

ChinaBio® Investor Forum Presentation Guidelines

The quality of your presentation at the ChinaBio® Investor Forum is very important to us. At CBIF 2007 in Shanghai, 10 of the 15 companies that presented have received funding, so the quality of presenting companies is very high.

We must review your presentation prior to final selection. We are happy to provide feedback and guidance if you have passed initial screening, with the intent of help ensure your success at our event.

The following are our recommended guidelines to creating your investor presentation.

Audience: 50+ VCs who are generally familiar to very familiar with the life science industry in China. Many have specific investment and operational experience and some have scientific backgrounds.

Presentation Size: 15 slides maximum. You only have a total of 30 minutes, so allow 20-25 minutes to present and 5-10 minutes for Q&A. It usually takes 2-5 minutes per slide depending on content.

Purpose: To grab the attention of investors so that they will want to speak with you further, either in the Breakout Sessions or after the Investor Forum.

Outline: Here are the key elements that should be in your presentation.

1. Overview
2. Business Model (what you do)
3. Technology/Services Description (what is unique about what you do)
4. Intellectual Property (patents, trade secrets, know-how)
5. Financials/Sales Projections (if you have or plan to have in the near future)
6. Funding Plan (how much raised to date, amount of funding sought, how the funding will be used, additional funding required)
7. Management Team (relevant experience, education)

Please let us know if you have any questions.

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