

Best BD Conferences + Smart ROI Moves

June-2025

BioPing - "Ping the Right Partner"

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List of Relevant BD Conferences

for Life Sciences Industry Professionals

Focus: Licensing, M&A and Partnering Discussions

JPM Healthcare

January, San Francisco, USA

~3-4 days, No Fees

Biopharma companies & Investors, ~8-10K attendees

Key decision makers attend, only travel & accommodation

budgets needed, 1:1 meetings by invite only

Highest Priority - Good ROI

Biotech Showcase

January, San Francisco, USA

~3 days, ~\$2,500 to \$5,000 USD

Private & small biotechs, BD & licensing teams

Devise strategy to do both JPM and Biotech Showcase

Highest if only doing this, Low if enough 1:1 meetings

BIO Europe Spring

March, rotates across major EU cities

~2-3 days, ~€2,800 to ~€4,000 Euros

Biotechs, Investors / VCs, Pharma BD scouting teams

Dedicated partnering platform and one location for meetings

Low-Med. ROI as not well attended by big pharma companies

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Continued Conferences

LSX World Congress

May, London, UK

~2 days, £1,200-£1,800

Early-stage biotechs and VC investors, ~1500-2000 attendees

Dedicated partnering platform, ideal for EU-centric BD

Low-Medium priority in terms of ROI

BIO International

June, San Diego or Boston, USA

3-4 days, \$3,000-\$4,000 USD

Truly global event, 16,000-20,000 attendees

Biotech companies, major pharma BD teams, investors

Highest Priority with Good ROI for top pharma BD

BIO Europe Fall

November, rotating across major EU cities

3 days, €3,000-€4,000 Euros

Biotech and pharma BD teams, VCs, 5,000-6,000 attendees

30,000+ 1:1 meetings, High ROI event

EU's top BD & partnering event

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Other Relevant Conferences

ChinaBio Partnering

April, Shanghai China

~2 days, \$1,700-\$2,000 USD

Biotech/pharma mid-sr. management, 650+ attendees

2,500+ 1:1 meetings, 250+ companies, 30 countries

Low-Medium if dealing with clinical/late-stage assets

ASGCT - Cell & Gene Therapy

May, rotates across major US cities

~3-4 days, \$1,000-\$1,500 USD

~7800 attendees from >30 countries

Scientists, clinicians, industry professionals

High priority for Cell & Gene Therapy companies

Jefferies Healthcare Conference

November, London, UK

~3 days, by invite only

~3500 attendees

Medium-High priority, close to BioEU Fall conference

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Additional Conference Names

Please search details on conference organizer websites:

â€ Advanced Therapies Week

â€ Bio CEO and Investor Conference

â€ Cell and Gene Therapy Meeting on Mesa

â€ Asia Bio Partnering

â€ Global Life Science Partnering and Investor Conference

â€ Partnering for Global Impact

â€ Bio International Convention

â€ BIO-Europe Spring

â€ BIO-Europe Fall

â€ LSX World Congress

â€ ChinaBio Partnering Forum

â€ ASGCT Annual Meeting

â€ Jefferies Healthcare Conference

Note: Information is estimated and dated

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Winning at BD Conferences

Practical Tips for Real Impact

Plan Ahead:

- â€¢ Start planning 6-9 months in advance
- â€¢ Save on registration & travel costs

Key Conferences to Prioritize:

- â€¢ Focus on 3-4 major BD events per year
- â€¢ e.g., JPM/Biotech Showcase, BIO Intl, BIO EU Fall, Jefferies
- â€¢ Covers broad pharma outreach across calendar year

Budget Snapshot - Annual, 4 Conferences:

- â€¢ Registration fees for 4 events: ~\$15K
- â€¢ Travel & lodging: ~\$7-10K per event
- â€¢ International travel, domestic can be less

Maximizing BD Meetings:

- â€¢ Know your audience: Why should they care to meet?
- â€¢ Highlight differentiation: MOA, data, safety, efficacy
- â€¢ Expect science and data-driven conversations

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Contact Information

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Relationships take time - be consistent

Cold outreach success: ~5-10% via platform

Target minimum of ~10 high quality meetings

Start outreach 4-6 weeks before event

Measure ROI from conference attendance

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