

Best BD Conferences + Smart ROI Moves

June-2025

BioPing - "Ping the Right Partner"

Disclaimer

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List of Relevant BD Conferences for Life Sciences Industry Professionals

Focus: Licensing, M&A and Partnering Discussions



Conference	Timing Location	# Days Regis. fees	Target Audience & Attendance	Generic Guidance: Pros & Cons (if applicable)	Priority Recommendations
JPM Healthcare	Jan San Francisco USA	~3-4 days No Fees	<ul style="list-style-type: none"> • Biopharma Co's & Investors • Banks, Analysts • CEOs, Executives & BD Leaders • Service Providers & CROs • ~8-10K attendees from all over the world 	<ul style="list-style-type: none"> • Key decision makers in attendance • Only travel & accommodation budgets • 1:1 mtgs. by invite only • No centralized mtg. location • Invite only mtgs - @ hotels, coffee shops • Give gaps b/w meetings for travel time • Start planning ~Oct/Nov to secure top slots 	<ul style="list-style-type: none"> • Highest (Good ROI) • Target visibility, update potential partners & build relations with Large Pharma's / Investors • Significant opportunity to network and make progress in few days
Biotech Showcase	Jan San Francisco USA (Same time as JPM)	~3 days ~\$2,500 to \$5,000 USD (varies by category of company)	<ul style="list-style-type: none"> • Pvt. & small biotech's • BD & licensing teams from large, mid-size pharma, VC's, CROs • ~3K attendees. 500+ biotech's, ~300-400 investors and 100+ BD scouts 	<ul style="list-style-type: none"> • Devise strategy to do both JPM and Biotech showcase at same time • Opportunity to present ~15-20 mins (Paid) • 1:1 partnering mtgs. via dedicated online platform at one location • Much more accessible than JPM itself, with high visibility and foot traffic 	<ul style="list-style-type: none"> • Highest if only doing this and Low if enough 1:1 mtgs. scheduled at JPM • Start your year with good BD outreach by attending either JPM or Biotech Showcase
BIO Europe Spring	March Rotates across major EU cities	~2-3 days ~ €2,800 to €4,000 Euros	<ul style="list-style-type: none"> • Biotech's, Investors / VC's • Pharma BD scouting teams • CROs • ~3500+ attendees, 60+ countries 	<ul style="list-style-type: none"> • Dedicated partnering platform and one location of meeting – pre-booked for 30 mins 1:1 mtg. • More EU focused and early-stage Co's. Less Pharma presence 	<ul style="list-style-type: none"> • Low-Med. ROI as not well attended by big pharma Co's • Consider if you have significant BD budgets

Note: Some of the information above are estimates and dated. Please visit conference websites for latest estimates on fees, location, dates etc.

Content of BioPing

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LSX World Congress	May London, UK	~2 days ~£1,200– £1,800 (more for service providers)	<ul style="list-style-type: none"> • Biotech, Medtech & Healthtech forums (three separate forums) • Mostly early-stage biotech's and VC investors • EU focused a bit more • ~1500-2000 attendees • Presentation slots available by additional fees 	<ul style="list-style-type: none"> • Dedicated partnering platform to schedule 1:1 partnering mtgs. • All partnering meetings at one location with dedicated booths available • Good set of investors present • Less big pharma presence 	<ul style="list-style-type: none"> • Low-Medium priority (not a significant ROI) • Ideal for EU centric BD and fundraising
BIO International	June San Diego or Boston - USA	~3-4 days \$3,000 to \$4,000 USD	<ul style="list-style-type: none"> • Biotech companies • Global pharma – all major BD teams attend • Investors – VC's and PE funds, CROs, tech transfer offices • ~16-20K attendance 	<ul style="list-style-type: none"> • Truly global conference – 60+ countries represented • Great BD exposure for Biotech's, 50K+ 1:1 partnering mtgs. via dedicated platform at one location • Co. presentations slots at extra cost 	<ul style="list-style-type: none"> • Highest Priority (Good ROI) • Top pharma BD + cross-border partnering discussions • C-suite and BD networking • Most global and structured
BIO Europe Fall	Nov Rotates across major EU cities	~ 3 days €3,000– €4,000 Euros	<ul style="list-style-type: none"> • Biotech and Pharma BD teams • VCs and institutional investors, CROs. 30K+ 1:1 mtgs. • 5,000 – 6,000 attendees • ~2200 companies, 65+ countries 	<ul style="list-style-type: none"> • Global in nature and EU based • 1:1 partnering platform available for dedicated mtg. spots – all happening at one location • Strong mix of EU, UK, US, and Asia-based participants • Pre-cursor to JPM 	<ul style="list-style-type: none"> • High ROI event • EU's top BD & partnering event. Gives good exposure for US based Co's

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Other Relevant Conferences for Reference Purposes

Focus: Licensing, M&A and Partnering Discussions



Conference	Timing Location	# Days Regis. fees	Target Audience & Attendance	Generic Guidance: Pros & Cons (if applicable)	Priority Recommendations
ChinaBio Partnering	April Shanghai China	~ 2 days ~1,700- \$2,000 USD	<ul style="list-style-type: none"> • Mostly biotech's, some pharma, mid-sr. management teams • 650+ attendees • 2,500+ 1:1 mtgs. 250+ unique companies. 30 countries 	<ul style="list-style-type: none"> • Dedicated location and platform for BD meetings • Asia pacific focused • Good for regional deal discussions 	<ul style="list-style-type: none"> • Low-Medium • If you have clinical/late-stage asset and can-do ex-US and ex-EU deal, go for it
ASGCT (C&GT)	May Rotates across major US cities	~3-4 days ~1,000 - \$1,500 USD	<ul style="list-style-type: none"> • ~7800 attendees, >30 countries • Scientists, clinicians, industry professionals, regulatory agencies, patient advocates, and investors. 	<ul style="list-style-type: none"> • Cell and Gene Therapy focused • Comprehensive program >2000 presentations • Good networking opportunities 	<ul style="list-style-type: none"> • High for C&GT companies (Cell and Gene Therapy)
Jefferies Healthcare Conference	November London, UK	~ 3 days By invite only	<ul style="list-style-type: none"> • ~3500 attendees 	<ul style="list-style-type: none"> • Significant networking opportunities • Well attended by senior management 	<ul style="list-style-type: none"> • Medium-High • Generally close to BioEU Fall conference. Pick one of two

Few additional conference names (please search details on conference organizer websites):

- Advanced Therapies Week (C>, cell and gene therapy)
- Bio CEO and Investor Conference
- Cell and Gene Therapy Meeting on Mesa
- Asia Bio Partnering, Bio Japan, Bio Korea (regional BD meetings)
- Global Life Science Partnering and Investor Conference (La Jolla, CA)

Winning at BD Conferences: Practical Tips for Real Impact

Plan Ahead

- Start planning **6–9 months in advance**
- Save on **registration & travel costs**

Key Conferences to Prioritize

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

Budget Snapshot (Annual, 4 Conferences)

- **Registration fees for 4 events:** ~\$15K
- **Travel & lodging:** ~\$7–10K per event (for international travel, domestic can be less)

Maximizing BD Meetings

- **Know your audience:** Why should they care to meet?
- Highlight **differentiation:** MOA, data, safety, efficacy, commercial angle
- Expect science and data-driven convos
- Relationships take time – be consistent
- Cold outreach success: ~**5–10%** via platform and target minimum of ~10 high quality meetings
- Start outreach **4–6 weeks before** event



Contact

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