

13TH ANNUAL INTERNATIONAL PARTNERING CONFERENCE  
**BIO-EUROPE SPRING®**

VIENNA, AUSTRIA // MARCH 25-27, 2019

# Ignite powerful partnerships with life science leaders

[ebdgroup.com/bes](http://ebdgroup.com/bes)

Produced by

**EBD  
GROUP**

Supported by

**Bio** Biotechnology  
Innovation  
Organization

Host sponsor

**LISA**vienna  
life science austria

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Federal Ministry  
Digital and  
Economic Affairs

vienna  
business  
agency

# HIGHLIGHTS & STATS

Here's an inside look at who you can network and partner with at BIO-Europe Spring. It's more than just a conference, it's your chance to advance your company with industry leaders.

**15,000+**

One-to-one partnering meetings

**3,600+**

Licensing opportunities posted

**2,500+**

Attendees

**1,500+**

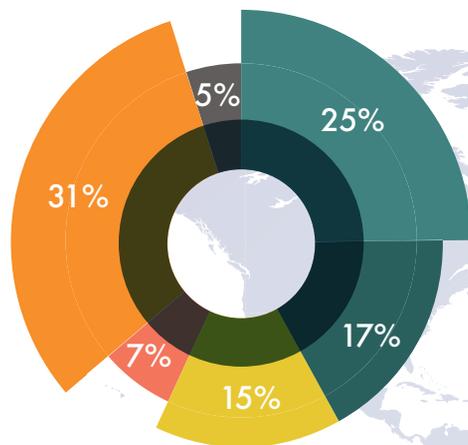
Attending companies

**100+**

Company presentations

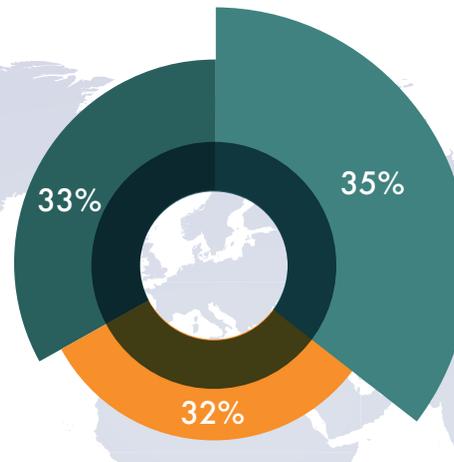
**70+**

Exhibitors



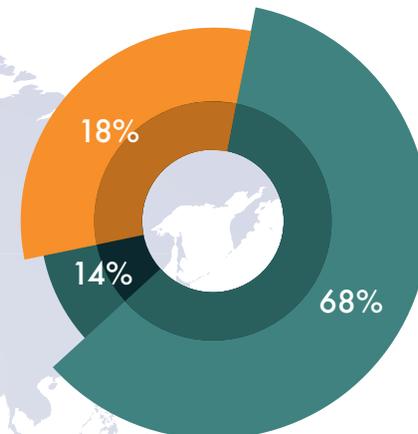
## INDUSTRY

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



## POSITION

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



## REGION

- EUROPE
- NORTH AMERICA
- REST OF WORLD

[REGISTER NOW!](#)

ONE EVENT. THREE DAYS.

# COUNTLESS OPPORTUNITIES TO ENGAGE WITH GLOBAL LIFE SCIENCE PARTNERS.

## ONE-TO-ONE MEETINGS

Foster your next partnership. Access hundreds of potential partners with the world's leading web-based partnering system, partneringONE®.

## PITCH YOUR COMPANY

It's your time to truly shine. Presenting at BIO-Europe Spring is the most direct way to get your innovative asset or idea directly in front of real decision makers.

## GAIN INSIGHT

Hear knowledge that empowers you from key biotech and pharma leaders who will discuss the latest industry trends in workshops and panels.

## SHOWCASE YOUR BRAND

Allow thousands of people to see your company with one of our flexible and tailored solutions. Contact us if you are interested in Sponsorship or Exhibit opportunities.

## INFORMAL NETWORKING

At BIO-Europe Spring, there are plenty of opportunities for you to network in-between partnering meetings, program sessions, during lunch, receptions, in the exhibition, and our special evening networking receptions.

## PRE-EVENT COURSES

Our hands-on, practical courses are an ideal opportunity to boost your business development skills right before BIO-Europe Spring.

[REGISTER NOW](#)



# partneringONE<sup>®</sup>

## MORE POWER, MORE POTENTIAL

We've enhanced partneringONE, which now gives you the power to do even more with new and improved features.

### THE POWER OF MOBILE

Be MORE flexible with "on-the-go" scheduling and messaging from a mobile-responsive platform.

### THE POWER OF PRODUCTIVITY

Have MORE time with new message templates and tools to increase efficiency.

### THE POWER OF CONNECTIONS

Find MORE of the "right" partners with enhanced search capabilities and collaboration tools.

SPOTLIGHT ON

# VIENNA

Vienna is home to a growing life science community

- **Vienna's life science community** consists of 554 companies, research institutes and other relevant sector organizations with a total of 37,595 employees.
- Five universities, two universities of applied sciences and 11 non-university research institutes
- **37% of Vienna's life science companies** are active in research, development or manufacturing.
- **Biotech and pharmaceutical industry:** 239 companies in Vienna generating some EUR 8.8 billion in revenue with their 14,040 employees
- **Medical device industry in Vienna:** 242 companies generating some EUR 3.4 billion in revenue with 8,890 employees

FIND OUT MORE

# EXHIBIT OPPORTUNITIES

Make this high-traffic marketplace in the heart of the conference your stage to showcase your brand and stand out.



## WHAT IS INCLUDED:

- Standard exhibit space 6 sqm including back panel and partition panels as needed
- One registration with access to the partnering system
- Opportunity to schedule partnering meetings at your booth
- Listing with company name, logo, hyperlink and country on the conference website
- Company profile in the partnering section of the conference website
- Company name listed in the conference guide

## EXHIBITION PRICING:

The cost for the standard exhibitor package is EUR 5,670. VAT will be added as applicable.

Reserve your prime location now - first come, first served.

[There are only a few spots remaining!](#)

**CONTACT US TO DISCUSS  
YOUR IDEAS:**

## CONTACT:

Sanne Dech  
+49 7132 343 098  
[sdech@ebdgroup.com](mailto:sdech@ebdgroup.com)

**RESERVE YOUR SPACE**

# SPONSORSHIP OPPORTUNITIES

Position your company among the innovators of the life science industry through a sponsorship that will improve your visibility to prospective licensing and research partners.

## SPONSORSHIP LEVELS:

	REGISTRATIONS	PROMOTION IN SIGNAGE	PRE-EVENT MARKETING <small>Listing on website, Print Brochure, emailings</small>	PRIVATE MEETING ROOM	EXHIBITOR SPACE	PARTNERING MEETING PRIORITY
<b>PLATINUM</b> EUR 33,000	6 ✓	✓	✓	✓	15m <sup>2</sup> ✓	✓
<b>GOLD</b> EUR 25,000	4 ✓	✓	✓	OPTION OR	12m <sup>2</sup> ✓	✓
<b>SILVER</b> EUR 16,500	2 ✓	✓	✓		6m <sup>2</sup> ✓	✓

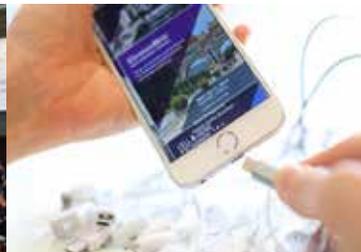
## ADDITIONAL OPPORTUNITIES:

In addition to the three basic sponsorship levels, we offer various other opportunities designed to increase your company's visibility.

Some example opportunities:

- Name badge
- Lanyard
- Conference guide
- Luncheon
- Receptions
- Editorial piece
- Internet/partnering terminals
- Charging station
- Partnering booth kit

As a sponsor you will gain exposure prior to the conference via website branding and social media activities as well as conference brochure mailings to just name a few. **So join early to be part of all promotional activities.**



**CONTACT US TO RECEIVE A TAILORED PROPOSAL BASED ON YOUR OBJECTIVES!**

**CONTACT:**  
Katharina Schropp  
+41 43 500 3545  
[kschropp@ebdgroup.com](mailto:kschropp@ebdgroup.com)

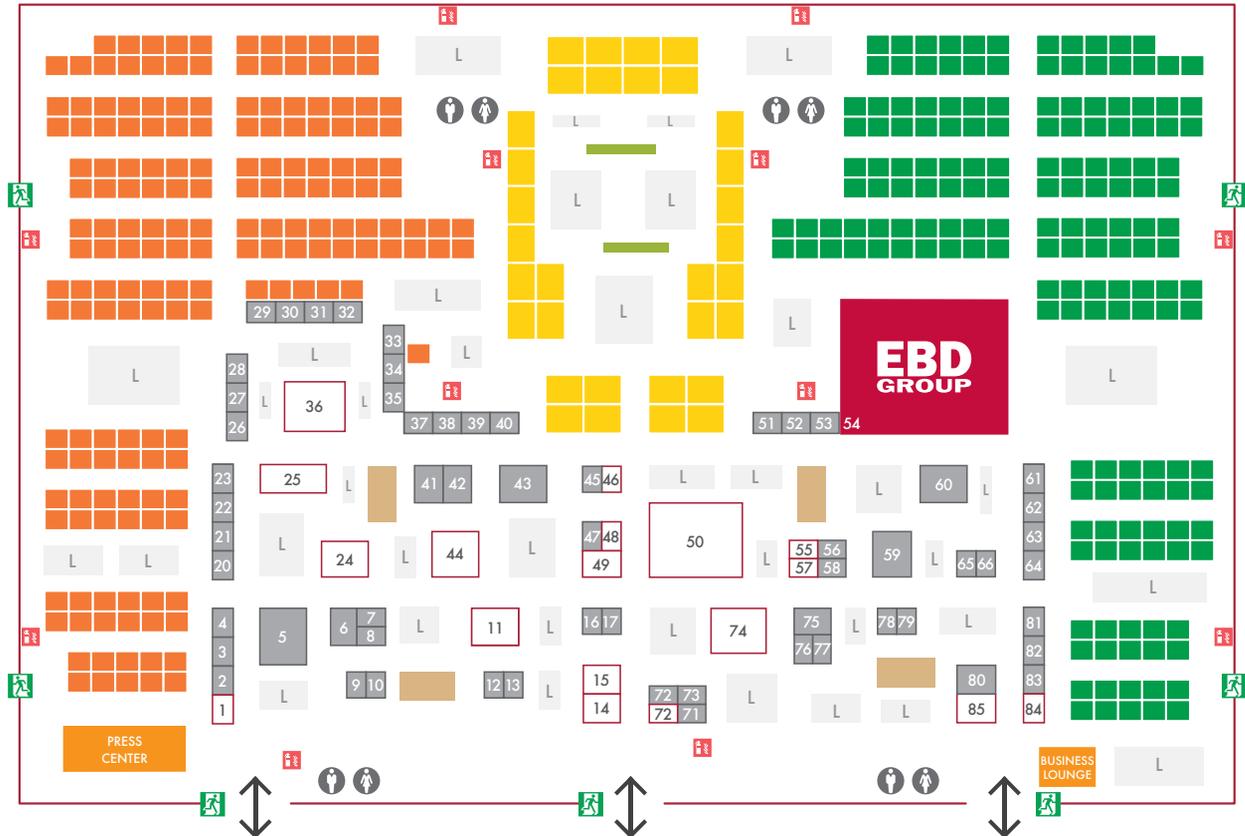
**CONTACT US!**

# CONFERENCE VENUE

## MESSE WIEN EXHIBITION AND CONGRESS CENTER

Reed Messe Wien GmbH  
Messeplatz 1  
1021 Wien

- PARTNERING BOOTHS
- PARTNERING BOOTHS
- EXHIBITING SPONSORS
- EXHIBITING COMPANIES
- SPONSOR MEETING ROOMS
- INTERNET TERMINALS
- CATERING  
Breakfast, Grab & Go Lunch, Coffee Breaks
- LOUNGE AREA
- EMERGENCY EXIT
- FIRE EXTINGUISHER



ACCESS TO:  
 • Registration / Entrance  
 • Program Rooms  
 • Seated Luncheon

Preliminary Floor plan - subject to change

Plan your visit! Hotels are filling up fast. Book your room now.

[VIEW CONFERENCE HOTELS](#)

[REGISTER NOW!](#)

# DID YOU KNOW?

In 2017, Vienna recorded **9,035 business startups** – **1.2 % more than in 2016.**

Vienna is the largest university city in the German-speaking countries.

In 2017, more international companies set up business in Vienna than in all other federal provinces of Austria added together.



Vienna has **1,721 playgrounds** and **989 city-run parks**

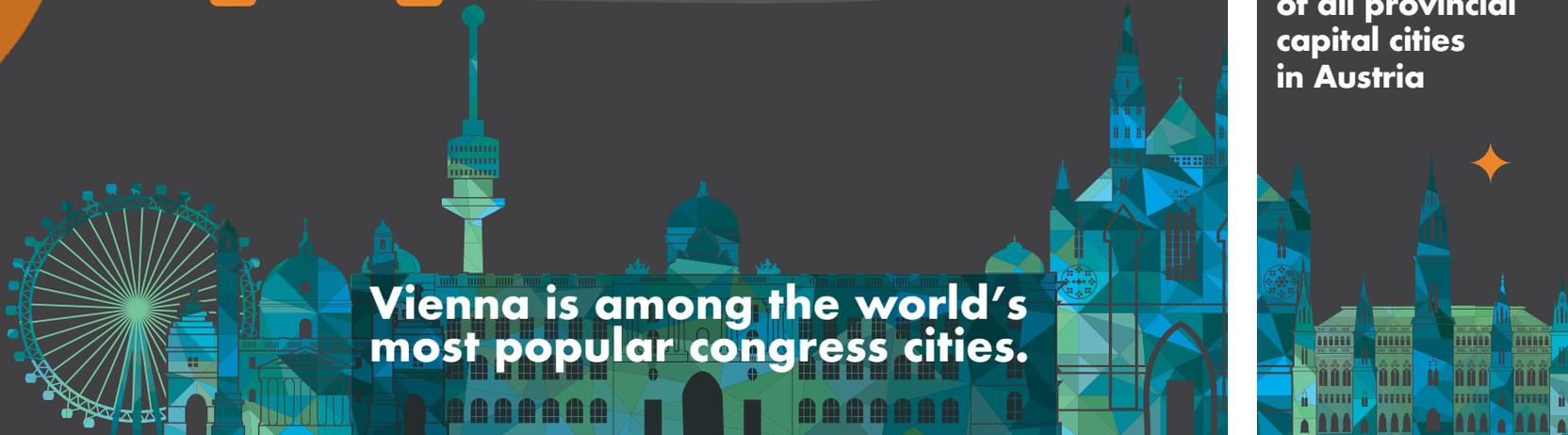
**15.5 million** tourists stayed overnight in Vienna in 2017

There are **1,379 km** bicycle paths in Vienna



Vienna has the lowest car ownership rate of all provincial capital cities in Austria

Vienna is among the world's most popular congress cities.



# EDUCATIONAL COURSES TO HELP YOU SHARPEN YOUR SKILLS.

Develop your skills further by attending one of our pre-event courses to BIO-Europe Spring® 2019, 'Negotiation Masterclass: Improving The Probability of Success' and 'Product Valuation and Deal Structuring: Business Development Masterclass'.



## **COURSE 1:** **Negotiation Masterclass – Improving the Probability of Success**

**March 23–24 at the Courtyard by Marriott, Vienna**

Ensure you're ready to negotiate effectively during your one-to-one meetings at BIO-Europe Spring. During this highly interactive course, you will learn about win/win preparation and how to avoid common mistakes made during negotiations.

[LEARN MORE](#)

## **COURSE 2:** **Product Valuation and Deal Structuring: Business Development Masterclass**

**March 24 at the Courtyard by Marriott, Vienna**

Make sure you're ready to navigate BIO-Europe Spring by gaining an insight into both the buy and sell perspectives! Maximize your product valuation and deal structuring skills to gain the competitive advantage during negotiation.

[LEARN MORE](#)

Both pre-event courses are designed to help you embed your knowledge prior to BIO-Europe Spring—helping you to get the most out of your trip and set you apart from your competitors.

**IF YOU HAVE ANY QUESTIONS  
PLEASE CONTACT US:**

**EBD ACADEMY:**

Nabihah Durrani  
KNect House  
T: +44 (20) 701 77164  
[EBD-Academy@Knect365.com](mailto:EBD-Academy@Knect365.com)

[REGISTER NOW!](#)

# ENHANCE YOUR STRATEGY

Hear the latest industry trends from key biotech leaders, investors, pharma executives and other industry advisors.

- 90+ speakers, 100+ company presentations, 20+ workshops and panels

[SEE PRELIMINARY AGENDA](#)



## FEATURED 2018 SPEAKERS



Kara Bortone  
Head, JLABS San Diego



Steve Ford  
Chief Executive,  
Parkinsons UK



Hakan Goker  
Senior Investment  
Director, Merck Ventures



Judith Hills  
Senior VP, Corporate BD,  
Ipsen Biopharm Limited



Laura McKeaveney  
Global Head Patient  
Advocacy, Novartis



Julien Michaux  
Managing Director,  
Norgine Ventures



Barry Morgan  
CSO, HitGen Ltd.



Andrew Obenshain  
Senior VP, Head of  
Europe, bluebird bio

## IN THE SPOTLIGHT FOR 2019:

- Evolving biopharma landscape in the Asia-Pacific
- Trends in digital medicine and its effects on future of healthcare
- Delivering treatments for NASH
- Partnering in microbiome
- Developments in cell and gene therapies

[SEE PRELIMINARY AGENDA](#)

## STARTUP SPOTLIGHT

The BIO-Europe Spring Startup Spotlight program will feature exciting, innovative companies as well as those that are providing the funding, infrastructure, mentorship, and expertise to foster the growth of exciting new technologies.

Sign up and register your interest in the Startup Spotlight program. Be the first to know when we launch the presentation application to pitch your company to industry experts.

[SIGN UP NOW](#)

**IF YOU HAVE ANY QUESTIONS  
PLEASE CONTACT US:**

Michelle Cheesbrough  
EBD Group  
[mcheesbrough@ebdgroup.com](mailto:mcheesbrough@ebdgroup.com)

[REGISTER NOW!](#)

# EVENING EVENTS AT STUNNING LOCATIONS



## SUNDAY:

### Vienna City Hall

Friedrich von Schmidt designed and built Vienna's City Hall, the most important secular building in the neo-Gothic style in the city, between 1872 and 1883. It is the official seat of the Mayor. The height of the tower is 97.9 m, plus the so-called "Iron Rathausmann," which has become a symbol of Vienna.

Sponsored by: LISAvienna  
Venue provided by: City of Vienna



## MONDAY:

### HOFBURG Vienna

Vienna's Imperial Palace is one of the biggest palace complexes in the world and was the former residence of the Habsburgs. The oldest parts date to the 13th century, with construction having continued right into the 20th century. It boasts 54 staircases, 19 courtyards and 2,600 different rooms. The splendid Ceremonial Hall, designed as a throne room for Emperor Franz II/I, is a symphony of shapes and colors, along with the stunning Grand Staircase that leads to the conference halls. The ceiling paintings are also a breathtaking sight.

Venue provided by: Federal Ministry for Digital and Economic Affairs



## TUESDAY:

### Gösserhalle

Over 120 years old, Gösserhalle once served as a warehouse for Gösser Bier (from Styria), which was delivered in wooden barrels to taverns around Vienna by horse-drawn carriages. The charming venue with six architecturally unique spaces is a journey into Old World ambiance in the center of Vienna.

Co-Sponsor: Boehringer Ingelheim

Enjoy food, drinks, and ambiance as you continue to network and build relationships with existing and potential partners at some of the most spectacular venues in the city.

[REGISTER NOW!](#)

# COMPANY PITCHES



## PRESENTATION TRACKS

### BIOTECH COMPANY

Biotech companies can partner their products, initiate strategic alliances and tap into the global financing network.

### MIDSIZE PHARMA

This track reflects increased demand for midsize pharma presentations. Find your perfect fit partners.

### NEXT GENERATION

The most direct way for early stage projects and small entrepreneurial companies to get their innovative asset or idea directly in front of potential partners.

### ACADEMIC INNOVATORS

Academic researchers and technology transfer offices can apply to present their asset or idea to funding and development partners.

- Selected companies will pitch their partnering opportunities through company presentations.
- Qualifying companies give 10-15-minute pitches on their research focus, phase of development, current funding partners, and ideal next partners

[FIND OUT MORE](#)

**IF YOU HAVE ANY QUESTIONS  
PLEASE CONTACT US:**

Santa Munro  
EBD Group  
+49 89 2388 756 43  
[smunro@ebdgroup.com](mailto:smunro@ebdgroup.com)

**REGISTER NOW!**

# REGISTRATION OPTIONS:

## GENERAL REGISTRATION

EUR 2,295\*

### Each individual registration includes:

- Submission of up to 150 requests per company for one-to-one meetings during the conference.
- Access to all workshops, presentations, panel discussions and the exhibition area.
- Publication of your company and personal profiles on partneringONE®.
- Breakfast, lunch, snacks, coffee and other non-alcoholic beverages in the conference center.
- Evening networking events.

All registration fees are subject to 20% Austrian VAT.

\*EARLY REGISTRATION FEE available through January 21, 2019. After January 21, registration fee is EUR 2,495.

**REGISTER NOW**

## UPGRADE YOUR REGISTRATION

We offer different opportunities for your company to gain extra visibility.

**Please click on the options below to find out more:**

**EXHIBIT**

**SPONSOR**

## ARRIVE EARLY AND COME PREPARED!

Two hands-on, practical pre-event courses are an ideal opportunity to gain fundamental BD skills that can be implemented immediately at BIO-Europe Spring.

**LEARN MORE**

## ACADEMIC REGISTRATION

Tech Transfer Officers: EUR 1,895\*

Primary Investigators: EUR 1,095\*

EBD Group is working with the life science industry to shine a spotlight on extraordinary scientific advances with strong translational potential. All nonprofit universities, institutes, tech transfer offices and hospitals are encouraged to take advantage of the special academic rate for tech transfer officers and primary investigators.

This rate cannot be combined with any other discount, such as a delegation discount or multiple attendee discount.

\* For more information about this reduced rate, please contact: Santa Munro at [smunro@ebdgroup.com](mailto:smunro@ebdgroup.com)

\*All registration fees are subject to 20% Austrian VAT.

**REGISTER NOW**

## ADDITIONAL WAYS TO ATTEND:

### ATTEND WITH YOUR ENTIRE TEAM

Companies with three full-paying delegates can receive one complimentary ticket for the fourth attendee from that company. Different eligibility criteria apply for academics.

Please contact Santa Munro at [smunro@ebdgroup.com](mailto:smunro@ebdgroup.com) prior to registering if you wish to benefit from this offer.

### PRESS REGISTRATION

Journalists writing for industry-specific news/publishing organizations are welcome to attend BIO-Europe Spring 2019 free of charge provided the terms of our press policy are satisfied.

### ORGANIZE A DELEGATION

BIO-Europe Spring® 2019 is proud to welcome delegations from all over the world. We offer special incentives to support delegation organizers.

If you are interested in organizing a delegation to BIO-Europe Spring 2019 please contact Tom Voigt at [tvoigt@ebdgroup.com](mailto:tvoigt@ebdgroup.com) for more information.

**IF YOU HAVE ANY QUESTIONS PLEASE CONTACT US:**

### CONTACT:

Santa Munro  
+49 89 2388 756 43  
[smunro@ebdgroup.com](mailto:smunro@ebdgroup.com)

**REGISTER NOW!**

# THANK YOU SPONSORS

Sponsors as of 2/1/2019 (An updated list of sponsors can be viewed here.)

## REGIONAL HOST SPONSORS



IN COLLABORATION WITH:



## PLATINUM SPONSORS



## BIO DOUBLE HELIX SPONSORS



## BIO HELIX SPONSOR



## GOLD SPONSORS



## SILVER SPONSORS

