



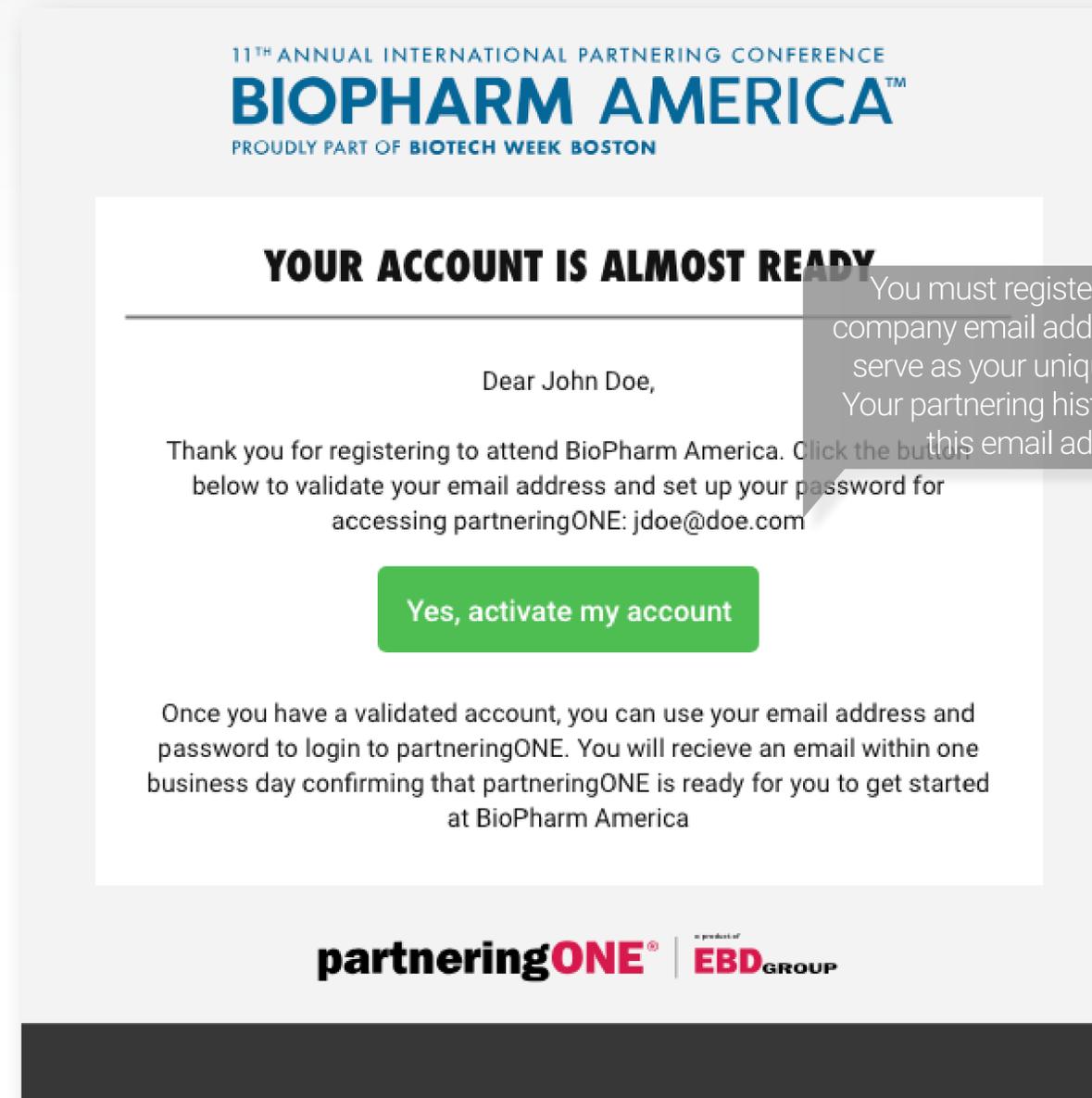
One-to-One Meeting Tutorial

partneringONE[®]

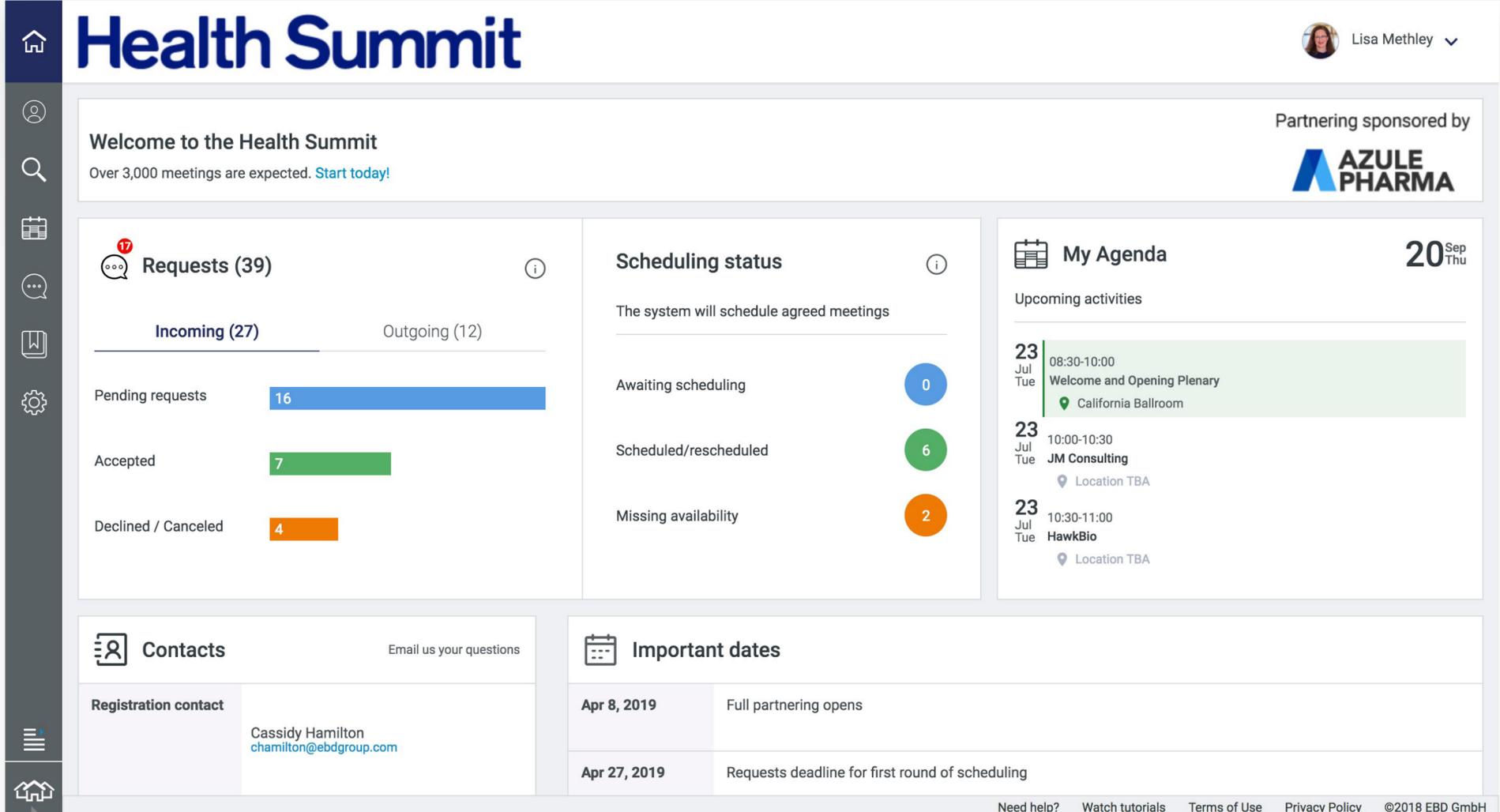
a product of
EBDGROUP

Registration Process

- ▶ In order to login to partneringONE, you need an Informa Connect account. Registering for any partneringONE event will create your account.
- ▶ You will only have to create an Informa Connect account **once**. Your login information will remain the same for all future partneringONE events.
- ▶ Your company email address is your username. Your partnering history is tied to this email address.
- ▶ You will be able to enter the event and start profiling once you receive an email from partneringONE within **one business day** after registering.



- ▶ The **Dashboard** is your homepage and provides you with an overview of your partnering activity.
- ▶ You can navigate using the menu bar or by clicking on the dashboard directly.
- ▶ If partnering is not yet open, you will only be able to view **Contacts** and **Important dates** and edit your individual and company **profiles**.



The screenshot shows the 'Health Summit' dashboard. At the top, it says 'Welcome to the Health Summit' with a note that over 3,000 meetings are expected. The user is identified as Lisa Methley. The dashboard is sponsored by AZULE PHARMA. It features several key sections: 'Requests (39)' with a breakdown of 16 pending, 7 accepted, and 4 declined/canceled requests; 'Scheduling status' showing 0 awaiting scheduling, 6 scheduled/rescheduled, and 2 missing availability; 'My Agenda' for the current date (20 Sep Thu) listing upcoming activities like 'Welcome and Opening Plenary' and 'JM Consulting'; 'Contacts' with a registration contact, Cassidy Hamilton; and 'Important dates' including 'Full partnering opens' on Apr 8, 2019 and 'Requests deadline for first round of scheduling' on Apr 27, 2019. A footer contains links for help, tutorials, terms, and privacy, along with a copyright notice for EBD GmbH.

View all your registered events

Company Profile

- Use the **Import profile** option to upload a company profile from a previous event.
- The company **description/summary** field is essential to complete. The first few lines will be displayed in the search results preview.
- Once your company profile is ready, be sure to **Publish** it so others can see it when partnering is open.

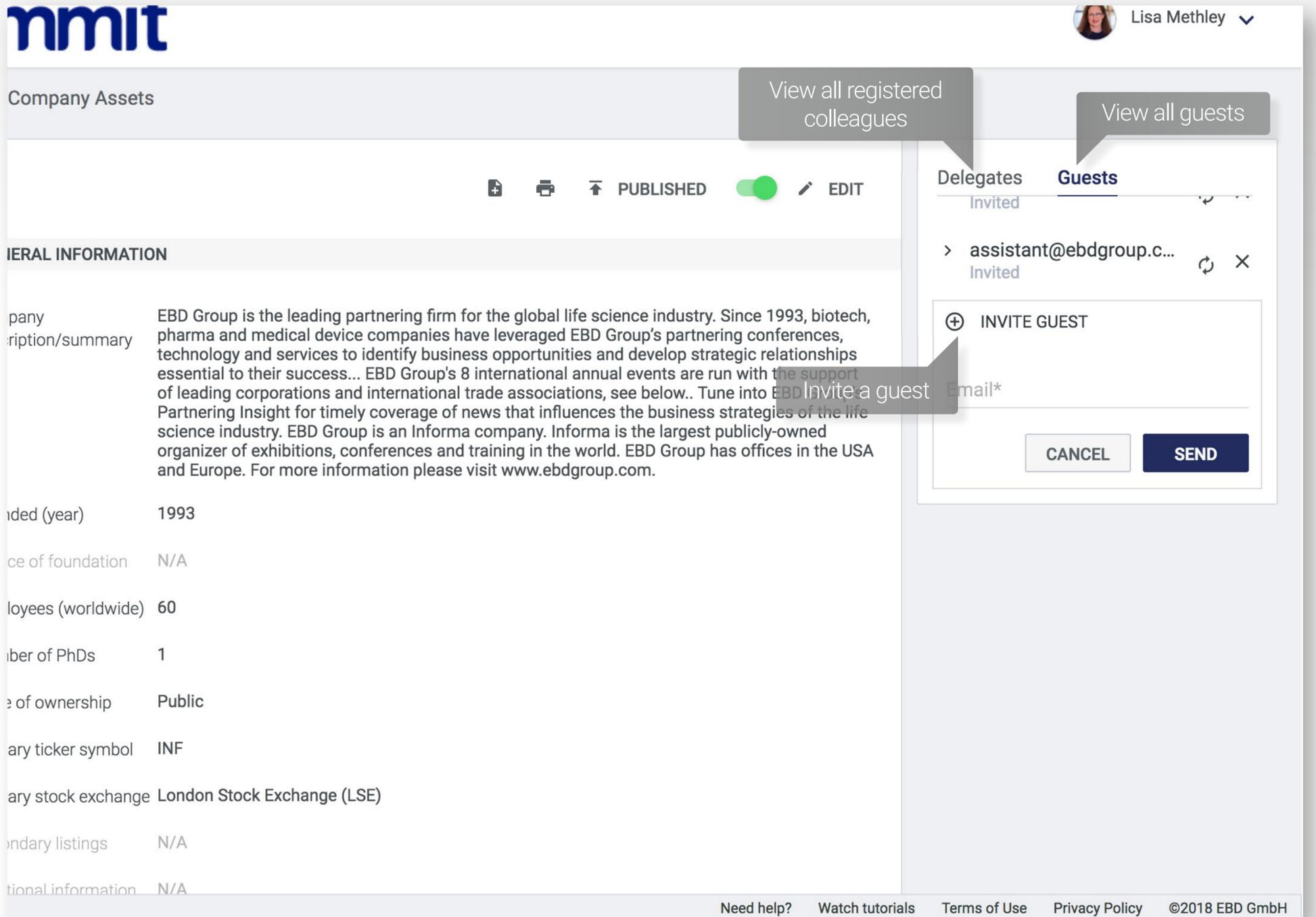
The screenshot shows the 'Health Summit' interface for editing a company profile. The page is titled 'Health Summit' and has a navigation bar with 'Personal Profile', 'Company Profile', and 'Company Assets'. The user 'Lisa Methley' is logged in. The profile is for 'EBD Group' and is currently in a 'PUBLISHED' state, indicated by a green toggle switch. A callout box highlights the 'Company description/summary' field, stating 'The company description is the most important field'. The profile details include:

- Company description/summary:** EBD Group is the leading partnering firm for the global life science industry. Since 1993, biotech, pharma and medical device companies have leveraged EBD Group's partnering conferences, technology and services to identify business opportunities and develop strategic relationships essential to their success... EBD Group's 8 international annual events are run with the support of leading corporations and international trade associations, see below.. Tune into EBD Group's Partnering Insight for timely coverage of news that influences the business strategies of the life science industry. EBD Group is an Informa company. Informa is the largest publicly-owned organizer of exhibitions, conferences and training in the world. EBD Group has offices in the USA and Europe. For more information please visit www.ebdgroup.com.
- Founded (year):** 1993
- Source of foundation:** N/A
- Employees (worldwide):** 60
- Number of PhDs:** 1
- State of ownership:** Public
- Primary ticker symbol:** INF
- Primary stock exchange:** London Stock Exchange (LSE)
- Secondary listings:** N/A
- Additional information:** N/A

The profile also includes contact information: 3150 Pio Pico Drive, Suite 2011er, Carlsbad, United States, California, and the website WWW.2-BBB.COM. A 'Delegates' list on the right includes Jancee Clark, Justine Griego, Christina Kirsch, Jacob lippold, and Lisa Methlev. The footer contains links for 'Need help?', 'Watch tutorials', 'Terms of Use', 'Privacy Policy', and '©2018 EBD GmbH'.

Company Profile

- ▶ On the right hand side you can see who else is registered from your company. You share your account with everyone listed here.
- ▶ At some events, you will be given the option to invite a **guest** into your account.
- ▶ Your guest can do everything you can do. They will have their own dedicated access link, so please don't share your login details.
- ▶ Your guest will not be allowed on site without their own registration and payment.



The screenshot shows the nmit Company Assets page. The user is Lisa Methley. The page displays a company profile for EBD Group with the following details:

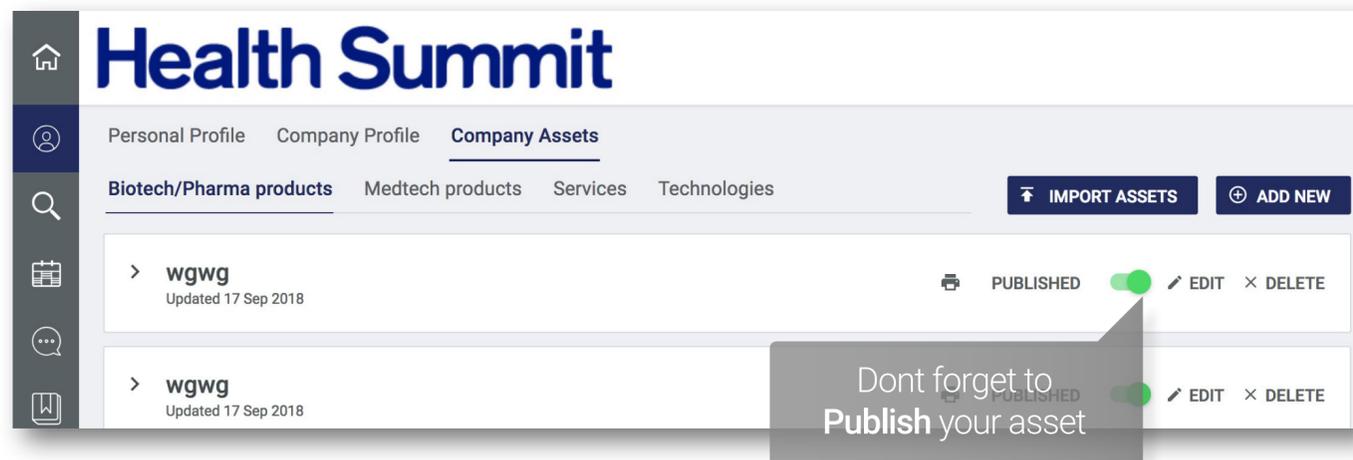
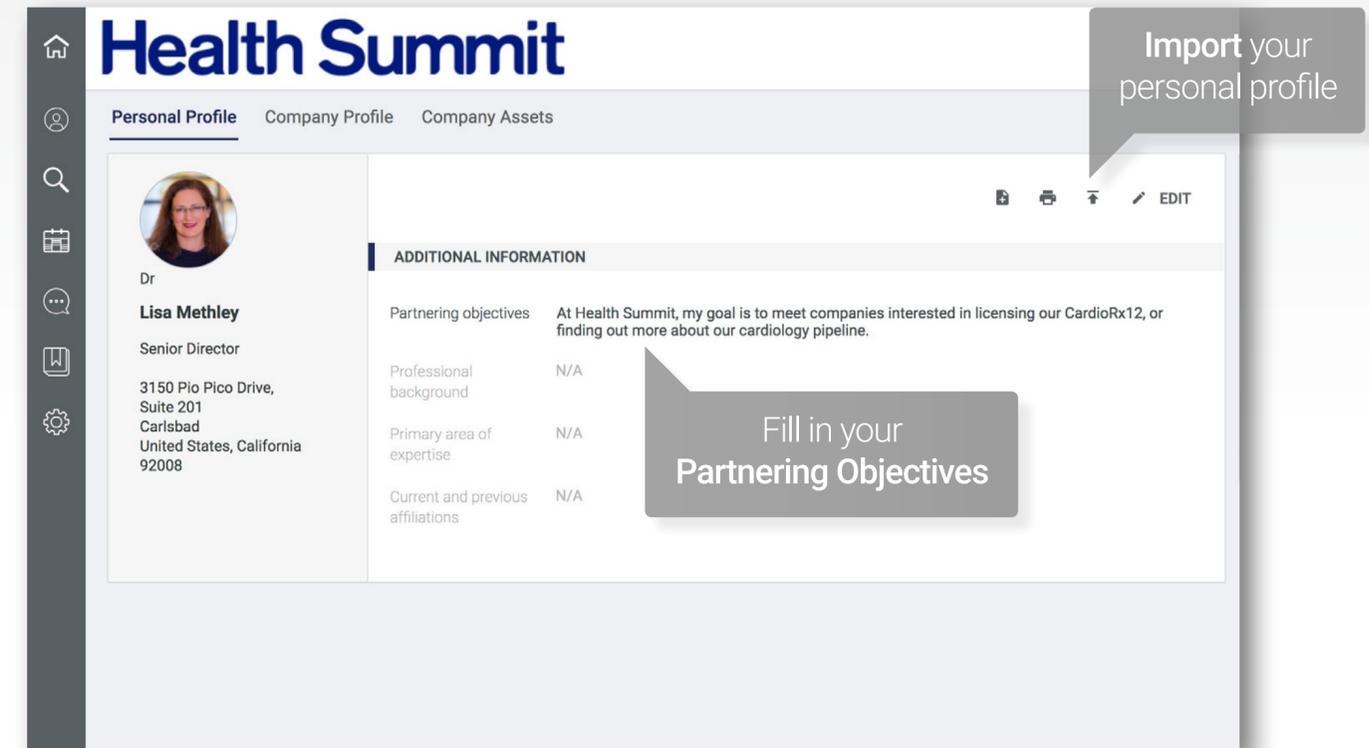
Company description/summary	EBD Group is the leading partnering firm for the global life science industry. Since 1993, biotech, pharma and medical device companies have leveraged EBD Group's partnering conferences, technology and services to identify business opportunities and develop strategic relationships essential to their success... EBD Group's 8 international annual events are run with the support of leading corporations and international trade associations, see below.. Tune into EBD Partnering Insight for timely coverage of news that influences the business strategies of the life science industry. EBD Group is an Informa company. Informa is the largest publicly-owned organizer of exhibitions, conferences and training in the world. EBD Group has offices in the USA and Europe. For more information please visit www.ebdgroup.com .
Founded (year)	1993
Year of foundation	N/A
Employees (worldwide)	60
Number of PhDs	1
Type of ownership	Public
Primary ticker symbol	INF
Primary stock exchange	London Stock Exchange (LSE)
Secondary listings	N/A
Additional information	N/A

The page also features a 'Company Assets' section with a 'View all registered colleagues' button and a 'View all guests' button. A modal window titled 'Delegates' and 'Guests' is open, showing a list of invited guests, including 'assistant@ebdgroup.c...'. An 'INVITE GUEST' button is visible, with a callout box that says 'Invite a guest' and 'Email*'. The modal includes 'CANCEL' and 'SEND' buttons.

Need help? Watch tutorials Terms of Use Privacy Policy ©2018 EBD GmbH

Personal and Asset Profiles

- ▶ You can import your personal profile from another partneringONE event.
- ▶ The most important field is the **Partnering Objectives**.
- ▶ Your personal profile is always visible, there is no need to publish it, but you do need to save it.



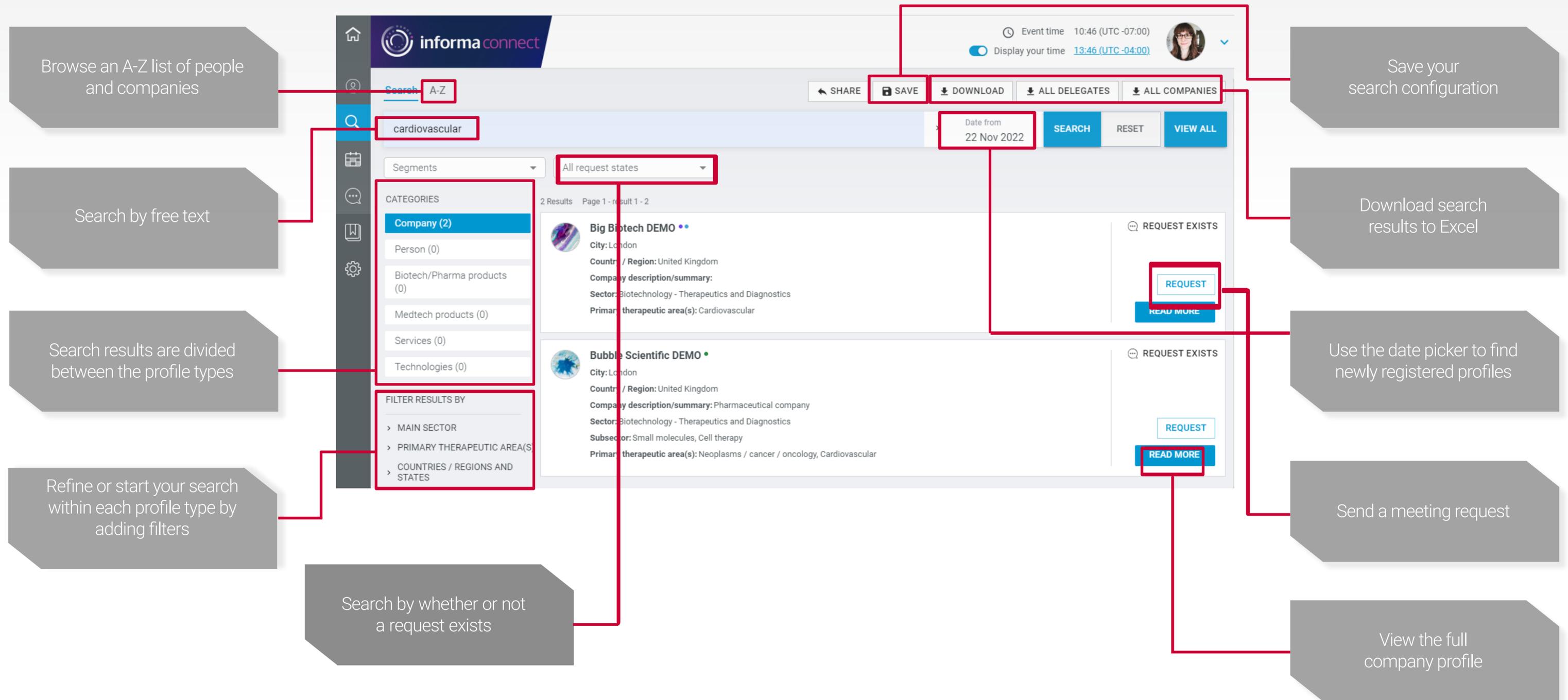
- ▶ At some events, you can add products, services and technologies to your profile.
- ▶ The most important field is the **Product Description**.
- ▶ Make sure to publish each asset when you are happy with the profile.

Agenda

- Enter your availability as soon as the Agenda icon is visible, usually 6 weeks before the event.
- partneringONE will schedule all agreed meetings for you. Accepted meetings will be scheduled into one of your available time slots.
- The full conference program shows on the right.
- You must have at least one available time slot prior to sending a meeting request.

The screenshot shows the 'Health Summit' agenda interface. At the top, there's a navigation bar with 'Agenda' and 'Meeting schedule' tabs. Below this, the user's name 'Lisa Methley' is displayed. The main area is a calendar grid for 'Tuesday, 23 Jul 2019'. The grid is split into 'Personal Agenda' and 'Conference Program'. The 'Personal Agenda' column shows time slots from 12:00 to 14:00, with 'Available' status for most slots. The 'Conference Program' column shows sessions like 'Presentation 12:10-14:00 Lunch Presentations', 'Networking 12:00-14:00 Buffet Lunch', and 'Workshop 13:30-15:30 Company creation: Does in-house format...'. Callouts provide instructions: 'Edit your agenda or your colleague's', 'Print, export to iCal or download your company agenda into Excel', 'Move between conference days', 'Set a full day to Available or Not Available', 'Set one time slot to Available or Not Available', and 'Click to view more program' and 'Click on a session to view details and register'. At the bottom, there are links for 'Need help?', 'Watch tutorials', 'Terms of Use', 'Privacy Policy', and '©2018 EBD GmbH'.

Search



Categories

- Categorize profiles with colored tags.
- Create categories to match your needs.
- Once categorized, a colored tag will appear by the company name. This category is private to your company.
- Categorized profiles show in your search results and on requests, as well as your Lists page.

The screenshot displays the 'Health Summit' interface. At the top, the user 'Lisa Methley' is logged in. The main content area shows the 'Company Profile' for 'Azule Pharma'. The profile includes the company logo, name, address (177 Huntington Avenue, Boston, MA 02115), and website (www.azulepharma.com). A small colored tag (red) is visible next to the company name. The profile is divided into 'GENERAL INFORMATION' and 'CATEGORIZATION' sections. The 'GENERAL INFORMATION' section lists: Founded (year) 1994, Employees (worldwide) 180, Number of PhDs 20, Company description/summary (Azule Pharma is dedicated to producing more effective Cystic fibrosis (CF), an inherited life-threatening disease system. We are happy to announce that the phase II September of this year. Cardiovascular), and State of ownership Private. The 'CATEGORIZATION' section lists: Main sector Pharma, Subsector(s) Gene therapy, and Primary therapeutic area(s) Cardiovascular, Digestive system, Respiratory system. A 'REQUEST EXISTS' notification is present. A 'REQUEST' button is visible. A 'View all categorized profiles' button is located below the company name. An 'Add Tag' dialog box is open, showing a list of categories: 'have met previously' (Jancee Clark), 'Green' (Jancee Clark), 'Red' (Jancee Clark), 'must meet!' (Lisa Methley), 'oncology' (Lisa Methley), and 'Blue' (Kavitha sivalingam). A 'NEW' button is at the bottom of the dialog. A 'Create a new Category' button is also visible. A 'Colored tag will appear' callout points to the tag on the company name. An 'Add a Category' callout points to the 'Add Tag' dialog box.

- Track profiles of interest by adding a Note directly on profiles of individuals and companies.
- Saved Notes will be displayed on the right of the profile.
- Notes are only visible to you and your colleagues.
- View all profiles with notes on your Lists Page.
- Notes are also visible on your Meeting Schedule.

The screenshot displays the 'Health Summit' interface. At the top, the user 'Lisa Methley' is logged in. The main content area shows the 'Company Profile' for 'Azule Pharma'. The profile includes the company logo, address (177 Huntington Avenue, Boston, United States, 02115), and website (www.azulepharma.com). A 'REQUEST EXISTS' notification is visible at the top of the profile details. The 'GENERAL INFORMATION' section lists: Founded (year) 1994, Employees (worldwide) 180, Number of PhDs 20, and State of ownership Private. The 'COMPANY description/summary' states: 'Azule Pharma is dedicated to producing more effective drugs for treatment and prevention of Cystic fibrosis (CF), an inherited life-threatening disorder that damages the lungs and digestive system. We are happy to announce that the phase II study with our lead compound will begin in September of this year. Cardiovascular'. The 'CATEGORIZATION' section lists: Main sector Pharma, Subsector(s) Gene therapy, and Primary therapeutic area(s) Cardiovascular, Digestive system, Respiratory system. On the right side, there is a 'Notes' section for 'Azule Pharma' with two entries: 'Ryan Stevenson' and 'Rachel Wakers'. A 'View or Edit Notes' button is overlaid on the notes section. A 'REQUEST' button is also visible in the top right of the profile details area.

Meeting Requests

- ▶ You can begin requesting meetings once partnering opens, approximately **6 weeks** before the event.
- ▶ In the middle of the **Meeting Requests** page, you will find a list of all of your incoming and outgoing meeting requests.
- ▶ You can filter for participants, targeted people or assets, incoming or outgoing requests, request status, or categories.
- ▶ If multiple delegates are listed under participants, you are sharing an account with them, allowing you to easily coordinate meetings.

The screenshot displays the 'Health Summit' Meeting Requests interface. At the top, the user is identified as 'Lisa Methley' with a dropdown arrow. The page shows '144 Requests remaining' and a 'DOWNLOAD' button. The main content area is a table of meeting requests with columns for participant, request details, date, and status. A sidebar on the left contains 'Advanced filters' for participants, targeted people, request status, and tags. Callouts highlight 'Search by keyword', 'Filter by status', and 'Advanced filters'.

Participant	Request Details	Date	Status
Sofinnova	New meeting request	Nov 13, 2018	Scheduled
2 Bridge	2 bridge request Handled by Kavitha sivalingam	Nov 12, 2018	Canceled
2 Bridge	Request canceled by Administrator	Nov 12, 2018	Canceled
Ablynx abc	Handled by Kavitha sivalingam	Oct 22, 2018	Requested
Barrington James	Meeting request Handled by Christina Kirsch	Sep 20, 2018	Declined
Barrington James	New meeting request Handled by Lisa Methley	Sep 18, 2018	Rescheduled
Barrington James		Sep 18, 2018	

Advanced filters:

- Participants: All
- Targeted to: --
- ALL REQUESTS: Incoming, Outgoing
- ALL STATUSES: Requested, Agreed, Declined, Canceled
- ALL TAGS: have met previously, Green, Red, must meet!, oncology, Blue

Sending a Meeting Request

- ▶ You can request a new meeting from your search results, your Lists, or directly from the requests page.
- ▶ You can create or select a saved **template** message by clicking on the notepad icon on the bottom left.
- ▶ On each new request, you have the option to set a **target**. A target can be a delegate from the other company, or a product or service you want to talk about.

New meeting request

From * **Lisa Methley**

To * **Azule Pharma**

Participants * **Lisa Methley**

Contact Information Select the contact details you'd like to disclose from your profile with all participants:

Mobile number 1 (760) 283 -1234

Email kerkimista@etoic.com

Subject * **Catch-up**

Hello John,

EBD Group is the leading partnering firm for the life science partnering community for over 20 years. Our mission is to facilitate the critical, strategic connections that drive life science deal making. We specialize in bringing people together, whether face-to-face at one of our leading global life science partnering events. We would love to have you at one of our life science events. Please see the list of our events below.

Manage templates **2**

SEND

149 Requests remaining

Templates

CardioRx12
I would like to present you with updates on our CardioRx12...

Cardiology interest
I see that you have a few cardiology projects on the go. Co...

NEW

Create a Template

Add a colleague

Share your contact information

Add a Template

Change Sender **Target Delegate** **Target Asset** **Options**

Azule Pharma

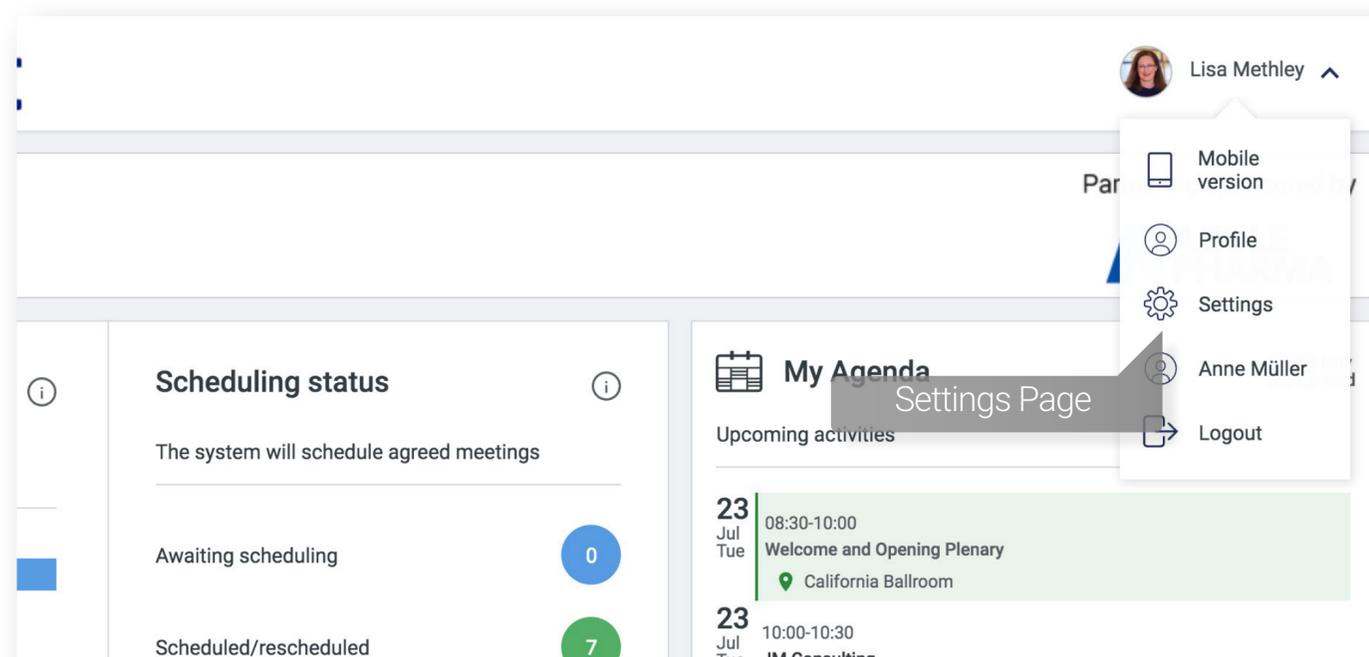
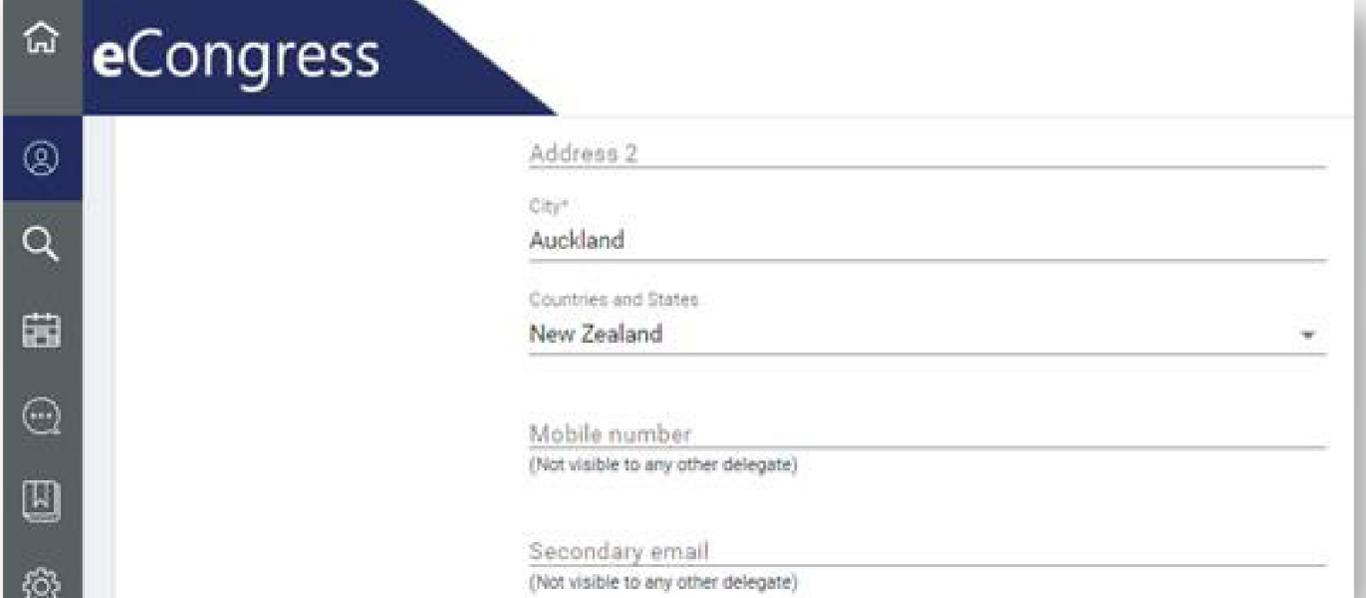
John Hunnel
CEO

Jenny Robinson
Research Assistant

Ryan Stevenson
CEO

Manage Preferences

- ▶ Check your contact information on your **personal profile** page.
- ▶ To receive SMS notifications, a mobile number needs to be entered.
- ▶ By default, email notifications go to your main email address. However, you might also want to add a secondary email address.

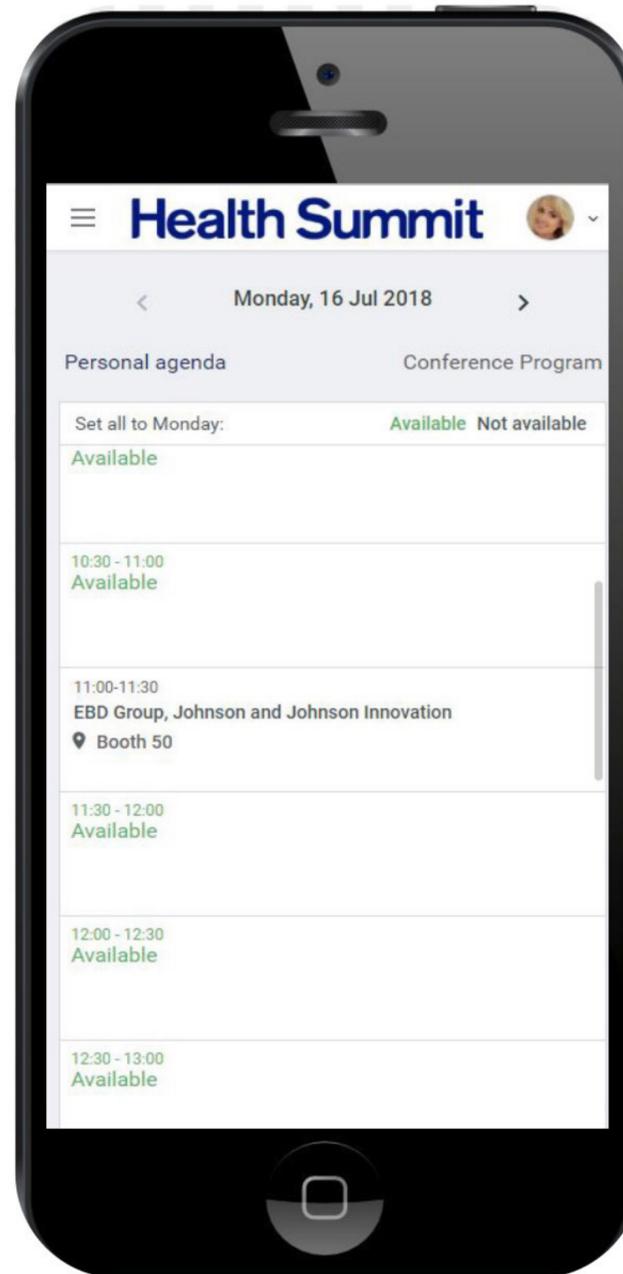


- ▶ Go to the **Settings** page, and enter the Edit mode.
- ▶ Under **Notification Settings**, you can manage which alerts you would like to receive.
- ▶ If you change your primary email address here, you change it for **ALL** partneringONE events.

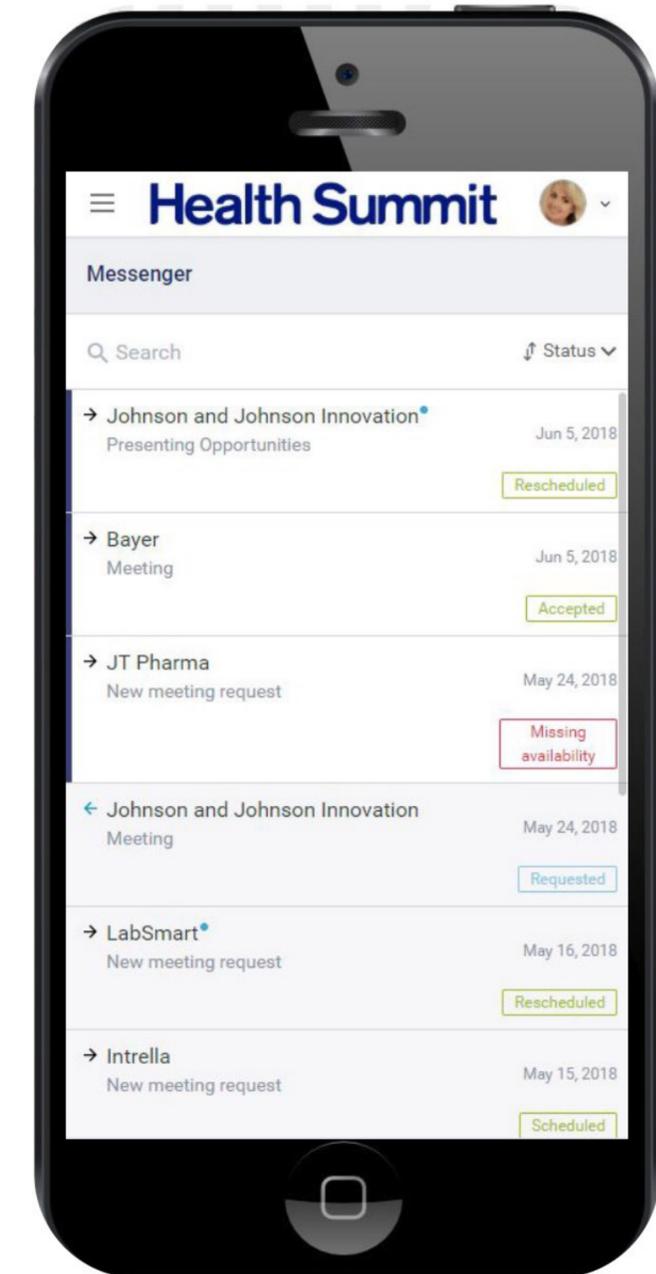
Mobile Responsive

- Manage your agenda.
- Set your availability.
- View your schedule.
- Respond to requests.
- Accept, cancel, or reschedule meetings.

Agenda



Messenger



Thank You

partneringONE[®] | a product of **EBD**_{GROUP}