BIO 2018 by the Numbers

**The most attendees in the last ten years!**

- **18,289** attendees
- **7,000+** companies
- **7,629** delegates
- **3,900** companies

**Partnering meetings between 67 countries and 49 states, DC, and Puerto Rico**

- **46,916** partnering meetings

> 11% increase in attendees over 2017

**13% increase over 2017**

**180+** sessions

- **220+ company presentations**
- **19** education tracks
- **17** super sessions and fireside chats

**50** start-up stadium presenters

**1,000+ speakers**

- **220+ company presentations**
- **17** super sessions and fireside chats

**Including company presentations + start-up stadium participants**

**1,800 exhibitors**

**51 domestic + international pavilions**

**62 organizations in the Bio patient advocacy pavilion**

**Largest Business Partnering Event**

**150 international and US public officials**

**Partnering meetings between 7,629 delegates from 3,900 companies**

**49 states, DC, and Puerto Rico**

**46,916 partnering meetings**

**13% increase over 2017**

**180+ sessions**

- **220+ company presentations**
- **19** education tracks
- **17** super sessions and fireside chats

**50** start-up stadium presenters

**1,000+ speakers**

- **220+ company presentations**
- **17** super sessions and fireside chats

**1,800 exhibitors**

**51 domestic + international pavilions**

**62 organizations in the Bio patient advocacy pavilion**

**Largest Business Partnering Event**

**150 international and US public officials**
Attendance History

The Most Attendees in the Last Ten Years!

<table>
<thead>
<tr>
<th>Year</th>
<th>Attendees</th>
<th>First-Time Attendees (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>15,667</td>
<td>6,295 (37%)</td>
</tr>
<tr>
<td>2015</td>
<td>15,858</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>15,937</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>16,123</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>18,289</td>
<td></td>
</tr>
</tbody>
</table>

- 40% Director/Mid-Level Manager
- 27% CEOs/C-Level
- 20% VP/Partner/Managing Director
- 7% Coordinator
- 3% Educator/University Faculty/Students
- 3% Public Official/Foreign Minister
Attendee Stats

Top 10
COMPANY TYPES REPRESENTED

1. Clinical
2. Market – Drug (on patent)
3. Preclinical
4. Consulting
5. Contract Manufacturing Organization (CMO)
6. Legal
7. Contract Research Organization (CRO) & Analytical Labs
8. Regional/Economic Development
9. Research Technology
10. Research Institute

PRIMARY JOB ROLE OF ATTENDEES

- Business Development/Sales: 41%
- Research: 10%
- Consultants: 6%
- Marketing/Public Relations: 5%
- Policy/Government Affairs: 5%
- Attorney/General Counsel: 5%

COMPANY SIZE
(Based on number of employees)

- 1 - 50: 40%
- 51 - 100: 8%
- 101 - 300: 11%
- 301 - 500: 7%
- 500+: 34%

PURCHASE INFLUENCE

- 37% of attendees have influence over purchases made for their company
**International Attendee Stats**

- **67 COUNTRIES**
- **49 STATES**
- **39% OF ATTENDEES ARE INTERNATIONAL**

**TOP 10 INTERNATIONAL DELEGATIONS**

1. Canada
2. South Korea
3. United Kingdom
4. Japan
5. Germany
6. France
7. China
8. Taiwan
9. Australia
10. Switzerland
TOP REASONS to Attend BIO

ATTEND
company presentations and education sessions

SEARCH
for new/emerging technologies

NETWORK & PARTNER
with attendees and exhibitors

EVALUATE
products/services for purchase or investment

TOP REASONS to Attend BIO

ATTEND
corporate presentations and education sessions

SEARCH
for new/emerging technologies

NETWORK & PARTNER
with attendees and exhibitors

EVALUATE
products/services for purchase or investment
<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Meetings</th>
<th>Number of Companies</th>
<th>Number of Delegates</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>29,145</td>
<td>3,166</td>
<td>5,980</td>
</tr>
<tr>
<td>2015</td>
<td>29,279</td>
<td>3,144</td>
<td>5,884</td>
</tr>
<tr>
<td>2016</td>
<td>35,700</td>
<td>3,517</td>
<td>6,283</td>
</tr>
<tr>
<td>2017</td>
<td>41,408</td>
<td>3,491</td>
<td>6,575</td>
</tr>
<tr>
<td>2018</td>
<td>46,916</td>
<td>3,900</td>
<td>7,629</td>
</tr>
</tbody>
</table>

Largest Business Partnering Event

13% Growth Over 2017
32 UNIVERSITIES

Academic Campus participation has nearly tripled since 2017

19 NEW UNIVERSITIES IN 2018
A record number of attendees participated in sessions, company presentations and start-up stadium pitches.
**Education Program**

**Super Sessions**

- What’s Next: The Landscape of Innovation in 2018 and Beyond
- Delivering on the Promise of Gene Therapy
- The Global Vaccines Business: A View from the Top
- Heralding in a New Era of Precision Medicine
- What Role Will You Play in the Digital Revolution?
- Scientific American WorldVIEW: Biotechnology’s Promise in a Changing Landscape
- Dealmaker’s Intentions: 2018 Market Outlook
State of the Innovation Industry: Emerging Therapeutic Company Investment and Deal Trends

which led into the equally well attended

What's Next: The Landscape of Innovation in 2018 and Beyond

Fireside Chat with Dr. Scott Gottlieb, Commissioner, US Food and Drug Administration

The Global Vaccines Business: A View from the Top

Top 3 Attended Tracks:

- Next Generation Biotherapeutics
- Business Development & Finance
- Oncology
Diversity of Experts

Steve Bagshaw
Chief Executive Officer, Fujifilm Diosynth Biotechnologies

Dr. Abi Barrow
Interim Executive Director, Office of Technology Commercialization and Ventures at the University of Massachusetts

Albert Bourla, DVM, PhD
Chief Operating Officer, Pfizer, Inc.

Dr. Carsten Brunn
Head of Pharmaceuticals, Americas Region, Bayer

Eduardo Cetlin
Head of Philanthropy and President, Amgen Foundation, Amgen Inc.

Ashanthi De Silva
Writer and Rare Disease Editor, The Mighty

Dr. Sue Desmond-Hellmann
CEO, Bill & Melinda Gates Foundation

Allison Finger
Chief Commercial Officer at bluebird bio

Dr. Laurie Glimcher
President and Chief Executive Officer, Dana-Farber Cancer Institute

Julie Grant
Partner, Caanan Partners

Dr. Joseph Kim
Chief Executive Officer, Inovio

Jonathan Kraft
President, The Kraft Group and the New England Patriots

Dr. John Mattison
Chief Information Officer, Kaiser Permanente

Melanie Nallicheri
Chief Business Officer & Head, Biopharma at Foundation Medicine

Deval Patrick
Managing Director, Double Impact, Bain Capital

Dr. Lesley Stolz
Head of JLabs California at Johnson & Johnson Innovation

David Thomas
Managing Director, Industry Research and Policy Analysis, BIO

Dr. Alicia Zhou
Head of Research, Color Genomics
BIO 2018 Keynote Speakers

Robin Roberts
Co-Anchor ABC News’ Good Morning America + Best-Selling Author

Rob Reiner
Actor, Director, Advocate

PREVIOUS KEYNOTE SPEAKERS

2017
David Cameron
Ann Romney

2016
Will Smith
Dr. Benet Omalu

2015
Tom Brokaw
Eric Topol
Wynton Marsalis

2014
Hillary Clinton
Richard Branson
**1,800 EXHIBITORS**

**BIO 2018 FEATURED OVER 150 NEW EXHIBITORS**

- Alnylam
- City of Phoenix
- Dippin’ Dots Cryogenics
- Global Biologics
- StemExpress
- UPM Pharmaceuticals

**2 NEW COUNTRIES REPRESENTED**

- Estonia
- Lithuania

**5 NEW STATES REPRESENTED**

- Maine
- New Hampshire
- New Mexico
- Rhode Island
- Vermont

**51 DOMESTIC + INTERNATIONAL PAVILIONS**

**62 ORGANIZATIONS IN THE BIO PATIENT ADVOCACY PAVILION**

**SPECIALTY ZONES & PAVILIONS**

- BioProcess Zone
- Contract Services Zone
- Emerging Innovators Zone (new in 2018!)
- BIO Patient Advocacy Pavilion
- BIO Action
BIO 2018 Sponsors

DOUBLE HELIX

- abbvie
- AMGEN
- Biogen
- Bristol-Myers Squibb
- Genentech
- Johnson & Johnson
- MERCK
- SANOFI

HELIX

- Alkermes
- Lilly
- Pfizer
# BIO 2018 Sponsors

## PREMIER
- Alexandria Real Estate Equities, Inc./Alexandria Venture Investments
- Alnylam Pharmaceuticals
- Boehringer Ingelheim Pharmaceuticals, Inc
- Chubb
- Covance, Inc.
- Daiichi Sankyo
- Food & Agriculture Section Governing Board
- Government of Ontario
- IQVIA
- MilliporeSigma
- Sanofi Pasteur
- Syneos Health
- Takeda
- Thermo Fisher Scientific

## CHAMPION
- Astellas Pharma Inc.
- Boston Children's Hospital
- Celgene
- Clarivate Analytics
- ClearView Healthcare Partners
- CSL Behring
- FUJIFILM Diosynth Biotechnologies
- GE Healthcare
- GlaxoSmithKline
- Horizon Pharma
- Lonza Pharma & Biotech
- Novartis
- Otsuka Pharmaceutical
- Retrophin
- Sage Therapeutics
- Servier
- Sinobioway
- TESARO
- Torrey
- UCB
- Vertex Pharmaceuticals
- VWR, Part of Avantor
- WCG Clinical

## CONFERENCE
- Acceleron Pharma Inc.
- Allergan
- Asahi Kasei Pharma Corporation
- Bayer CropScience LP
- Cambridge Crossing
- City of Phoenix
- Clinical Network Services (CNS) PTY LTD
- Cooley LLP
- Corteva Agriscience™, the agriculture division of DowDuPont™
- Delaware
- Foley Hoag LLP
- Georgia Department of Economic Development
- Locust Walk
- Lupin, Inc.
- MassChallenge
- Mintz Levin
- Missouri Biotechnology Association
- Monsanto Company
- Novozymes
- Pepper Hamilton LLP
- PhRMA
- Regeneron
- Signals Analytics
- State Government Victoria
- Syngenta
- Trianni, Inc.
- WilmerHale
BIO 2019

Save the Date!

PHILADELPHIA, PA
JUNE 3-6, 2019