

# On Your Mark

## 2021

Your Guide to  
the Events  
During Virtual  
JPM Month

JANUARY 4–29, 2021

FINAL VERSION

#JPM2021

#JPMWEEK

#HEALTHCAREPARTNERINGWEEK

PRESENTED BY

**Big4Bio**

## CONTENTS

CLICK ON LINKS

|                                      |   |    |
|--------------------------------------|---|----|
| <a href="#">Introduction</a>         | / | 2  |
| <a href="#">Event Schedule</a>       | / | 3  |
| <a href="#">Resource &amp; Links</a> | / | 4  |
| <a href="#">Event Spotlights</a>     | / | 5  |
| <a href="#">Webinar Replay</a>       | / | 15 |
| <a href="#">Closing Remarks</a>      | / | 16 |

PRESENTED BY

**Big4Bio**

PUBLISHING PARTNERS



## INTRODUCTION: *A Brave New World*



For 23 years we have worked hard at Halloran to make life science companies better at what you do. This year has been a momentous one for us as well as for the world at large. We have helped early, mid and late-stage companies who needed rapid deployment of our expertise to navigate the massive business interruption brought by COVID-19, as well as regulatory acumen to rapidly progress products with potential to mitigate the devastation the pandemic caused globally. We are proud to have worked on programs to bring these life sparing vaccines and therapies to patients. We also led quickly during the shutdown to facilitate the dialog needed to continue bringing clinical research programs to patients through our patient-centric resilient clinical trial support. We are a founding member of the Decentralized Trial & Research Alliance that seeks to change the landscape to further embrace the learnings from the leading companies to broaden adoption of technologies by research sites. Although the JPMorgan week will be virtual, we will continue this groundbreaking work through the entire community virtually with thought leadership that shares our learnings broadly. We will miss the merriments and valuable networking that being in San Francisco in January always brings, especially the excuse to visit California's wine country to recover from the madness, but will continue to leverage our expertise in process efficiency, technology adoption, process harmonization, inspection readiness, and compliance programs to streamline your business and save the time and money we all need to bring medicine to patients. Having the expertise of our team, who have worked on more than 250 programs in 2020, can enable your company to move with more confidence through your programs. We are available and ready to help you get there. To learn more about Halloran, visit <http://hallorancg.com> or contact Maria Coakley at [mcoakley@hallorancg.com](mailto:mcoakley@hallorancg.com) so we connect in person.

**Laurie Halloran**  
President & CEO, *Halloran Consulting Group*



In the past year, we've all learned how to do things differently, and in some cases, better. We've learned that things we thought couldn't be done CAN be done, and maybe faster than before. While we might long for the ritual of gathering for JPM Week in San Francisco, the shift to virtual events creates new opportunities.

Without being limited to the constraints of time and space, JPM Week is transforming into "JPM Month" for 2021 as event organizations are using the entire month to cater to a diverse audience of industry stakeholders worldwide, with the J.P. Morgan Healthcare Conference right in the center of everything.

With that said, I'm proud to welcome you to the 5<sup>th</sup> edition of our guide, *On Your Mark 2021*, a compendium of the virtual investor and partnering events that will occur throughout the month of January. Investors, company executives, entrepreneurs, and other interested parties can again take advantage of our guide to navigate the virtual event maze during this critical period.

*On Your Mark 2021* not only lists and links you to all of this year's JPM-related events, it also includes beneficial links and content that can assist you even more. I thank Laurie Halloran, CEO of Halloran Consulting, for her annual "Introduction," and the CEOs of our co-partners, Biocom (Joe Panetta) and CLSA (Mike Guerra), who again provide our closing remarks.

This "JPM Month," the global life science and healthcare industry will encounter new, innovative paths for partnering and dealmaking. This is both exciting and challenging, and may change the future of fundraising and business development.

I welcome you to this brave new world.

Sincerely,

**Tilton Little**  
CEO, *BigBio Communications* & Publisher, *Big4Bio*

## VIRTUAL EVENT SCHEDULE: *January 4-29, 2021*

[CLICK ON LINKS](#)

|                  |   |
|------------------|---|
| <b>JAN 4-22</b>  | <a href="#">Access China Forum @JPM WEEK 2021</a>   |
| <b>JAN 5</b>     | <a href="#">DigitalHealth InvestorTalk: The Best Alternatives to JP Morgan in 2021</a>                            |
| <b>JAN 6</b>     | <a href="#">Connect with Canada - Virtual JPM Week Kickoff</a>  |
| <b>JAN 6-15</b>  | <a href="#">Solebury Trout Virtual Management Access Event 2021</a>   |
| <b>JAN 7</b>     | <a href="#">Succeeding in the Virtual World presented by BAM, BIO Alberta &amp; LSBC</a>                          |
| <b>JAN 7</b>     | <a href="#">Innovate Next</a>   |
| <b>JAN 7</b>     | <a href="#">McDermott &amp; EY Digital Health</a>   |
| <b>JAN 7</b>     | <a href="#">D&amp;O Trends in 2021: Hard Market, COVID-19, and Other Factors Impacting Life Science Companies</a> |
| <b>JAN 8</b>     | <a href="#">6<sup>th</sup> Annual Dermatology Summit</a>  |
| <b>JAN 8-10</b>  | <a href="#">InnovatorMD Global Summit 2021</a>  |
| <b>JAN 9-13</b>  | <a href="#">2021 CTIC 5<sup>th</sup> Annual Healthcare Investment Summit</a>                                      |
| <b>JAN 10</b>    | <a href="#">China Showcase</a>  |
| <b>JAN 10</b>    | <a href="#">2021 CERSI Innovations in Regulatory Science Summit</a>   |
| <b>JAN 10-14</b> | <a href="#">China Focus<sup>®</sup> Global Life Science Summit</a>  |
| <b>JAN 11</b>    | <a href="#">What Lies Ahead – COVID Outlook 2021: Yale Alumni at JPM</a>  |
| <b>JAN 11</b>    | <a href="#">Amplifying Scientific Innovation: 1<sup>st</sup> Panel on Clinical Trial Diversity</a>                |
| <b>JAN 11</b>    | <a href="#">JPM Introduction to Bayer: Research Directions</a>  |
| <b>JAN 11</b>    | <a href="#">McDermott &amp; EY Life Sciences Investment Forum</a>   |
| <b>JAN 11-13</b> | <a href="#">Digital RESI</a>  |
| <b>JAN 11-13</b> | <a href="#">Endpoints at #JPM21 Week</a>  |
| <b>JAN 11-13</b> | <a href="#">SfN Global Connectome: A Virtual Event</a>  |
| <b>JAN 11-13</b> | <a href="#">Fierce JPM Week 2021</a>  |
| <b>JAN 11-13</b> | <a href="#">WuXi Global Forum 2021</a>  |
| <b>JAN 11-14</b> | <a href="#">Deloitte Roundtable Discussions</a>   |
| <b>JAN 11-14</b> | <a href="#">J.P. Morgan 39<sup>th</sup> Annual Healthcare Conference</a>  |

|                  |  |
|------------------|--|
| <b>JAN 11-14</b> | <a href="#">Virtual 1x1 Meetings With Stern IR Clients</a>   |
| <b>JAN 11-14</b> | <a href="#">H.C. Wainwright BioConnect 2021 Conference</a>   |
| <b>JAN 11-14</b> | <a href="#">A Special Venture Law Meetup Series Held Paralleling JPM</a>                           |
| <b>JAN 11-15</b> | <a href="#">Biotech Showcase</a>   |
| <b>JAN 11-15</b> | <a href="#">Digital Medicine &amp; Medtech Showcase</a>  |
| <b>JAN 11-15</b> | <a href="#">Virtual Health Transformer Week</a>  |
| <b>JAN 11-22</b> | <a href="#">2021 CSSi Life Sciences Partnering Forum</a>   |
| <b>JAN 12</b>    | <a href="#">Future of Medicaid Innovation Forum 2021</a>   |
| <b>JAN 12</b>    | <a href="#">McDermott &amp; EY Healthcare Private Equity Leaders Forum</a>                         |
| <b>JAN 12</b>    | <a href="#">Illumina Accelerator + Illumina Ventures + AWS   JPM 2021 Meetup</a>                   |
| <b>JAN 12</b>    | <a href="#">Company Showcase @J.P. Morgan Healthcare Week powered by Bpifrance</a>                 |
| <b>JAN 12-13</b> | <a href="#">W2O Digital Health Virtual Summit</a>  |
| <b>JAN 13</b>    | <a href="#">Amplifying Scientific Innovation: 2<sup>nd</sup> Panel on Clinical Trial Diversity</a> |
| <b>JAN 13</b>    | <a href="#">Cell &amp; Gene State of the Industry Briefing</a>                                     |
| <b>JAN 13</b>    | <a href="#">CABS 2021 Investor Forum</a>   |
| <b>JAN 13</b>    | <a href="#">How Tech is Impacting Healthcare Delivery in a COVID-19 World</a>                      |
| <b>JAN 13</b>    | <a href="#">McDermott &amp; EY Hospital &amp; Health Systems</a>                                   |
| <b>JAN 13</b>    | <a href="#">STAT@JPM: Facing 2021</a>  |
| <b>JAN 14</b>    | <a href="#">Los Angeles: California's Emerging Hub for Life Sciences</a>                           |
| <b>JAN 14-15</b> | <a href="#">4D Meets AI</a>  |
| <b>JAN 15</b>    | <a href="#">Executive Women in Bio Luminary Event</a>  |
| <b>JAN 20-22</b> | <a href="#">2021 Global IR Pitching @JPM</a>   |
| <b>JAN 21</b>    | <a href="#">JP Morgan Health Week in Review</a>  |
| <b>JAN 25-29</b> | <a href="#">MassBio Partnering Week</a>  |
| <b>JAN 27</b>    | <a href="#">GOODWIN @ JPMORGAN</a>   |
| <b>JAN 27</b>    | <a href="#">MITCNC Future of Healthcare &amp; Medicine '21</a>                                     |

## RESOURCES & LINKS

CLICK ON LINKS



J.P. MORGAN  
HEALTHCARE  
CONFERENCE

### **J.P. Morgan Healthcare 2021: How to Make the Most of This Year's Virtual Conference**

by Daniel Zahler, GLG Council Member and Founder, Picasso Health



### **Webinar | 2021 Preview: A 360 Degree Global Market View**

Request a recording and join BIO and LaVoieHealthScience for the Global Market View webinar.



### **Fireside Chat Recap**

Mike Gaito, Global Head of Healthcare Investment Banking at J.P. Morgan, talks #JPM21 going virtual, IPOs, and broader market trends for the new year.



Life Science  
Leader

### **About JPM 2021: Q&A's From Life Science Leader**



### **Optimum's Guide to the J.P. Morgan 39<sup>th</sup> Annual Healthcare Conference 2021 & Tips for Virtual Networking**



### **BIO One-on-ONE Partnering: Partnering System**



### **Report: Evaluate Vantage 2021 Preview**



### **Navigating the Virtual Landscape at JPM and Beyond** *FTI Consulting Survey: U.S. Healthcare & Life Sciences*



### **Exclusive insights from each day of the J.P. Morgan 39<sup>th</sup> Annual Healthcare Conference**

### **DRESS PROFESSIONALLY**

Rules of what to wear apply doubly for virtual events: Remember that these sessions might be recorded/shared with others.

### **EXPLORE EVENT'S PLATFORM**

There might be apps to download, you might need to submit audio or video files before the meeting, etc.

### **CONTINUE TO NETWORK**

Follow up via LinkedIn or via the conference system that connects speakers and other attendees.

# EVENT SPOTLIGHTS

# EVENT SPOTLIGHTS

# EVENT SPOTLIGHTS

# EVENT SPOTLIGHTS



# EVENT SPOTLIGHTS

# EVENT SPOTLIGHTS

# EVENT SPOTLIGHTS

# EVENT SPOTLIGHTS

# EVENT SPOTLIGHTS





1-2 pm EST, Wednesday,  
9.30 Online Panel

## What Should We Do With the JPMorgan Healthcare Conference Going Digital?



Moderated by  
**Doug MacDougall**  
Managing Partner, MacDougall



**Reza Mazhari**  
Head of Search and Evaluation,  
BD & Licensing, Novartis



**Eric Pierce**  
Publisher,  
BioCentury



**Martina Toponarski**  
Director, BD, Life Sciences,  
Goodwin

Sponsored By:



**SUMMARY:** Most of us would answer that question with ‘save money’ or ‘get a week back’. However, this event in the second week of January has become a staple of the healthcare industry and a necessary evil to fulfill our organizations’ goals and objectives. Whether you are a company looking to raise capital or partner your programs, or an investor looking for the next big thing, or a service provider looking for new customers this event has always kicked off the new year with lots of business cards and new colleagues to connect with on LinkedIn.

*What do we do with our newly found week and how can we get back the good parts of this event in 2021?*

## CLOSING REMARKS



Biocom California, the association representing the California life science industry for over 25 years, welcomes you to the 40th annual J.P. Morgan Healthcare Conference, a week which provides an ideal environment for companies to explore new opportunities that position them for sustainable future growth.

During this past challenging year, as companies collaborated to advance innovation and conquer COVID-19, Biocom California's experienced team worked tirelessly to support our members in every business facet. We continue to do what we do best: advocate for our industry, act as a connector and bridgebuilder for our members, and provide vital business supplies and solutions for life science companies on their quest to improve the human condition.

Scientific breakthroughs require investment and making the right connections is imperative to successfully attract funding. Biocom California has continued to regularly connect companies with sources of funding through a variety of dynamic programs, including angel investing, licensing and partnering opportunities, venture capital days, research grant insights and one-on-one discussions with big pharma. We look forward to expanding upon our programming in 2021, including our [11<sup>th</sup> Annual Global Partnering Conference from February 23–25](#), which will be held virtually for top deal-makers in biotech and pharma.

As the state's life science advocacy organization, our members entrust us to take on the most pressing legislative issues affecting our industry, and we have taken advanced measures to fight against the potentially devastating effects of CMS imposing a Most Favored Nation price control system for Medicare Subpart B. The life science industry in California provides nearly 1.4 million jobs, with economic activity generating a total of \$372 billion and NIH funding of \$4.6 billion. If adopted, this improperly imposed rule would both reduce access to treatment and providers and threaten investment in the innovative technologies that many of the companies participating in the JPM conference are developing.

In addition to Biocom California's presence throughout the state, our reach spans worldwide with strategic partnerships in Australia, France, Japan, and the United Kingdom. By leveraging our office in Tokyo and the strong relationships we've built with more than 50 member companies across Japan, we enable companies to tap into the world's second-largest life science market. Biocom Japan Consulting and our partners Japan Bioscience Association and Link-J together offer specialized connecting and consulting services to help companies explore global growth opportunities.

I welcome you to accelerate your company's journey towards success with Biocom California. Together, let's make this year one that changes the course of human health forever.

**Joe Panetta**

President & CEO, *Biocom California*



### Welcome from CLSA

On behalf of The California Life Sciences Association (CLSA) and the almost 3,700 California Life sciences companies who call this great state home, I would like to extend a warm welcome to the virtual 2021 J.P. Morgan Healthcare Conference. Though we may not be meeting in person this year, I look forward to learning, connecting and partnering together this week.

For decades, California's life sciences sector has had a profound impact on patients and their families living in our Golden State and beyond. California is the global leader in life sciences innovation because of our world-class university system that produces incredible discoveries, a well-educated and diverse workforce dedicated to putting in the hard work to seek out and solve problems, and an entrepreneurial spirit that does not shy away from the decades it often takes to move these discoveries forward.

Together, we are building something wonderful in California. We continue to work with industry, academia, and lawmakers to streamline regulations, increase education and research funding, improve the tax climate and deliver other policy changes that protect health innovation and patient access to care. All this while incubating the next generation of innovation through business leadership and a passion for the ecosystem that sustains our sector. For a detailed look at our ecosystem, please download our [2020 Sector Report](#).

As we begin the new year and continue to navigate a global pandemic, the world increasingly looks to California for life-saving solutions, and we are extremely proud of this relentless pursuit of medical breakthroughs and solutions to global challenges. Now more than ever, partnership, collaboration and community are critical to the change we want to see, and as we like to say within the California Life Sciences community - We are stronger together.

Sincerely,

**Mike Guerra**

President & CEO, *California Life Sciences Association*