WHAT IS PARTNERING ?

World Business Forum
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.

*Patent No. 5843841 / Automatic Business Meeting Scheduling System

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.

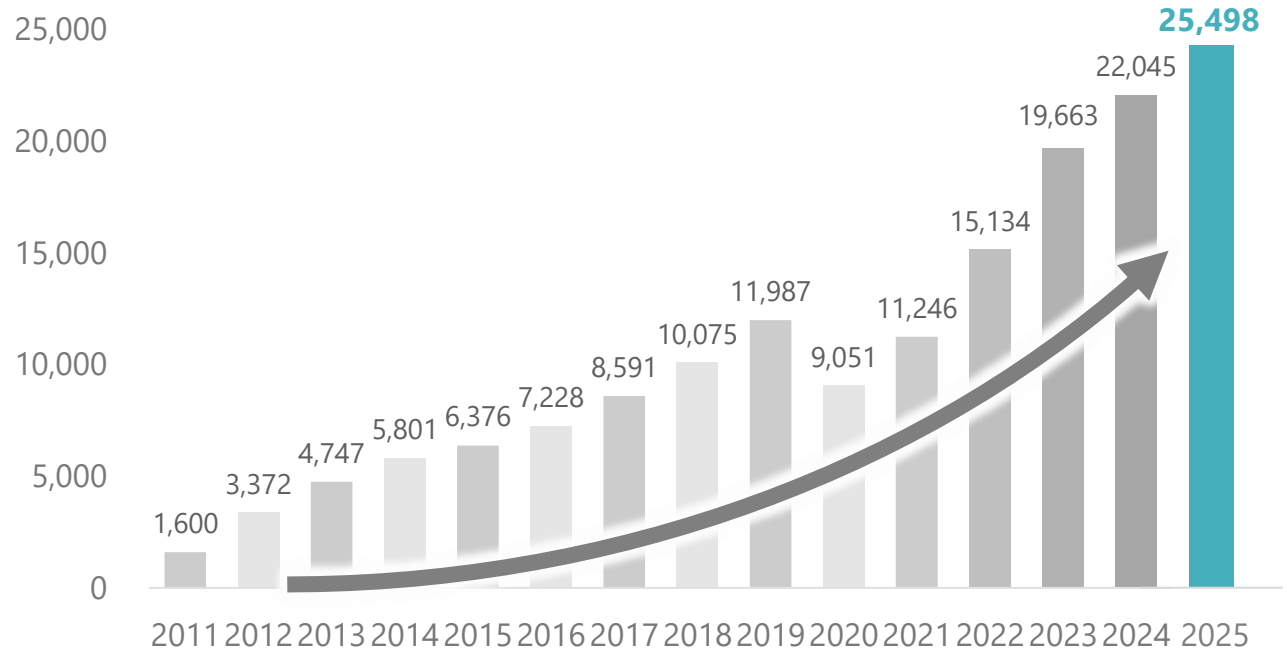
Partnering System

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**.

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



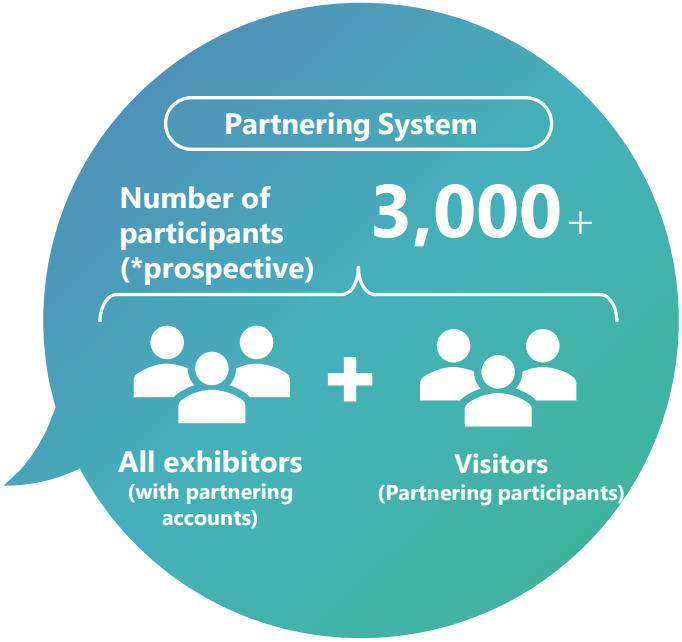
2025 Event Record

Participants	Companies	Meetings
3,073	1,568	25,498
	Overseas 582	

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.

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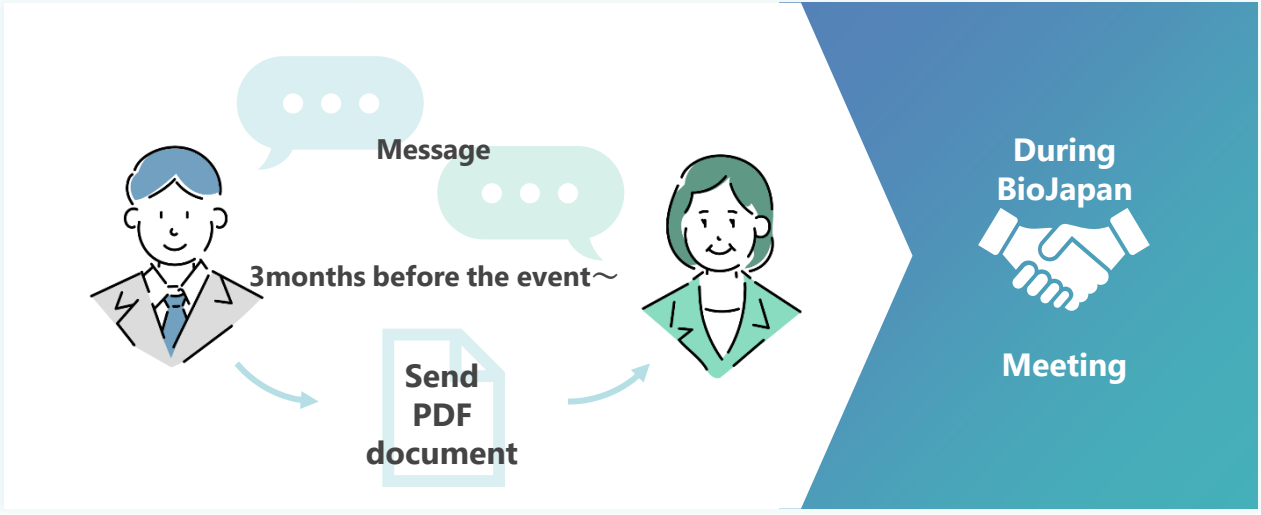
2 Schedule Efficiently, Conduct Productive Meetings



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.

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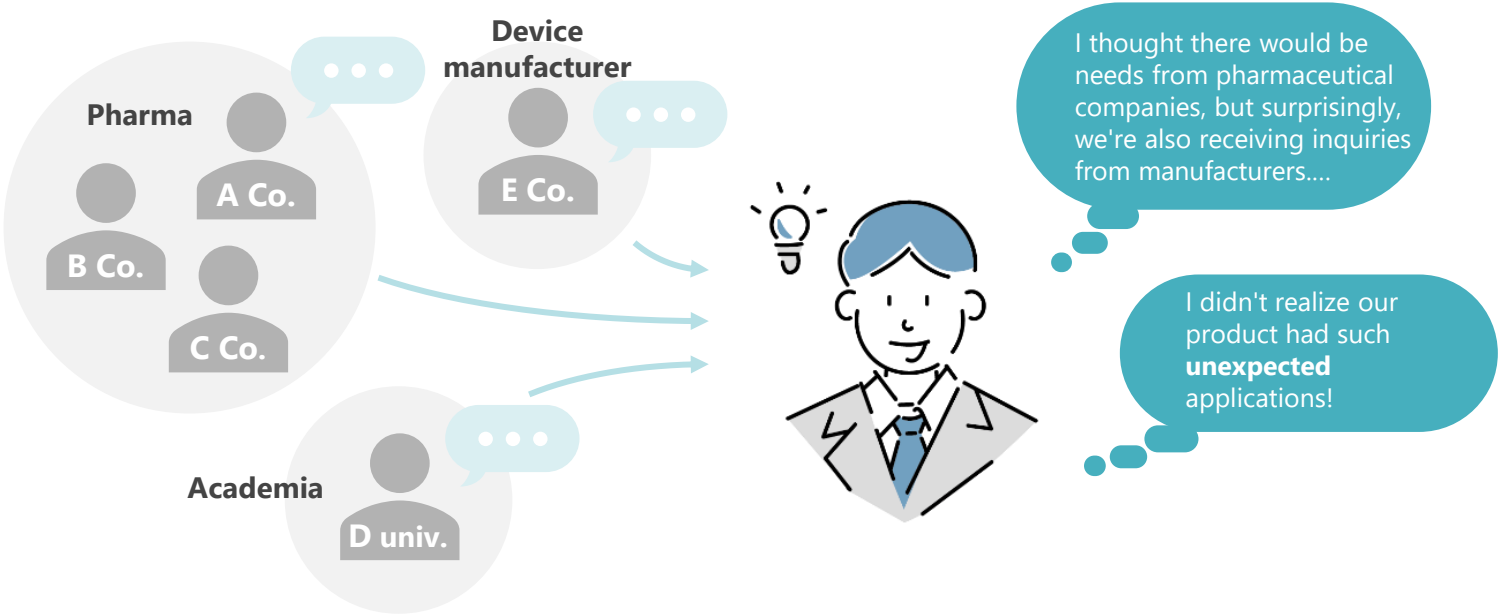
3 Inform Your Marketing Strategies



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.

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User Testimonies

“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.”

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.

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.

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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

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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

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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

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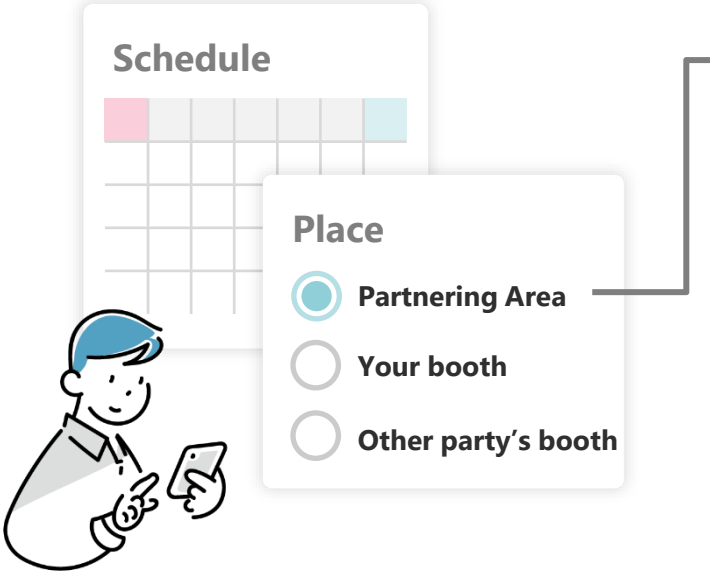
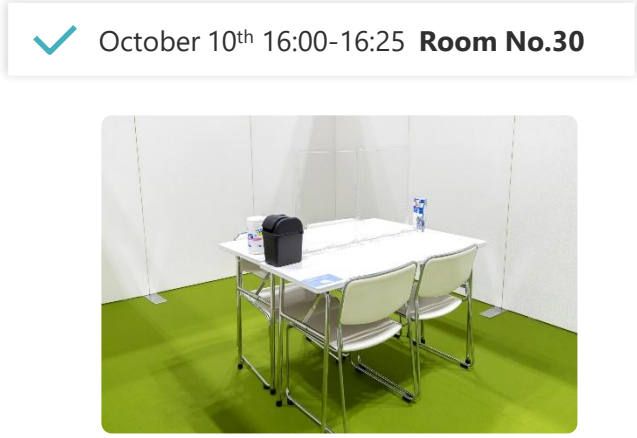
Automatic scheduling and meeting room reservation functions

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.



Register the availability of the schedule of business meetings during the exhibition, and the desired location for each business meeting.



After an appointment is made, the system automatically adjusts the date/time/room for the meeting.

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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
*Register Opens on early July
② Log in and sign up for the **Partnering**
* For Online Presentation information e-mail us at biojapan@jtbcom.co.jp

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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

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