

# WHAT IS PARTNERING ?



**BioJapan**



Regenerative  
Medicine  
Japan



**healthTECH  
JAPAN**

## Are you hitting a wall in your research, development, or public relations activities?



There is an interesting company but I don't know how to contact the right person in charge...

It's difficult to have in-depth conversation at a booth...

Scheduling meetings takes too much time...



The Partnering System\* at this exhibition is a business platform that realizes “partnering” so that you can always meet your target clients and potential clients, instead of relying on chance and random encounters.

# 01

What is Partnering ?

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The Partnering consists of our proprietary "Partnering System", which allows you search for partnering participants on the system, and "On-site Partnering area" where you can conduct meetings.

## Partnering System

This system makes it possible to **search for contact persons** filtered by type of product/technology they have and/or their needs.

It sets up your **meeting schedule** and automatically **assigns on-site meeting rooms**.

Needs-based  
Technology-based  
Search

Messaging  
feature

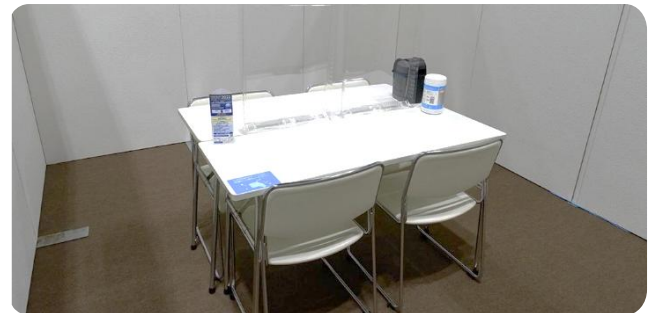
Appointment  
Request

Share  
PDF  
Documents

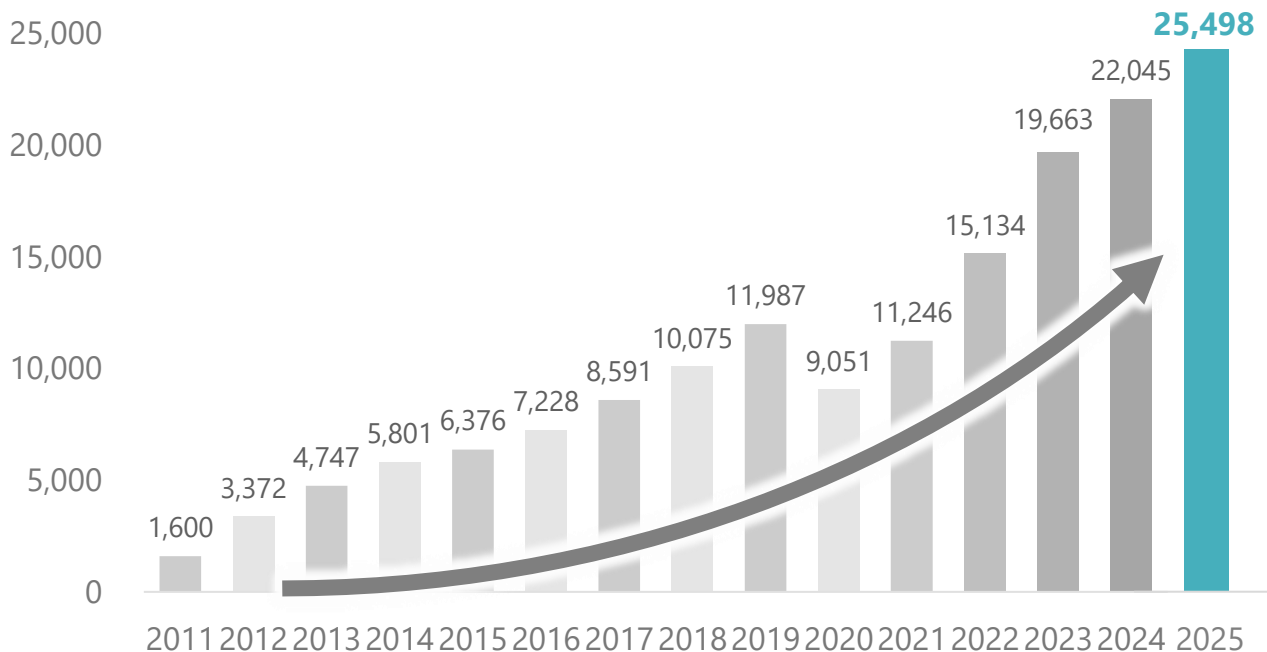
Automatic  
meeting room  
reservation

## On-site Partnering Area

This area is exclusive to partnering participants only. Meetings are conducted in closed rooms, allowing you to hold **confidential discussions** without concerns about your surroundings.



## Number of meeting conducted over past years



**2025**  
Event Record

Participants  
**3,073**

Companies  
**1,568**  
Overseas 582

Meetings  
**25,498**

# 02

## Advantages of Partnering

# 1

## Reaching a Large Number of Participants by Targeting High-Interest within the System



In addition to exhibitors, our event gathers highly motivated attendees who have purchased paid accounts, indicating a strong interest in business negotiations.

Participants can directly message potential partners with a promising asset or pipeline. Given that most participants have a clear purpose, each contact is likely to lead to high-precision business discussions.

## 2

### Schedule Efficiently, Conduct Productive Meetings



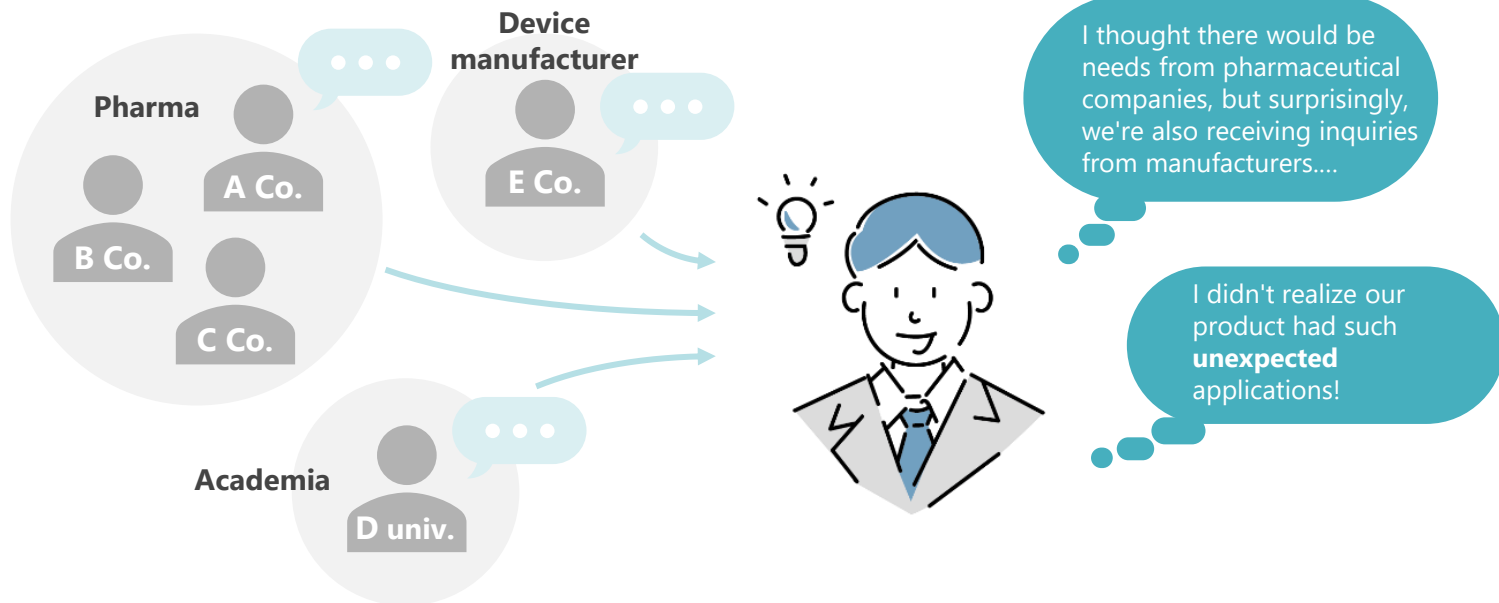
The partnering system starts operating **three months prior to the event**. Through the partnering system, representatives can exchange messages and send PDF documents related to products & technology. By exchanging information before the event, participants can swiftly **delve into specific discussions** during the scheduled business meetings.

The system also includes features such as **auto scheduling meetings**, which reduces the burden of scheduling, and allows participants to focus on the details of their discussions.



## 3

### Inform Your Marketing Strategies



By Registering detailed information about your company's technology and needs, you increase the likelihood of receiving messages from those who find your offerings appealing.

Since each participant has registered and shared their profiles, you have the **opportunity to identify potential customers** and discover potential applications for your company's offerings.



“Because the matching system is much easier to use than at other exhibitions, we were able to obtain interview opportunities with around 20 new companies this year.”

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As a result of interviews with about 10 companies each year using the matching system, two joint research projects were established with major foreign pharmaceutical companies and domestic reagent manufacturers, and research funding was obtained.

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The matching system is very effective because it enables business meetings with companies that we did not know how to contact. Many companies were eager to hear about our technology and asked for detailed explanations of their products at the booth. A nondisclosure agreement was signed after the exhibition, and negotiations are underway for joint development.

# 03

## Partnering System Functions

## Built-in Functionality

Everything from searching for business partners to setting up and conducting business meetings can be completed within the system. The system opens three months prior to the exhibition, so you can be fully prepared for business meetings during the exhibition.

### Available functions 3 months before the event

Search seeds  
& needs

Send  
messages

Request  
appointments

Share PDF  
documents

Automatic  
scheduling

Reserve  
meeting room

Recommended  
companies

## Search seeds & needs

In addition to keyword searches such as company names, we have implemented a category search function with multiple search criteria. Pinpoint the company or person in charge with the seeds you are looking for.

### Search categories

#### Product/technology category

Industry, research stage, modality, target, service, etc.

#### Desired outcome for business meeting

License in/out, collaborative research, purchasing/considering product or service, etc.

#### Funding stage

#### Occupation

#### Country/Region



**Display results by  
company or person**

## Sending messages and meeting request functions

You can request a business meeting appointment with a message attached to the person in charge of the project you hit in your search. In addition to conveying the appeal and highlights of your products, services, and research through text, you can also send PDF documents to increase the probability of making an appointment.



< Received an appointment request from JCD TEST at BioJapan >  
Hi! It has been a while since we last met.  
Thank you again for our meeting at last year's BioJapan.

We have a new hit compound and DDS technology that encapsulates 2-Deoxy-D-Glucose in nanoparticles, and we would like to discuss the possibility of collaboration with your company again this year.  
We would be grateful if you could stop by our booth this year as we are also exhibiting at the show.

Thank you very much.

✓ Send Appointment Request

<Appointment made (schedule confirmed) >  
Dear Mr. healthTECH

Thank you very much for the opportunity to meet with you.

I have been interested in your business for some time, and I look forward to hearing from you.

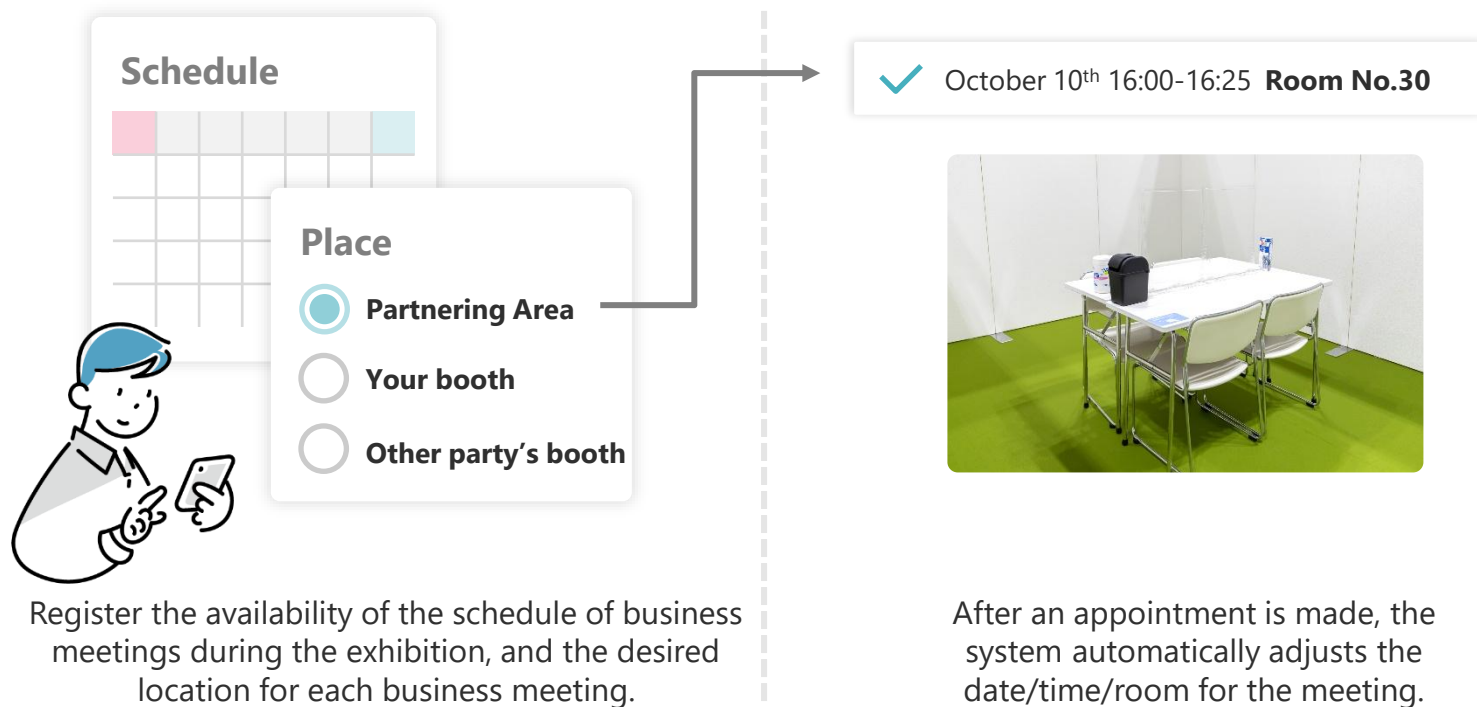
We will visit your booth prior to the business meeting on the day of the meeting. Thank you very much for your cooperation.

✓ Accept



## Automatic scheduling and meeting room reservation functions

The system automatically adjusts and sets the available dates and times/business meeting rooms. There is no need for complicated coordination. You can select whether you want the meeting to be held at either party's booth as well.



# 04

Partnering Fee / How to Apply



## Partnering Registration

**Early Bird (-Aug. 20th)**

**143,000JPY** approx. 605USD

**Regular Fee (Aug. 21th-)**

**165,000JPY** approx. 835USD

### Includes

- Access to Partnering Area and Partnering system
- Access to Exhibition hall
- Access to Seminar

## Partnering + Online Presentation

**Early Bird (-Aug. 20th)**

**264,000JPY** approx. 1,440USD

**Regular Fee (Aug. 21th-)**

**286,000JPY** approx. 1,670USD

### Includes

- Access to Partnering Area and Partnering system
- Access to Exhibition hall
- 15 min Online Presentation
- Access to Seminar

## How to Apply

- ① Register as **Visitor** on the official website  
<https://biojapan2026.jcdbizmatch.jp/en/Registration>
- ② Log in and sign up for the **Partnering**

\* For Online Presentation information e-mail us at [biojapan@jtbcom.co.jp](mailto:biojapan@jtbcom.co.jp)

## Contact

Secretariat of BioJapan / Regenerative Medicine JAPAN / healthTECH JAPAN  
c/o JTB Communication Design



biojapan@jtbcom.co.jp / saisei@jtbcom.co.jp / healthtech@jtbcom.co.jp