

SEBIO

Investor & Partnering Forum

2017 NOV 14TH - 16TH
PINEHURST, NC



Sponsorship Opportunities

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The Southeast BIO (SEBIO) Investor & Partnering Forum provides an unparalleled opportunity to meet key decision makers in the regional and national life science and medical technology communities. This year's Forum will be held **November 14-16 in Pinehurst, North Carolina** at the historic Pinehurst Resort.

The SEBIO Investor & Partnering Forum has built a loyal following attracting thought leaders and investors from across the country and we trust the 2017 Forum will bring new opportunities to build business partnerships and explore the state's burgeoning life science industry.

More than 300 biotech and medtech investors, corporate executives, university representatives, entrepreneurs and service providers will attend the event this year. This is a rich opportunity to showcase your company at the most significant annual life science event in the Southeast.

To date, the more than 200 later stage and 165 early stage companies that participated in previous SEBIO Investor & Partnering Forums have raised more than \$2.5 billion in public and private funding. These numbers speak as to the quality of our presenting companies.

Please consider supporting SEBIO and join us for the region's preeminent investor forum, which connects emerging life science and medical technology companies with potential investors and corporate partners looking to do business in the Southeast.

Sincerely,

David L. Day
SEBIO Executive Director
dday@sebio.org
352.281.6321.

About Our Venue

Founded in 1895 in the heart of the North Carolina Sandhills, Pinehurst Resort is an unparalleled destination featuring nine world-class golf courses, an award-winning spa, three historic hotels, tennis and other recreational activities. Widely known as the cradle of American golf, Pinehurst has served as host to more single golf championships than any other site in America. Its most revered golf course, Pinehurst No. 2, is considered one of the game's architectural masterpieces and was recently restored to Donald Ross' original vision.



Premier Sponsorship Opportunities

SEBIO showcases a broad spectrum of life science and medical technology investment opportunities, ranging from acquisition stage companies to the earliest stage start-up and partnering opportunities. The Forum is structured such that each opportunity fits distinctly into one of two program channels – MAIN/Stage or EARLY/Stage. SEBIO offers supporters the chance to own these stages with multi-year sponsorship commitments.

MAIN STAGE – Three Year Commitment of \$25,000/Year

This program is designed to showcase the best of the Southeast's venture-backed life science and medical technology companies, integrating panel discussions on topics relevant to emerging companies with the traditional practice of presentations from companies seeking financing for their next phase of development. Companies pitching on the Main Stage are selected from an applicant pool by a committee of regional and national institutional investors.

- ✓ Special recognition in Main Stage section of SEBIO Investor & Partnering Forum conference brochure, conference program, conference website, conference mobile app, and “all sponsors” forum sign, and during Main Stage event.
- ✓ Recognition in press releases announcing Main Stage presenting companies.
- ✓ Opportunity to introduce firm and Main Stage presenting companies at Main Stage event.
- ✓ SEBIO Board of Director nomination.
- ✓ Headline sponsorship benefits (page 4) plus four (4) additional complimentary conference registrations.

EARLY STAGE – Three Year Commitment of \$15,000/Year

Arguably SEBIO's most successful program to date, this program features companies typically seeking their first round of capital. A primary goal of this program is to arm companies seeking early rounds with an investor-ready pitch and business plan. Sixteen companies, selected from an applicant pool by a committee of regional and national institutional investors, present their investment pitches and business plans to onsite advisory teams at the Investor & Partnering Forum. The advisory teams will select four companies to advance to the final “Shootout.” The winner is announced at the Investor & Partnering Forum during the Closing Program.

- ✓ Special recognition in Early Stage section of SEBIO Investor & Partnering Forum conference brochure, conference program, conference website, conference mobile app, and “all sponsors” forum sign and during Early Stage event.
- ✓ Recognition in press releases announcing Early Stage participating companies and winner.
- ✓ Opportunity to introduce firm at Early Stage event.
- ✓ Headline sponsorship benefits (page 4) included plus two (2) additional complimentary conference registrations.



For more information about the premier sponsorship opportunities listed above, including the benefits to your company associated with each, please contact David L. Day, SEBIO Executive Director at dday@sebio.org or 352.281.6321.

SPONSORSHIP OPPORTUNITIES

	Headline (\$12,500)	Not-for-Profit Partner (\$10,000)	Platinum (\$7,500)	Gold (\$5,000)	Silver (\$3,000)	Not-for-Profit Supporter (\$1,000)
Prominent Recognition Throughout the Marketing Campaign; Positioned as Key Player during Conference	✓	✓				
Opportunity to Participate on Conference Committees	✓	✓				
Opportunity to Nominate Presenting Companies	✓					
Exhibit Table	✓	✓	✓			
Shared Table for Collateral Materials				✓	✓	✓
Company Logo in Brochure	✓	✓	✓			
Company Logo on Forum Signage	✓	✓	✓			
Company Logo on Website and Mobile App; Hyperlink Included	✓	✓	✓			
Company Name in Brochure				✓	✓	✓
Company Name on Forum Signage				✓	✓	✓
Company Name on Website and Mobile App; Hyperlink Included				✓	✓	✓
Advertisement in Conference Program	Full page	Full page	Half page	Quarter page	Quarter page	Quarter page
Participant List (after Forum)	✓	✓	✓	✓	✓	✓
Complimentary Conference Registrations	x 4	x 4	x 3	x 2	x 1	x 1
Additional Registrations at Reduced Rate of \$350	✓	✓	✓	✓	✓	✓

Event Sponsorship Opportunities

GALA RECEPTION (EXCLUSIVE) – \$25,000

The Gala Reception is the key networking event at the Investor & Partnering Forum. Heavy hors d'oeuvres and libations are served as conference participants greet old friends and meet new ones. You will receive the following benefits:

- ✓ Prominent signage throughout Gala reception;
- ✓ Prominent exhibit table at the conference;
- ✓ Gala Reception listing and company logo in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Full-page ad in conference program;
- ✓ Gala Reception listing and company logo on SEBIO website and mobile app, hyperlink to your website included;
- ✓ Opportunity to participate on conference committees;
- ✓ Opportunity to nominate presenting companies;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Eight (8) complimentary conference registrations, each additional registration at reduced rate of \$350.

CORPORATE PARTNERING DAY (EXCLUSIVE) – \$15,000

Senior business development and R&D representatives from a major biotech/pharma or medical device company will present their partnering goals, strategic areas of focus, and how to access the right people within the company to do a deal to an exclusive audience of investors and CEOs. As the sponsor of the Corporate Partnering Day, you will have the opportunity to introduce the speakers and say a few words about your company's products and services. In addition, you will receive the following benefits:

- ✓ Prominent signage displayed during Corporate Partnering event;
- ✓ Recognition in marketing communications pertaining to Corporate Partnering Day;
- ✓ Prominent exhibit table at the conference;
- ✓ Corporate Partnering listing and company logo in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Full-page ad in conference program;
- ✓ Corporate Partnering Day listing and company logo on SEBIO website and mobile app, hyperlink to your website included;
- ✓ Opportunity to participate on conference committees;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Five (5) complimentary conference registrations, each additional registration at reduced rate of \$350.

KEYNOTE LUNCHEON (EXCLUSIVE) – \$12,500

Sponsor the Keynote Luncheon and enjoy the opportunity to briefly introduce your company to attendees during lunch. Signs recognizing your company for sponsoring the lunch will be prominently displayed during the event. In addition, you will receive the following benefits:

- ✓ Keynote Luncheon listing and company logo in conference brochure sent to venture capitalists, investment bankers, corporate bankers, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Exhibit table at the conference;
- ✓ Half-page ad in conference program;
- ✓ Keynote Luncheon listing and company logo on SEBIO website and mobile app, hyperlink to your website included;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Prominent signage throughout the Keynote Luncheon;
- ✓ Four (4) complimentary conference registrations, each additional registration at reduced rate of \$350.

SOLD OUT

CLOSING BREAKFAST (EXCLUSIVE) – \$12,500

Sponsor the Closing Breakfast and enjoy the opportunity to introduce your company to attendees during breakfast and introduce the closing keynote speaker. Signs thanking your company for sponsoring the breakfast will be prominently displayed. In addition, you will receive the following benefits:

- ✓ Closing Breakfast listing and company logo in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Exhibit table at the conference;
- ✓ Half-page ad in conference program;
- ✓ Closing Breakfast listing and company logo on SEBIO website and mobile app, hyperlink to your website included;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Prominent signage throughout the Closing Breakfast;
- ✓ Four (4) complimentary conference registrations, each additional registration at reduced rate of \$350.

KICK-OFF RECEPTION (EXCLUSIVE) – \$10,000

The Kick-Off Reception will feature industry support organizations from across the Southeast region and provide

an excellent networking environment. As the Kick-Off Reception sponsor, you will have the opportunity to welcome attendees and share your products with them. In addition, you will receive the following benefits:

- ✓ Prominent signage displayed at the entrance to the Kick-Off Reception and in the food and beverage area;
- ✓ Company logo in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Half-page ad in conference program;
- ✓ Exhibit table at the conference;

EARLY STAGE COMPANY SHOOTOUT (EXCLUSIVE) – \$10,000

The Early Stage Shootout is a highlight of the conference. At the end of the four concurrent company mentoring sessions, each advisory panel will select the single, best presentation and opportunity from their group and nominate that company to present its opportunity to the entire conference at the Early Stage Shootout. A panel of celebrity judges will assess each participant on the quality of their presentation, the viability of its venture, and the overall fundability of the opportunity. Finally, the judges will discuss and deliberate their assessments and select an overall winner of the competition. As the sponsor of the Shootout, you will be given the opportunity to welcome attendees to the Shootout and announce the winner at the closing lunch. In addition, you will receive the following benefits:

- ✓ Early Stage Shootout listing and company logo in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Exhibit table at the conference;
- ✓ Half-page ad in conference program;
- ✓ Early Stage Shootout listing and company logo on SEBIO website and mobile app, hyperlink to your website included;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Prominent signage throughout the Early Stage Shootout;
- ✓ Three (3) complimentary conference registrations, each additional registration at reduced rate of \$350.

INVESTOR DINNER (LIMIT 2) – \$10,000

As sponsor of the Investor Dinner, an invitation-only event, you will have the opportunity to welcome attendees and say a few words about your firm. In addition, you will receive the following benefits:

- ✓ Prominent signage displayed during the Investor Dinner;
- ✓ Investor Dinner listing and company logo in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Exhibit table at the conference;
- ✓ Half-page ad in conference program;
- ✓ Investor Dinner listing and company logo on SEBIO website and mobile app, hyperlink to your website included;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Three (3) complimentary conference registrations, each additional registration at reduced rate of \$350.

ATTENDEE BAG (EXCLUSIVE) – \$7,500

All conference attendees receive a tote bag at registration to help keep them organized and able to collect information from companies and sponsors during the Forum. The Attendee Bag sponsor will have its logo, tagline, URL and/or other information displayed on the attendee bags. You will also receive the following benefits:

- ✓ Company logo on conference Attendee Bag;
- ✓ Conference Attendee Bag listing and company logo in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Exhibit table at the conference
- ✓ Half-page ad in conference program;
- ✓ Conference Attendee Bag sponsor listing and company logo on SEBIO website and mobile app, hyperlink to your website included;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Three (3) complimentary conference registrations, each additional registration at reduced rate of \$350.

HOSPITALITY SUITE (EXCLUSIVE) – \$7,500

The Hospitality Suite will provide an informal meeting place for those arriving the evening of the opening night who want to grab a drink and network. As the Hospitality Suite sponsor, signage with your company logo will be prominently displayed at the entrance to the suite and in the food and beverage area. In addition, you will receive the following benefits:

- ✓ Hospitality Suite listing and company logo in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Hospitality Suite listing and company logo on SEBIO website and mobile app; hyperlink to your website included;
- ✓ Exhibit table at the conference;
- ✓ Half-page ad in conference program;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Three (3) complimentary conference registrations, each additional registration at reduced rate of \$350.



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MOBILE APP (EXCLUSIVE) – \$7,500

Conference attendees have access and are encouraged to download the SEBIO Mobile App, which provides detailed information about the Forum, including agendas, speaker bios, company presentations, videos, hotel layouts and more. As the Mobile App sponsor, your logo will be prominently displayed each time an attendee opens the mobile app. You will also receive the following benefits:

- ✓ Mobile App listing and company logo in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Exhibit table at the conference;
- ✓ Half-page ad in conference program;
- ✓ Mobile App listing and company logo on SEBIO website and mobile app, hyperlink to your website included;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Three (3) complimentary conference registrations, each additional registration at reduced rate of \$350.

KEY CARD (EXCLUSIVE) – \$5,000

As the Key Card sponsor, your company logo will be printed on the hotel key cards for attendees staying at the conference hotel during the conference. In addition, you will receive the following benefits:

- ✓ Key Card sponsor listing in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Quarter-page ad in conference program;
- ✓ Key Card sponsor listing on SEBIO website and mobile app; hyperlink to your website included;
- ✓ Key Card sponsor listing on SEBIO "all sponsors" forum signage;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Two (2) complimentary conference registrations, each additional registration at reduced rate of \$350.

SOLD OUT

5K SPONSORSHIP (EXCLUSIVE) – \$2,500

This popular activity provides an opportunity for participants to engage in friendly competition (or fun run to start the day). As the 5K sponsor, signage with your company logo will be prominently displayed in the race area. In addition, you will receive the following benefits:

- ✓ 5K Sponsorship listing and company name in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Quarter-page ad in conference program;
- ✓ 5K sponsor listing and company name on SEBIO website and mobile app, hyperlink to your website included;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Prominent signage with company logo throughout the race event; and
- ✓ One (1) complimentary conference registrations, each additional registration at reduced rate of \$350.

LANYARD (EXCLUSIVE) – \$5,000

Conference attendees receive a lanyard with their nametags that is prominently displayed around their necks throughout the conference. The Lanyard sponsor will have its logo, tagline, URL and/or other information displayed on the lanyards. You will also receive the following benefits:

- ✓ Company name in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Company name on the nametag lanyards provided to attendees at SEBIO;
- ✓ Quarter-page ad in conference program;
- ✓ Company listing on SEBIO website and mobile app; hyperlink to your website included;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Lanyard sponsor listing on SEBIO "all sponsors" forum signage;
- ✓ Two (2) complimentary conference registrations, each additional registration at reduced rate of \$350.

MARTINI SPONSORS (LIMIT 4) – \$5,000 3 REMAINING OPPORTUNITIES

As a martini sponsor, your company will have the opportunity to name a martini or other specialty drink being served at the Gala Reception. Your logo will be featured on the cocktail napkins and on the signage at the martini bar. In addition, you will receive the following benefits:

- ✓ Martini sponsor listing in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Quarter-page ad in conference program;
- ✓ Martini sponsor listing on SEBIO website and mobile app, hyperlink to your website included;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Two (2) complimentary conference registrations, each additional registration at reduced rate of \$350.

CONFERENCE BREAKS (LIMIT 2) – \$5,000

Conference breaks present an opportunity for participants to grab a drink, a snack, and some extra stamina! As a Conference Break sponsor, signage with your company logo will be prominently displayed in the food and beverage area. In addition, you will receive the following benefits:

- ✓ Conference Break listing in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Quarter-page ad in conference program;
- ✓ Conference Break listing on SEBIO website and mobile app, hyperlink to your website included;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Two (2) complimentary conference registrations, each additional registration at reduced rate of \$350.

BIOTECH/PHARMA BREAKFAST (EXCLUSIVE) – \$5,000

Sponsor the Biotech/Pharma Breakfast and enjoy the opportunity to introduce our breakfast speaker(s). Signs thanking your company for sponsoring the breakfast will be prominently displayed, and you will also have the opportunity to say a few words about your company's products and services to breakfast attendees. In addition, you will receive the following benefits:

- ✓ Biotech/Pharma Breakfast listing and company name in conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Quarter-page ad in conference program;
- ✓ Biotech/Pharma Breakfast listing and company name on SEBIO website and mobile app, hyperlink to your website included;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Prominent signage with company logo throughout the Biotech/Pharma Breakfast event; and
- ✓ Two (2) complimentary conference registrations, each additional registration at reduced rate of \$350.

MEDICAL DEVICE BREAKFAST (EXCLUSIVE) – \$5,000

Sponsor the Medical Device Breakfast and enjoy the opportunity to introduce our breakfast speaker(s). Signs thanking your company for sponsoring the breakfast will be prominently displayed, and you will also have the opportunity to say a few words about your company's products and services to our attendees. In addition, you will receive the following benefits:

- ✓ Medical Device Breakfast listing and company name on conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Quarter-page ad in conference program;
- ✓ Medical Device Breakfast listing and company name on SEBIO website and mobile app, hyperlink to your website included;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Prominent signage with company logo throughout the Medical Device Breakfast event; and
- ✓ Two (2) complimentary conference registrations, each additional registration at reduced rate of \$350.

GOLF SPONSORSHIP (EXCLUSIVE) – \$5,000

This new activity provides an opportunity for participants to network in a casual environment on the greens. As the Golf activity sponsor, signage with your company logo will be prominently displayed in the play area. In addition, you will receive the following benefits:

- ✓ Golf Sponsorship listing and company name on conference brochure sent to venture capitalists, investment bankers, corporate investors, entrepreneurs and others involved in the life sciences company financing process (if received before the brochure is sent out);
- ✓ Quarter-page ad in conference program;
- ✓ Golf sponsor listing and company name on SEBIO website and mobile app, hyperlink to your website included;
- ✓ Participant list, following the event, containing each participant's name, address, and e-mail address;
- ✓ Prominent signage with company logo throughout the Golf event; and
- ✓ Two (2) complimentary conference registrations, each additional registration at reduced rate of \$350.

