BIO 2016 TOP STATS

- Record breaking Partnering Numbers! 35,700+ Partnering meetings, a 23% increase over 2015
- 800+ Speakers covering 157 topics
- 1,800+ Exhibitors

WHY DO ATTENDEES COME TO BIO?

- 81% Network/Partner with Attendees and Exhibitors
- 53% Search for New Innovations and Technology
- 40% Attend Company Presentations/Education
- 28% Attend Education Sessions in BIO Exhibition
- 19% Evaluate Products/Services for Purchase

15,937 INDUSTRY LEADERS

49% VP/C-LEVEL ATTENDEES

CEO/President/Founder/Chief Officer

COMPANY SIZE
(Number of Employees)

- 1-50 39%
- 51-100 13%
- 101-300 10%
- 301-500 6%
- 500+ 32%
“If you come as a small company and you have a technology that you want to pitch, BIO is the perfect place. It’s a very cost effective, efficient way for us to identify innovation.”

- Robert Wills, Janssen Pharmaceutical, Companies of J&J

**TOP 5 ROLES REPRESENTED:**
1. Business Development
2. Researcher/Scientist
3. Marketing/Sales
4. Attorney/General Counsel/Associate
5. Policy/Government Affairs

**BIO INTERNATIONAL CONVENTION ATTENDANCE HISTORY**

<table>
<thead>
<tr>
<th>Year</th>
<th>City</th>
<th>Attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>San Diego</td>
<td>15,667</td>
</tr>
<tr>
<td>2015</td>
<td>Philadelphia</td>
<td>15,858</td>
</tr>
<tr>
<td>2016</td>
<td>San Francisco</td>
<td>15,937</td>
</tr>
</tbody>
</table>

65% of attendees have purchase influence

**TOP INTERNATIONAL DELEGATIONS**

- 76 countries
- 48 states
- 100+ international & domestic public officials

**Top 10 Delegations**

1. Canada
2. United Kingdom
3. Germany
4. France
5. Japan
6. South Korea
7. China
8. Brazil
9. Turkey
10. Australia

More than 1/3 of BIO 2016 attendees come from outside the U.S.
BIO One-on-One Partnering™ provides the opportunity for biotechnology and pharmaceutical companies, academic research institutions and investors from around the world to schedule 30-minute face-to-face meetings to discuss potential partnerships. Meetings take place in the BIO Business Forum and the BIO Exhibition.

"The partnering meetings were extremely valuable, and the connections made have great potential to turn into partnerships. We had 58 scheduled meetings."

- Patricia Cosgrove, Ontario Government

**TOP 5 COMPANY TYPES AT BIO**

- CRO
- Consulting
- Devices
- Non-Profit
- Academia
- Therapeutics
ATTENDEES ARE INTERESTED IN:

Biofuels  Genomics/Genetics  Drug Delivery  Drug Discovery & Development
Bioinformatics  Intellectual Property  Drug Discovery & Development
Bio-IT  Medical Devices & Diagnostics  Drug Discovery & Development
Biologics  Nanotechnology  Drug Discovery & Development
Biomaterials  Personalized  Drug Discovery & Development
Bioprocessing  Medicine  Drug Discovery & Development
Business Services  Platform  Drug Discovery & Development
Cell Biology  Technologies  Drug Discovery & Development
Chemistry  Regulatory  Drug Discovery & Development
Clinical Trials  Compliance  Drug Discovery & Development
Cloud Computing  Stem Cell Research  Discovery
Contract Services  Technology Transfer  Discovery
Contract Services  Therapeutics  Innovation
Drug Discovery  Therapeutics  Innovation
Drug Delivery  Vaccines  Innovation

Welcome to BIO 2016

PRODUCT FOCUS ZONES & SPECIALTY PAVILIONS

BioProcess  Innovation
Contract Services  Patient Advocacy
Digital Health  BIO Member Services
Discovery  Start-Up Stadium

2016 INTERNATIONAL & STATE PAVILIONS

Alabama • Argentina • Australia • Austria • Belgium • Brazil • California • Canada • China • India • Czech Republic • Delaware • EBD Group • Europe • France • Georgia • Germany • Hawai‘i • Hong Kong • Northern Ireland • Israel • Italy • Japan • Kentucky • Korea • Maryland • Massachusetts • Mexico • Minnesota • Netherlands • Nevada • New Jersey • New York • North Carolina • Ohio • Oklahoma • Pennsylvania • Puerto Rico • Quebec • Scotland • South Africa • Spain • Sub-Saharan Africa • Switzerland • Taiwan • Texas • Thailand • Turkey • UK
EDUCATION PROGRAM

INFLUENTIAL SPEAKERS: 2016 HIGHLIGHTS

Dr. Bennet Omalu
Will Smith
Mark Alles
Stephanie Cutter
Newt Gingrich

SUPER SESSIONS

• How to Enable Life Science Organizations Today for the Societal Challenges of Tomorrow
• The Economic Role of Drugs and Therapies
• Aligning Policy with Science to Ensure Patient Access
• Moving Towards the Patient-Centered, Value-Driven Biopharma
• How Will Market and Political Pressures Impact Biopharma Deals in 2016?
• Scientific American World View: Biotechnology in the Age of Convergence

SESSION TRACKS


800+ SPEAKERS COVERING 157 TOPICS

192 COMPANY PRESENTATIONS

2016 BIO International Convention convention.bio.org
Southern California, in particular, has evolved into one of the world’s largest life science hubs. With one of the highest concentration of biotech companies, academic research institutions and talented labor forces in the world, SoCal is a major driver of global life sciences research, development, manufacturing, and commercialization.