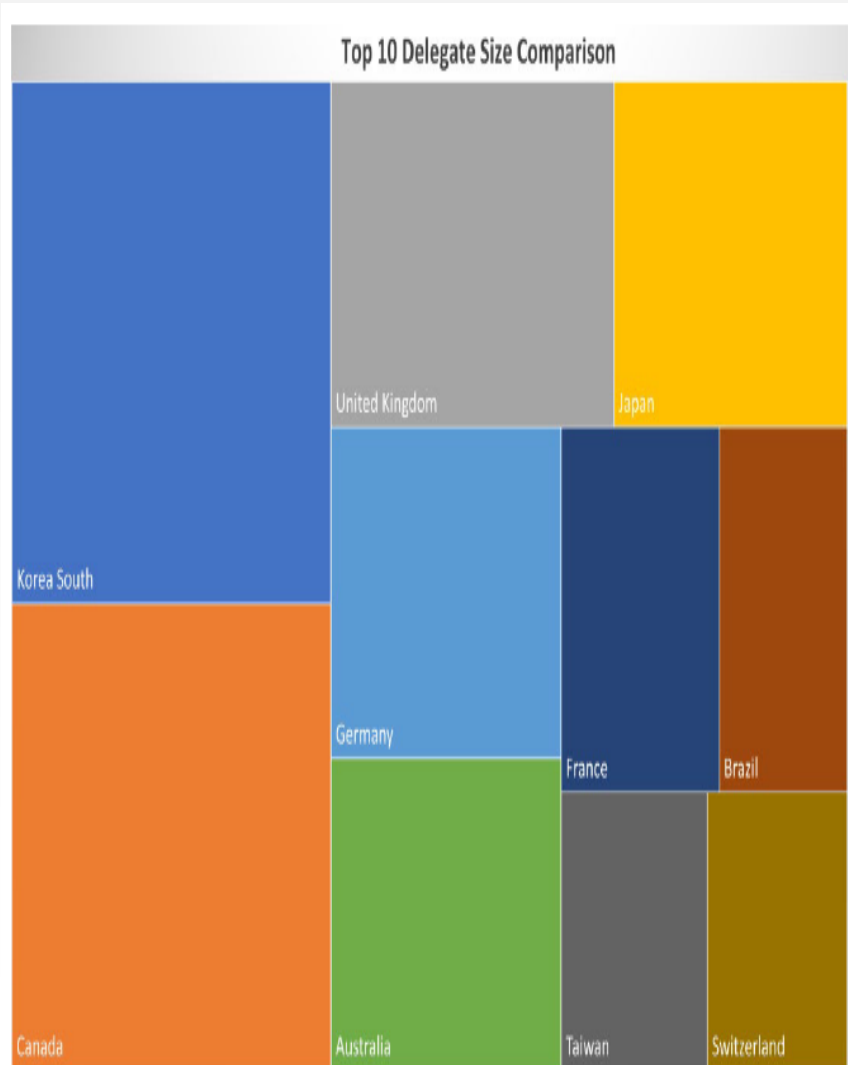


- Drug
- Service
- Academic/Non-Profit
- Research Tools/Support
- Diagnostics/Device/Digital Health
- Investor
- Industrial/Environmental
- Agricultural





UK @BIO Convention



UK Pavilion
 Booth 2340
 Department for Business & Trade
 Westminster, London, United Kingdom

The (UK's) Department for Business and Trade (DBT) helps businesses export, drives inward and outward investment, negotiates market access and trade deals, and champions free trade.

We are an international economic department, responsible for:

- supporting and encouraging UK businesses to drive sustainable international growth
- ensuring the UK remains a leading destination for international investment
- opening markets, moulding the trade environment with new and existing partners which is free and fair
- using trade and investment to underpin the government's agenda for a Global Britain and its ambitions for prosperity, stability and security worldwide.

Participating Companies

Bray Linn Events Leam, United Kingdom	Clyde BioSciences Limited Glasgow, United Kingdom	Cumulus Leam, United Kingdom	Department for Business and Trade Scotland Glasgow, United Kingdom
Domainex Ltd Luton, Bedfordshire, United Kingdom	Fusion Antibodies Leam, United Kingdom	Herwell Campus & Sci-Tech Darabury Glasgow, United Kingdom	Invest Northern Ireland Leam, United Kingdom
Micropore Technologies Wexham, United Kingdom	CBP Laboratories Glasgow, United Kingdom	Pangaea Data London, United Kingdom	SCOTLAND Glasgow, United Kingdom
SEDAs Pharmaceutical Development Services Milton Keynes, United Kingdom	Touchlight DNA Services London, United Kingdom	UK Government London, United Kingdom	



Who can you meet at BIO Convention?

Meet other international delegations at a number of events,
Including in-booth hospitality receptions

<https://www.bio.org/events/bio-international-convention/bio-networking-events>

BUT the networking activities organised by Lois' team and visiting the UK Pavilion is the best start...you may bump into VIP guests like Minister Freeman and Lord Johnson ;^)

You can see who's attending from the UK at: <http://bio23.biopartner.co.uk/page/all>
and at <https://eu.eventscloud.com/website/11257/partners-and-co-exhibitors/>



UK Pavilion Booth 2348 including Fusion Antibodies
Wales Booth 2085 including MediWales
10 independent UK exhibitors include **Sekisui** Booth 778,
Barrington James, Booth 2542, and **Almac Group**, Booth 1969

Midlands DBT supported companies: **Sygnature Discovery**,
Oncimmune, Histologix and Charnwood Molecular



UK Delegations add a little extra

Turn your solo
delegate experience



into your supportive network



events@biopartner.co.uk

<http://biopartner.co.uk>





Department for
Business & Trade

UK@BIO 2023

John Lownds – Senior Manager, Life Sciences

Meet your UK@BIO Team

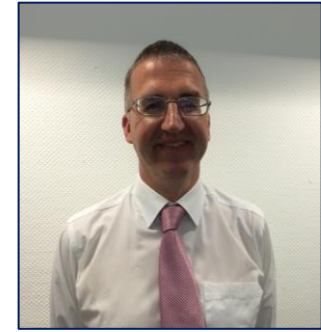
HQ



Hilary Glidden
Global Head of Life Sciences



Lois Gaden
Senior Manager, Life Sciences

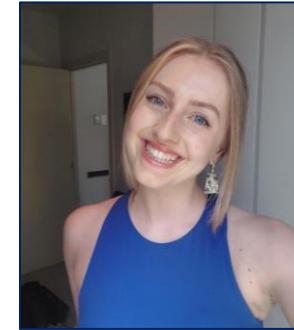


John Lownds
Senior Manager, Life Sciences

Scotland



Steve Kerr
Healthcare, Life Sciences &
Bioeconomy Sector Lead



Eleanor Bradley
Sector Support Officer

US



Michael Callahan
Senior Trade & Investment
Officer, Life Sciences



Matt Clark
Senior Trade & Investment
Officer, Life Sciences



Owen Landry
Trade & Investment
Officer, Life Sciences



Adrianna Gomez
Trade & Investment
Officer, Life Sciences

UK Delegation

Convening a senior delegation of UK Government representatives

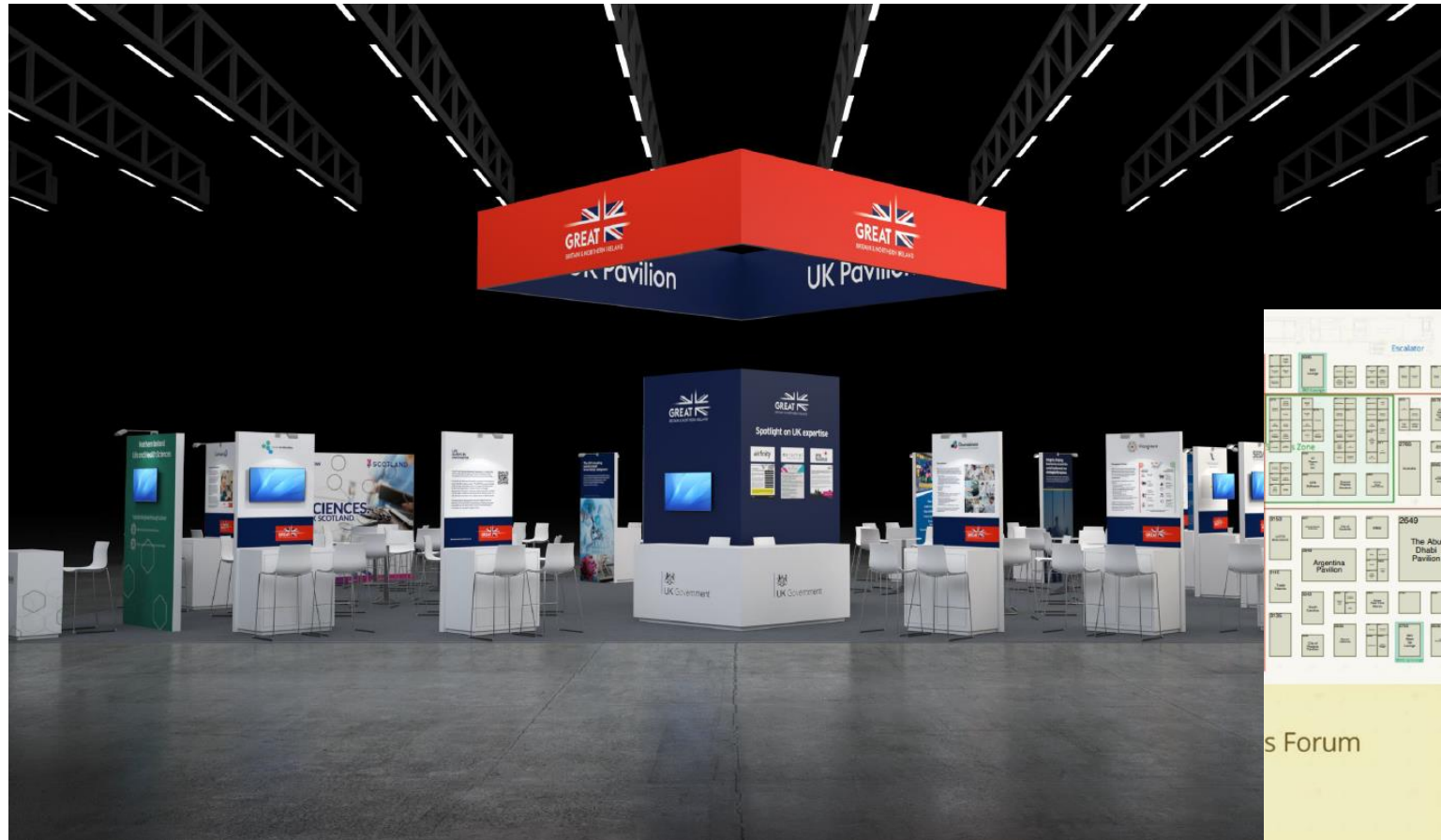


George Freeman MP
Minister of State for Science, Research
and Innovation

Attendance from wider
Government including
National Institute for Health
and Care Research (NIHR),
Office for Life Science
(OLS) and more...

UK Pavilion

Find us in Hall B, Stand 2348



UK Pavilion – Partners

Take a look at the best of our dynamic life sciences clusters across all four corners of the UK – in England, Northern Ireland, Scotland, and Wales



UK Pavilion – Partners

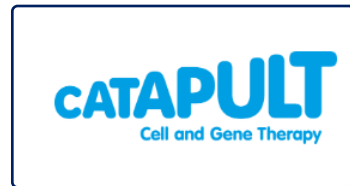
Take a look at the best of our dynamic life sciences clusters across all four corners of the UK – in England, Northern Ireland, Scotland, and Wales



Meet us at the
Welsh Pavilion:
Hall B, Stand 2085

UK Pavilion – Co-exhibitors

Hosting 20 innovative UK life sciences organisations



Programme

Monday 5 June	
08:00-10:00	Welcome Breakfast Session
12:00-12:45	UK Pavilion Stand Opening (<i>Location: UK Pavilion</i>)
17:00-19:00	UK@BIO Country reception
Tuesday 6 June	
11:30-12:00	Seminar: Global Innovation Hub, UK Government
16:00-17:15	Seminar: BIO Super Session: Spurring Biotech Innovation Across the Globe: A High-Level Discussion
17:00-18:30	UK Pavilion Exhibitor Hospitality Reception (<i>Location: UK Pavilion</i>)
18:00-21:00	Northern Ireland Life Sciences Meetup (<i>Location: The Lenox Hotel</i>)
19:30-21:30	UK Global Talent Reception

Exhibitor Booth Partnering meetings will start 30 minutes after the opening of the Exhibit Hall on Tues-Thurs, and 60 minutes on Monday.

How to get involved

- If you're attending BIO, please let us know
- Spaces are still available for our UK@BIO Country reception
- Connect with us in Boston on the BIO One-to-One Partnering
- Or visit us at the UK Pavilion (Hall B, Stand 2348)

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**VISIT OUR
WEBSITE**

Get in touch:
ditlifesciences@brayleinoevents.com

BIO in Boston

What do I need to know?

*Michael Callahan, PhD, FAcG
Sr. Trade and Investment Officer, Life Sciences
British Consulate-General, Boston
Email: Michael.Callahan@trade.gov.uk*



British
Consulate-General
Boston

British Consulate-General Boston

Department of Business and Trade (Life Sciences)

Consulate is staffed with 4 people for Life Sciences DBT, who will be present during BIO:

Michael Callahan, Matthew Clark, Owen Landry and Adrianna Gomez

Our Role is support the British Consulate's Mission in the US, specifically

- British Life Science Industry trade and investment between the UK and US focused on the New England states
- Support bi-directional trade missions
- Provide connections and advice to UK companies looking to do business with the US
- Provide US business with connections and information that are interested in doing business in the UK
- Support UK government and business at local life science trade conferences

We have 'local' resources in UK/US to help business make connections with companies and services of interest.



Why is Boston so attractive to Life Science companies?

“The East Coast has some of the largest and most prominent health systems in the country. Having access to these health systems, along with the right clinical and regulatory talent and data scientists that have good clinical experience — all of these things combined together make it a compelling place to have a digital health or biotech company,”.

Kuldeep Singh Rajput, Biofourmis founder and CEO – when asked about moving his company from Singapore to Boston



Greater Boston's Life Science Ecosystem

MASSACHUSETTS' BIOTECH ECOSYSTEM

by the numbers

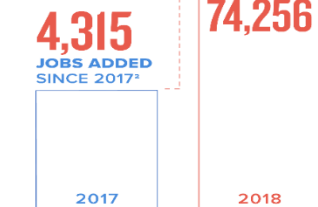
#1: booming biotech

 **430+** BIOTECH COMPANIES*

39,365 BIOTECH RESEARCH & DEVELOPMENT JOBS IN 2018

 **↑ 10%** INCREASE FROM 2017*

 BIOPHARMA JOBS



14,000+ WORKERS EMPLOYED BY THE FOUR LARGEST BIOTECH AND LIFE SCIENCES COMPANIES IN MASSACHUSETTS*

#2: driving an economic impact*

 **\$11.9 BILLION** TOTAL WAGES GENERATED BY THE BIOPHARMA INDUSTRY IN 2018

 **\$161,281** AVERAGE ANNUAL WAGE EARNED BY BIOPHARMA INDUSTRY PROFESSIONALS

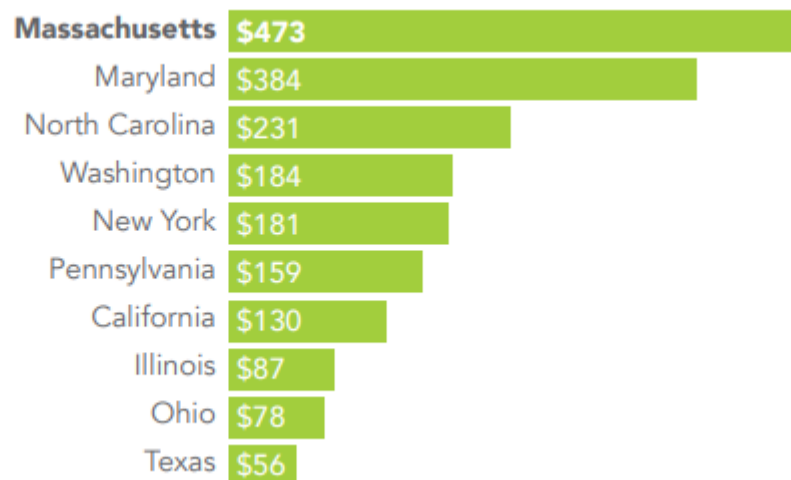
#3: developing life-saving treatments

 **265 MILLION** PATIENTS IN THE U.S. TREATED USING THERAPIES DEVELOPED BY COMPANIES BASED IN MASSACHUSETTS*



Top NIH-Funded States by Total Funding & Per Capita in 2021

FUNDING PER CAPITA



Despite representing just 2% of the nationwide population, over 9% of all NIH funding went to Massachusetts organizations in 2021.

STATE	FUNDING	NUMBER OF AWARDS
California	\$5,132,766,008	9,103
New York	\$3,662,420,303	6,061
Massachusetts	\$3,328,279,019	5,758
North Carolina	\$2,411,545,433	2,742
Maryland	\$2,372,538,518	2,701
Pennsylvania	\$2,069,152,946	4,133
Texas	\$1,643,831,655	3,411
Washington	\$1,420,361,201	1,838
Illinois	\$1,116,993,470	2,251
Ohio	\$916,306,875	1,941
United States	\$35,733,566,196	62,996

Source: NIH, Research Portfolio Online Reporting, U.S. Census Bureau



What to know about getting around Boston

1. Uber and Lyft apps – are the way to go
2. MBTA 'The Subway' Should use 'The Charlie Card' - No tap in/out with CC or Phone App - 'Charlie Card' at any machine at right next to turnstiles at subway entrance 'South Station' - closest subway station to CC (Red Line)
3. Jay walking 'not enforced' in Boston - be careful not to get hit by car
4. Traffic lights not always obeyed - pay attention when crossing the streets
5. Convention Center is the 'Boston Convention and Exhibition Center – 415 Summer Street –
NOT the Hynes Convention Center
6. Seaport plenty of good restaurants (lunch / dinner) - North End great Italian Food
 - Lovely walk from Seaport along the waterfront to Faneuil Hall Marketplace or North End
 - Boston Harbor Islands: <https://www.bostonharborislands.org/>
7. Boston is generally safe but be cautious in Downtown Crossing area early evenings
8. UK Reception - Monday evening Nutter 1700-1900 155 Seaport Blvd
9. '911' - is THE Emergency number for all needs - police, fire or ambulance
10. Goodwin, offering significant life science legal learnings / insights on Tuesday



Outside Beneficial Session on Considerations for Trade in Asia and the US

9:30 AM | Registration

10:00 AM – 10:15 AM | Welcome Remarks

10:15 AM – 11:00 AM | Cross-Border Licensing & Partnership Transactions: Opportunities and Challenges

- What are the opportunities from Asia and how to get deals done amid a surge of big pharma's licensing deals from Chinese biotech companies and the geopolitical tensions?
- What are the licensing trends, opportunities and challenges in the EU market?

11:00 AM – 11:45 AM | What Do Global Companies Need to Know for US Commercialization

- Inflation Reduction Act & Compliance/Market Access Considerations
- FDA Considerations
- Licensing Considerations

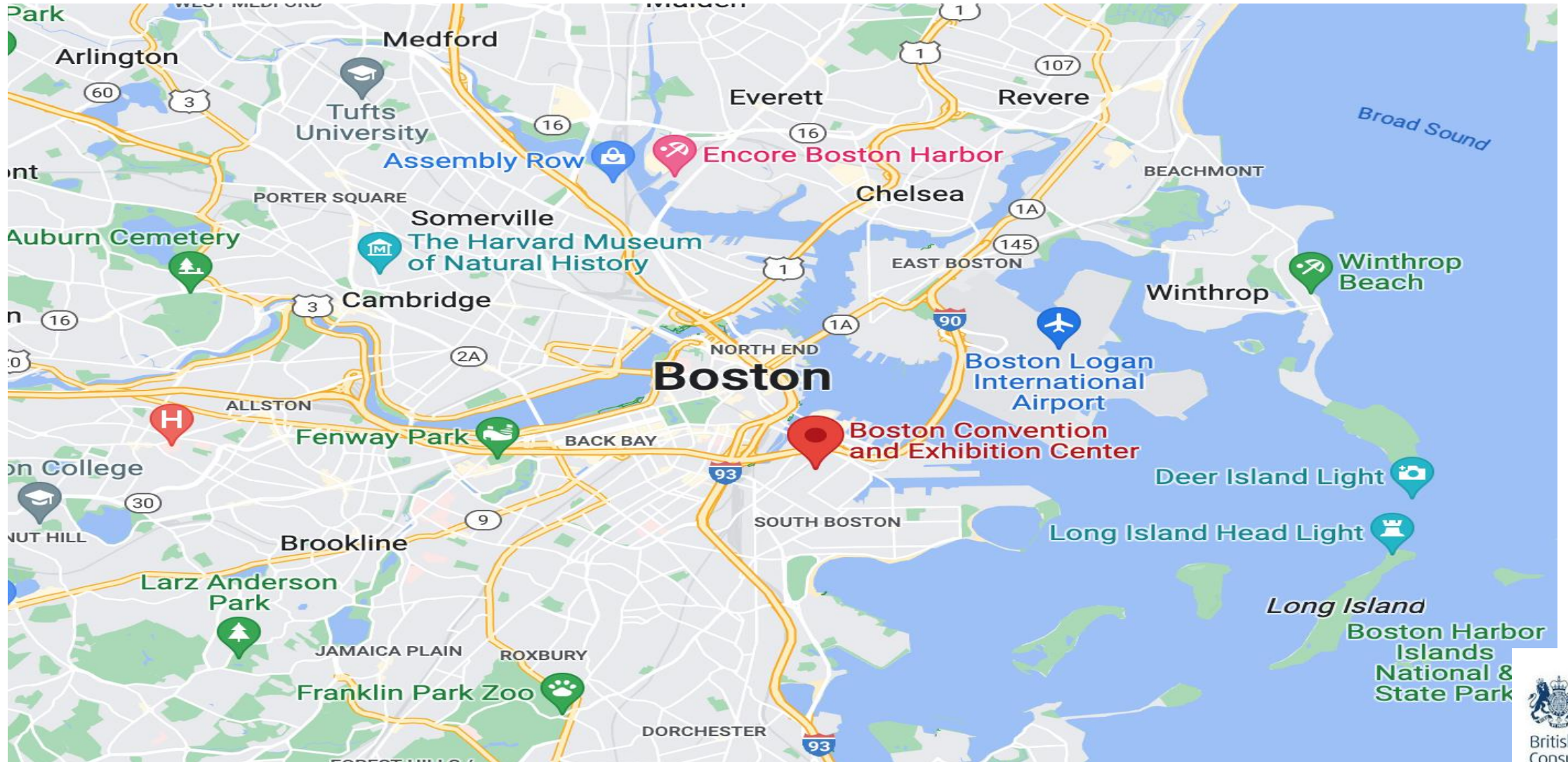
11:45 AM – 12:45 PM | LUNCH

12:45 PM – 1:15 PM | Strategies for Raising Capital in the Current Market Environment

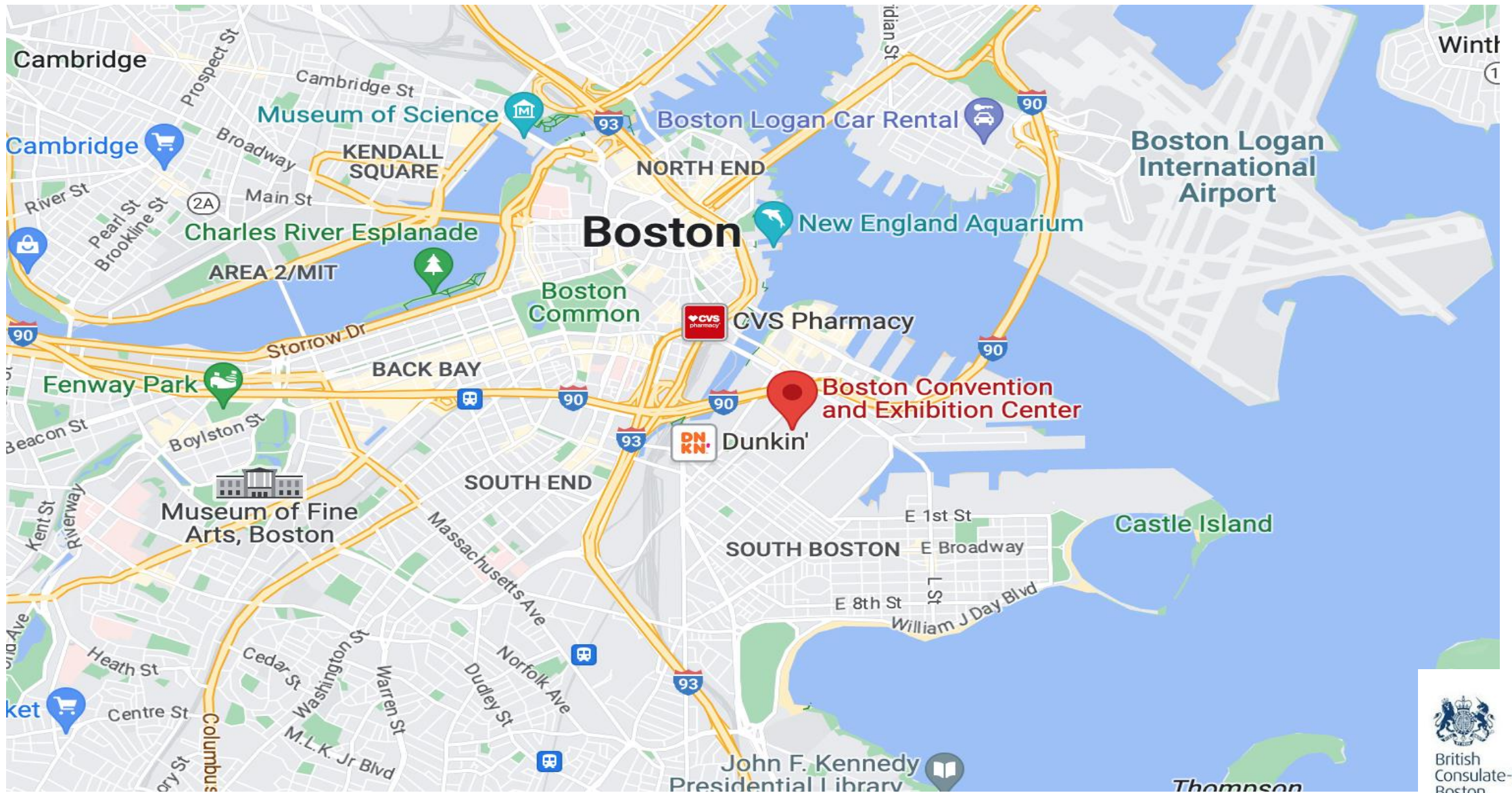
1:15 PM – 2:00 PM | Current Trends & Challenges in the Life Sciences Lab Market in the US



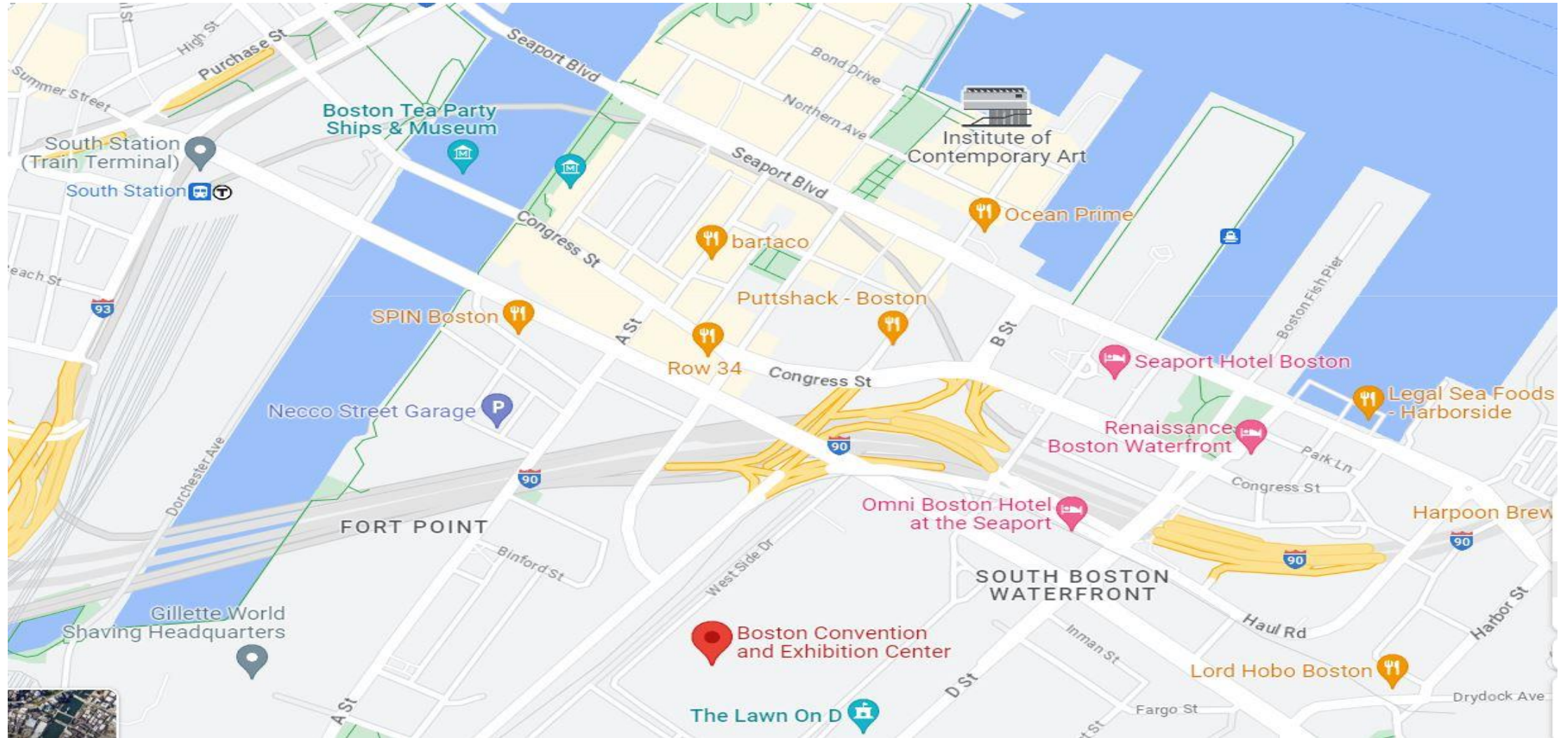
Boston - Orientation



Boston - Orientation



Boston - Orientation



‘Subway Card’ to swipe to get on the subway



Enjoy your visit!



British
Consulate-General
Boston



Department for
Business & Trade

Talking about the UK

- UK sustainable competitive advantage remains
- Best cluster ex US
- Small enough to be networked and flexible, large enough to provide globally relevant solutions.
- Strong Partnership working academia/private/gov : Vaccine taskforce and COVID work, amazing trials and scale up, shows what we can do
- Techbio and Genomics remain key UK drivers –platform 9 ¾ .
- Strong cell and gene therapy community
- UK firms always used to operating on less cash – resilient

- NEW for 2023 – speedy solution to Silicon Valley Bank Crisis – we’ve got HSBC

Talking about the UK -2

- Watch for life science council announcements this week
- UK political stability and consensus on life sciences emerging
- EU pharma legislation – UK not involved in the unsensible /unhelpful policies developing
- Strengthening agile regulator in MHRA : new focus, plan and new money – can move forward with confidence after Brexit impasses gone
- Clinical trials – innovative ideas ahead
- Data developing – our future health,
- Significant infrastructure investment : New lab locations
- Rebuilding of investment continuum -- whilst NASDAQ is asleep London is wakening –pension interest, next steps of LEAP programme, British patient capital put on an almost evergreen basis, gov support for productive economy – new UK investors now focused on stocking UK expert
- NEW for 2023 – speedy solution to Silicon Valley Bank Crisis – we’ve got HSBC

Q&A

Upcoming BIA events

- **Life Science Leadership Summit 2023** – 19 June
- **BIA Summer Party** – 13 July
- **BIA regional focus: Stevenage** – 21 September
- **TechBio UK** – 18 October
- **20th Anniversary bioProcessUK Conference** – 28 November