

OCT. 24-26 // LEIPZIG, GERMANY 2022 NOV. 2-4 // DIGITAL PARTNERING



# BIO-Europe<sup>®</sup> is Europe's largest partnering conference serving the global life science industry.



**4,442**DELEGATES FROM **61** COUNTRIES



27,000+
PARTNERING
MEETINGS



49
PROGRAM
SESSIONS



125 COMPANY PRESENTATIONS



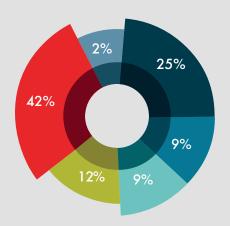
**60**SPONSOR & SHOWCASE COMPANIES\*

\*BIO-Europe Digital 2021



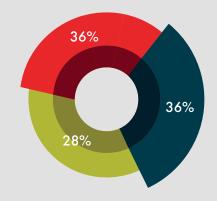
130 EXHIBITORS ON THE FLOOR

Connect and engage with a wide range of business leaders, including senior executives of leading biotech companies, business development teams from pharmaceutical companies and other industry experts:



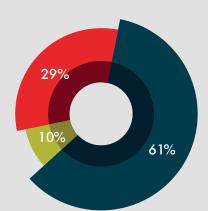
### **INDUSTRY**

- BIOTECH
- PHARMA
- FINANCE
- BIOTECH R&D (CRM, CMO)
- PROFESSIONAL SERVICES (Consulting, Law)
- PUBLIC / NON-PROFIT ORGANIZATIONS/ INSTITUTES



### **POSITION**

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



### REGION

- EUROPE
- NORTH AMERICA
- REST OF WORLD

# SPONSORSHIP PACKAGES

# **BIO-EUROPE**

### Create the sponsorship package that best fits your needs!

See example packages below:

	SILVER			GOLD			PLATINUM		
	A	В	С	D	E	F	G	Н	T
Pre-event marketing	<b>✓</b>								
Promotion during event	<b>✓</b>								
Partnering Meeting Priority	<b>✓</b>								
Exhibit Booth space	6m²	6m²	_	12m²	_	_	_	20m²	_
On-site Lead Generation	<b>✓</b>	<b>✓</b>	_	<b>✓</b>	_	_	_	<b>✓</b>	_
Sponsor private meeting room	_	_	_	_	<b>✓</b>	_	<b>✓</b>	_	<b>✓</b>
Speaking opportunity	-	ы	<b>✓</b>	-	<b>✓</b>	<b>✓</b>	<b>✓</b>	_	<b>✓</b>
Digital Sponsor showcase	-	<b>✓</b>	_	-	_	<b>✓</b>	_	_	<b>✓</b>
Digest Mail banner ad	_	-	<b>✓</b>	-	_	<b>✓</b>	-	_	<b>✓</b>
partneringONE Ad	_	_	_	_	_	_	<b>√</b>	_	_
PRICE IN EUR	12,200	15,200	15,500	16,700	17,500	20,500	22,500	22,700	26,000



### **CUSTOMIZE YOUR SPONSORSHIP**

Packages in table are just examples and can be customized to your needs.

<u>Contact us</u> for an individual package that meets your business objectives!

### **ENGAGEMENT OPPORTUNITIES**

Enrich your participation and maximize your success with our offerings in the following categories:







PRE-/POST-EVENT AMPLIFICATION



### **EXHIBITING & SHOWCASING**

Gain broad exposure to high-level decision makers from pharma and biotech.

#### **BASIC EXHIBIT PACKAGE**

and innovations with a captive audience.

**Exhibitor Benefit** 

**EUR 4,970** 

### Stand out to high-level decision makers from pharma and biotech!

The exhibition is the ideal place to establish countless new business opportunities and to catch-up with your clients face to face again. You will increase your brand visibility and be able to share your solutions

#### **INCLUDES:**

- ✓ Basic Exhibit Space: 6m²
- ✓ On-Site Lead Generation
- ✓ Option for 1 reduced partnering ticket
- ✓ NEW: Opportunity to organize a reception at your booth

**CHECK OUT which booth** locations are still available and reserve your space today!

### ADVANCED EXHIBIT PACKAGE Exhibitor Benefit

**EUR 5,970** 

### Extend your reach digitally to all participants by adding the company showcase!

Upgrade your on-site exhibit booth with the digital company showcase in partneringONE.

Be visible long before the gates to the on-site event open. Your content will be highlighted in the partneringONE search results, the place with the most traffic in the weeks leading up to the event.

#### **INCLUDES:**

- ✓ Basic Exhibit Space: 6m²
- ✓ On-Site Lead Generation
- ✓ Opportunity to organize a reception at your booth
- ✓ Option for 1 reduced partnering ticket
- ✓ partneringONE showcase
- ✓ partneringONE content upload
- ✓ Highlighted in partnering ONE search results
- √ Keywords: 9

**LEARN MORE ABOUT THE SHOWCASE** 

**EXHIBITING & SHOWCASING** 



### **EXHIBITING & SHOWCASING**

Gain broad exposure to high-level decision makers from pharma and biotech.

### **SPONSOR BOOTH**

Sponsor Benefit

**INCLUDED IN PACKAGES A, B, D, H** 

**ADD-ON: FROM EUR 5,200** 

### Stand out as the partner of choice!

Exhibit in the high traffic marketplace and showcase innovative pharma solutions onsite in Leipzig. Share your innovations, ground-breaking ideas, trends and establish relationships.

- √ Booth Spaces: 6-16m² shell scheme
- √ From 20m² space only, island booth
- ✓ Primary Booth Location
- √ Opportunity to organize a reception at your booth
- √ On-site lead generation

CONTACT US TO BUILD YOUR PACKAGE!

# SHOWCASE ADD ON FOR EXHIBITING SPONSORS

Sponsor Benefit

**INCLUDED IN PACKAGES B, F, I** 

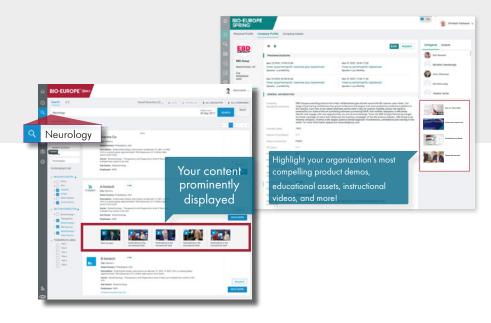
ADD-ON: EUR 3,000 WITHOUTH BOOTH: EUR 5,000

#### Your "exhibit booth" in our digital format

Make your partnering profile your exhibit booth and showcase your company to both on-site and digital participants.

### **INCLUDES:**

- √ partneringONE content upload
- √ Highlighted in partneringONE search results
- √ Keywords: 25



EXHIBITING & SHOWCASING



### **EXHIBITING & SHOWCASING**

Gain broad exposure to high-level decision makers from pharma and biotech.

### SPONSOR PRIVATE MEETING ROOM

**INCLUDED IN PACKAGES E, G, I** 

**ADD-ON: EUR 5,500** 

### **Privacy for your meetings!**

You will have the exclusive use of a private meeting room for the duration of the conference. Partnering meetings can be scheduled there or it can be reserved for your ad hoc meetings.

Space will be equipped with a table and chairs, as well as beverages. The room is lockable.

Sponsor Benefit

CONTACT US TO BUILD YOUR PACKAGE!



EXHIBITING & SHOWCASING



### THOUGHT LEADERSHIP

Take advantage of the opportunity to become a part of the BIO-Europe® program by positioning your company as a thought leader in the industry.

#### **CUSTOMIZED SESSION**

Sponsor Benefit

Position your company as a thought leader within the biopharma industry and amplify your business relationships. Your 30- to 45-minute program slot will be held live in Leipzig and recorded for a wider digital audience or pre-recorded and made available on demand in the lead up to the event.

**ADD-ON: EUR 10,000** 

#### **EXPERT FIRESIDE CHAT**

Interested in highlighting a special deal? Your work in a certain therapeutic area? Or a specific executive? This ideal format allows you to choose your own topic for a 20-minute interview-style chat conducted by an experienced interviewer. Your fireside chat will either be held live on-site and recorded for a wider digital audience or pre-recorded and made available on demand a few weeks prior to the conference.

#### **INCLUDED IN PACKAGES C, E, F, G, I**

(EITHER speaking opportunity, Fireside Chat or Collab. Close-Up)

**ADD-ON: EUR 5,000** 

### **REGIONAL CASE STUDY**

Sponsor Benefit

Want to show how you provide a perfect biotech ecosystem? A case study of a company that thrived within your region or cluster can highlight your region. With a moderator provided by EBD Group, use this 20-minute pre-recorded session to highlight your success story to the global BIO-Europe audience.

**ADD-ON: EUR 5,000** 

### SPEAKING OPPORTUNITY

**Sponsor Benefit** 

Looking to bring your expert into the spotlight? A speaking slot on a panel discussion within the official BIO-Europe program. Panels address therapeutic areas or business development topics. Panels will either be live on-site and recorded for a wider digital audience or pre-recorded and made available on demand a few weeks prior to the conference.

#### **INCLUDED IN PACKAGES C, E, F, G, I**

(EITHER speaking opportunity, Fireside Chat or Collab. Close-Up)

**ADD-ON: EUR 5,000** 

### COLLABORATION CLOSE-UP Sponsor Benefit

A perfect opportunity to focus on partnerships. Bring together two sides of a collaboration, partnership or deal to highlight your collaborative approach in a 20-30-minute moderated discussion. Your session will either be held live on-site and recorded for a wider digital audience or pre-recorded and made available on demand a few weeks prior to the conference.

#### **INCLUDED IN PACKAGES C, E, F, G, I**

(EITHER speaking opportunity, Fireside Chat or Collab. Close-Up)

**ADD-ON: EUR 5,000** 

### **CLUSTER / REGION PRESENTATION**

Delegation Benefit

Highlight the benefits your region offers as a base for biotech companies with this **15-minute presentation**. Self-recorded on Powerpoint or produced by the EBD Digital Team as a recorded presentation, this format gives you the chance to zero in on what makes your region stand out from the crowd.

**EUR 1,000** 



**THOUGHT LEADERSHIP** 



### THOUGHT LEADERSHIP

Take advantage of the opportunity to become a part of the BIO-Europe® program by positioning your company as a thought leader in the industry.

VIDEO INTERVIEW EUR 3,500

Put your expert in the spotlight for a 3-5-minutes professionally produced video interview recorded before the event.

Your interview will be professionally-edited with final approval before posting (up to one-week turnaround on video file). Sponsorship includes full distribution rights for use within your ongoing campaigns and corporate website.



### **SOCIAL MEDIA AMPLIFICATION**

**EUR 3,500** 

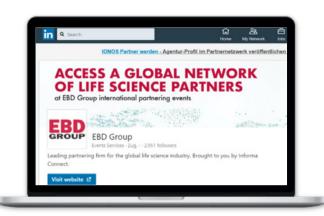
Want to get additional promotion and more focused attention for your program or networking session at BIO-Europe?

We will create and push out two LinkedIn posts and one tweet on twitter.

#### TIME OF EXPOSURE:

Prior to or during conference

Only bookable in conjunction with Thought Leadership item



THOUGHT LEADERSHIP



### **NETWORKING EVENTS**

Stand out and make connections by sponsoring one of our various networking opportunities on-site or online.

#### MONDAY EVENING EVENT IN THE EXHIBIT HALL

Put yourself in the spotlight of the BIO-Europe exhibit hall by hosting a hospitality reception at your booth. Inspire networking at your booth with food and drinks. Your reception will be promoted as part of the event taking place in the exhibition on Monday, October 24, 6-8 p.m. Food and beverages need to be provided at own cost.

Please apply by August 31, 2022.

Sponsor Benefit Exhibitor Benefit



### **EXERCISE CLASSES**

**EUR 3,500** 

Be the sponsor of one of our 'Exercise Classes' whether that's for **Break'n Breathe**, the Biotech Bikers or the Strava Club. Engage with a group of people you may not have met before, but with whom you share the same fitness interests.

#### **BREAK'N BREATHE SPONSOR**

Get additional visibility by sponsoring our two live Break'n Breathe sessions of 20 minutes each. These sessions will also be available on-demand afterwards. Sponsor logo will be featured in the official conference agenda, marketing brochure, as well as on on-site signage and during the session.



#### STRAVA ACTIVITY CLUB SPONSOR

Sponsor the "Let's get out of that chair" Strava Club Wellbeing Initiative to receive additional visibility and support a good cause at the same time. Your company name and logo will be featured on the club banner within the content hub in partneringONE, on the Strava banner, as well as in selected conference announcements.

Sponsor can communicate within the club and choose to hold an event within the club (e.g. a raffle, a run, a challenge), connect the club to a donation for charity and more.



**NETWORKING EVENTS** 



### **NETWORKING EVENTS**

Stand out and make connections by sponsoring one of our various networking opportunities on-site or online.

#### RISE AND RUN SPONSORSHIP

**EUR 5,000** 

Gain special visibility to a selected, "same interest" group of people through this fun activity: a morning run combined with sightseeing led by a local guide!

Sponsor logo will be placed on signage and promoted within the conference agenda.

Sponsor Benefit Exhibitor Benefit

### **EVENING EVENT SPONSORSHIP**

SOLD

Facilitate informal networking off-site!

Sponsor our world-class networking event at a stunning location! As many as 1,800 guests are expected to attend.

Prominent on-site signage at event location, as well as logo placement on event website will be

Sponsor Benefit

**NETWORKING EVENTS** 



Put your company in the spotlight by showcasing your brand at BIO-Europe®.

YOUR AD HERE

### **SPONSORSHIP ADD-ON OPTIONS:**

### partneringONE® AD

Sponsor Benefit

**INCLUDED IN PACKAGE G** 

**ADD-ON: EUR 5,000** 

**ADD-ON: EUR 10,000** 

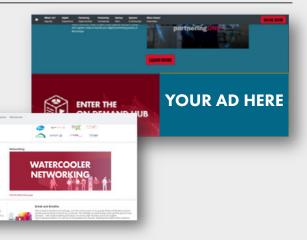
Gain extra visibility on the HOME of partneringONE. Your ad will be featured on the most visited page of the platform for one week and linked to your partneringONE profile or a landing page of your choice. Choose either one of the four weeks prior to the conference or the conference week.

YOUR AD HERE

### BANNER AD COMBO Sponsor Benefit

Gain extra exposure in a high traffic environment. Your ad will be displayed on the event website and the partnering ONE content hub for four weeks prior to the conference plus during the conference.

Include a CTA link to drive traffic to your assets/news/landing page.





Put your company in the spotlight by showcasing your brand at BIO-Europe®.

#### WIFI SPONSORSHIP Sponsor Benefit

**EUR 25,000** 

The most asked question at the event probably is the one for the WIFI code. Take this sponsorship opportunity to enjoy a high level of brand exposure.

Your logo will be visible on onsite signage promoting the username and password. Your company name will be used as the customized username/password.



### NAME BADGE SPONSORSHIP

**EUR 17,500** 

Each BIO-Europe attendee name badge (expected number over 4,000 delegates) displays the sponsor's logo.

SOLD

Prominent corporate visibility for the entire conference is guaranteed

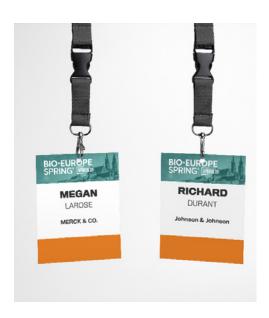
### **LANYARD**

**SPONSORSHIP** 

Sponsor Benefit

**EUR 17,500** 

Each BIO-Europe attendee will receive a lanyard with the sponsor's logo. This will be worn with the name badge by all attendees for the entire conference. Lanyards need to be provided by the sponsor.



### **CHARGING STATION**

**SPONSORSHIP** 

Sponsor Benefit

**EUR 10,000** 

Nothing is more important than being "juiced up" these days. Your corporate branding will be prominently placed on numerous charging stations used by attendees to recharge their electronic devices like phones and laptops.





Put your company in the spotlight by showcasing your brand at BIO-Europe®.

### **FACE MASK SPONSORSHIP**

Sponsor Benefit

Protective masks will remain an essential part of our daily life. They are still required for traveling, public transport and shopping. Provide the conference attendees with a branded FFP2 face mask to show your organization's engagement for public health & safety.



**ADD-ON: EUR 7,500** 

### **BREAKFAST SPONSORSHIP**

Sponsor Benefit

ADD-ON: EUR 5,000 per day

Sponsoring this opportunity includes branding rights of the buffet stations including table signs in the break areas.

### **LUNCHEON SPONSORSHIP**

Sponsor Benefit

ADD-ON: EUR 10,000 per day

Sponsoring this opportunity includes branding rights of the buffet stations including table signs in the break areas.

### **SMOOTHIE BAR SPONSORSHIP**

Sponsor Benefit

ADD-ON: EUR 7,500 per day

Sponsor our smoothie bar and allow attendees to recharge their batteries twice a day with delicious power food items.

Sponsoring this opportunity includes branding rights of the smoothie bar including table signs in the break areas.



Put your company in the spotlight by showcasing your brand at BIO-Europe®.



# Climate change is having serious effects on communities and businesses across the world.

We at EBD Group believe that **sustainability** is more important than ever. In order to further contribute to a positive change, we are offering sponsorships which allow you to actively contribute to a greener and more sustainable event in our industry.

Here is how you can take action!

### **CARBON OFFSET SPONSORSHIP**

Sponsor Benefit

**EUR 12,500** 

# This sponsorship gives you the opportunity to show your dedication to a carbon neutral business environment and the protection of our environment.

Stand out by telling your story and linking your company name to carbon offset and responsibility for our planet. Our events are working to improve their environmental impact across a wider range of areas including switching to renewable energy (separate sponsorship), designing our events to avoid waste, switching to sustainable signage options and reducing any paper items by maximising digital solutions.

All major impacts of the event will be covered (outside green energy and delegate travel) including event catering (focus on regional food, avoid waste), logistics, venue waste and recycling. Informa supports several projects around the world through our offset partner Natural Capital Partners, ensuring that we use high quality, certified carbon offsets.

### RENEWABLE ENERGY SPONSORSHIP

Sponsor Benefit

**EUR 18,000** 

### Make a positive contribution and become a sponsor of the green electricity used at the conference and support renewable power supply!

This sponsorship gives you the opportunity to associate your brand with a green image and the protection of our environment. Stand out by linking your company name to sustainable energy and responsibility for our planet.

Sponsorship includes on-site and digital signage promotion.



Put your company in the spotlight by showcasing your brand at BIO-Europe®.



# Climate change is having serious effects on communities and businesses across the world.

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Here is how you can take action!

### WATER REFILL STATION SPONSORSHIP

Sponsor Benefit

**EUR 10,000** 

### Water is vital! To feel good and to be healthy, it is essential to keep the body well hydrated.

Water allows better thinking, decision making and optimal functioning of the entire body system. Become a sponsor and create a healthy image of your business by providing fresh water to the attendees. Associate your brand with the key benefits of water.

Sponsorship includes on-site and digital signage promotion.

#### **RECHARGE BIKE SPONSORSHIP**

Sponsor Benefit

**EUR 10,000** 

### Become a sponsor of the Recharging Bike Project!

Life is movement! Conference participants get the opportunity to exercise while networking with a co-biker, having fun, and at the same time supporting a green project. Delegates may charge their mobile devices while riding a bike. By exercising and biking, attendees experience their own power to create electricity. Present your company as being eco-friendly and open to new healthy and fun ideas.

Sponsorship includes branding rights of the bikes, on-site and digital signage promotion.





Put your company in the spotlight by showcasing your brand at BIO-Europe®.

### **DIGEST E-MAILS**

**EUR 3,500** 

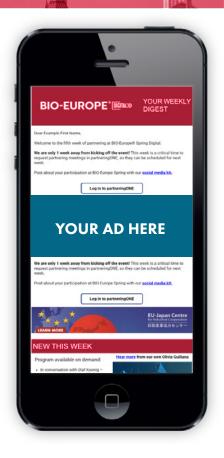
#### **WEEKLY OR DAILY DIGEST E-MAIL**

Place your banner ad in one weekly digest e-mail or one of the four daily digest e-mails. The e-mails are promoted to a qualified audience in the life science industry. 70% of recipients are director level or higher.

The digests will feature program highlights, as well as live networking events or further live sessions.

**AUDIENCE WEEKLY:** +12,000

**AUDIENCE DAILY: Conference Participants** 



### **CONFERENCE BROCHURE AD**

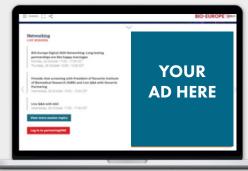
**EUR 2,500** 

Reach a wider audience by placing a partial page ad in our conference. The brochure will be sent to approximately 17,000 contacts in the global biotechnology industry.

A link to your URLs or multimedia content can be included.

#### TIME OF EXPOSURE:

4-6 weeks prior to conference





Put your company in the spotlight by showcasing your brand at BIO-Europe®.

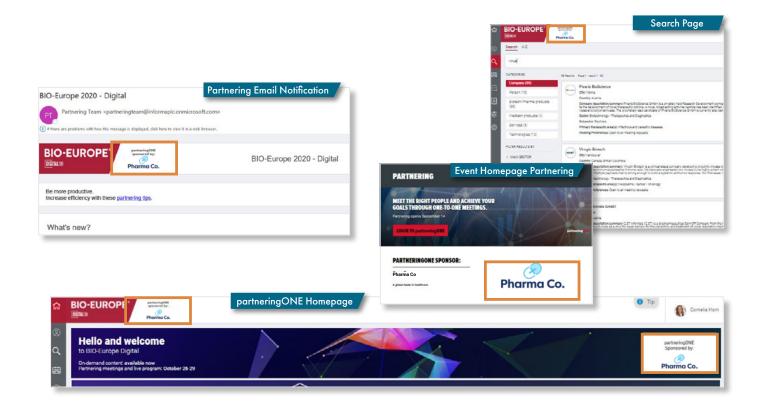
### partneringONE® SPONSORSHIP

Sponsor Benefit

**EUR 45,000** 

### Associate your brand with partneringONE, our premier meeting platform.

Put your company in the spotlight! Your logo will have high visibility in a persistent banner on every partnering ONE page, as well as on partnering e-mail digests (e.g., 'partnering now open'), instant notifications, and mobile pages.





### PRE-/POST-EVENT AMPLIFICATION

Extend your reach beyond the duration of the event with these offerings.

### **ATTENDEE TARGETING**

**FROM EUR 2,700** 

Promote your new product or development to your target audience.

Reach qualified decision makers in our database who match your custom criteria. On thousands of trusted sites across the web, your ads is displayed multiple times, ONLY to persons who fit your targeted profile. Banner-safe websites include CNN, CBS, ESPN, TripAdvisor, LinkedIn, etc.



### **RESULTS ARE 5x THAT OF STATIC WEB BANNERS!**

- 1. Segment our database according to your target audience, by geo, by company, by job title
- 2. Send us your ads (don't forget to include a link!)
- 3. Your ads are displayed to your target audience

### ATTENDEE TARGETING PACKAGES

BASIC PACKAGE	<ul><li>30,000 impressions across the web</li><li>Duration approx. 1 month</li></ul>	EUR 2,700	
DELUXE: BASIC & LINKEDIN	<ul><li>30,000 impressions across the web</li><li>10,000 impressions on LinkedIn</li></ul>	EUR 3,200	
ADDITIONAL IMPRESSIONS	<ul> <li>Additional 10,000 impressions across the web</li> </ul>	EUR 850	

PRE-/POST-EVENT AMPLIFICATION



### PRE-/POST-EVENT AMPLIFICATION

Extend your reach beyond the duration of the event with these offerings.

### **CONTENT SYNDICATION**

**EUR 4,100** 

Hand over your most compelling educational content asset (i.e. whitepaper, e-book, case study, video, podcast) and let us promote it to your targeted audience – as a result, you'll enjoy highly qualified leads.

### **DIRECT CUSTOM E-MAIL**

**FROM EUR 2,500** 

We will broadcast your custom e-mail to a specific target audience which may include registered attendees for BIO-Europe® and BIO-Europe Spring®. You provide the HTML email file, select a sending date and we will send the email on your behalf. Reach biotechnology enthusiasts – segment our database however you like – by geo, by company, by job title etc.

Cost is EUR 1 per recipient.

### **CUSTOM WEBINAR**

EUR 14,000

Engage prospects with a turnkey web event that includes project management, pre-recording, hosting, promotion, and GDPR-compliant leads.

- Topic of your preference
- 60-minutes presentation (including 15-minutes Q&A)
- Qualified leads from all registered session attendees
- Webinar concierge support
- Promotion via email, newsletter, social, and banner ads
- MP4 Video file with full distribution rights
- Hosting on ON24 platform for 6 months



PRE-/POST-EVENT AMPLIFICATION

# **BIO-EUROPE**

