



## Japan Healthcare Venture Summit 2024

**Organizer:**

**Ministry of Health, Labour and Welfare (MHLW)**

<https://mediso.mhlw.go.jp/jhvs2024/en/index.html>



## Exhibitor Prospectus

**Pacifico Yokohama, Japan**

**Oct. 9 (Wed.) – 11 (Fri.), 2024**

Concurrent with



Japan is one of the few countries in the world that has created new drugs, and while it possesses high potential for innovation, such as excellent basic research in academia and manufacturing technologies possessed by SMEs, it has been pointed out that it has not fully utilized its potential.

In particular, ventures (medical ventures) that aim to commercialize pharmaceuticals, medical devices, regenerative medicine and other products are required to fully demonstrate their capabilities and to drive medical innovation in our country as in Europe and the United States.

The Ministry of Health, Labour and Welfare of Japan is working on measures to promote the practical application of excellent seeds discovered in academia, etc.. and establish a virtuous cycle (ecosystem) for nurturing medical ventures.

To further accelerate this process, we will hold the Japan Healthcare Venture Summit 2024 in Pacifico Yokohama, following on from last year. At the Summit, medical ventures will have booths and presentations to provide opportunities for matching and networking with key people from major companies, financial institutions, research institutions, etc., and to create an environment in which stakeholders can deepen their understanding of the current state of regulatory and related systems and venture support initiatives.

We hope that medical ventures and academia, which have seeds that are expected to lead to innovative pharmaceuticals, medical devices, regenerative medicine and other products, will participate in this Summit and that it will serve as a place to step up toward practical application.

## Event Name

**Japan Healthcare Venture Summit 2024**

## Date/Venue

**October 9(Wed)-11(Fri), 2024**

**Pacifico Yokohama, Japan**

## Organizer

Ministry of Health, Labour and Welfare of Japan

## Visitor Entry Fee

Free of charge (Advance registration is required)

## Visitor Partnering Registration Fee (Optional)

Same price as BioJapan 2024 and concurrent exhibitions  
(Partnering registration is optional)

## Exhibitors

100 exhibitors anticipated

## Concurrent Events

BioJapan 2024

Regenerative Medicine Japan 2024

healthTECH JAPAN 2024





## Exhibition Hall Layout



\*As of June, 2024

## Access

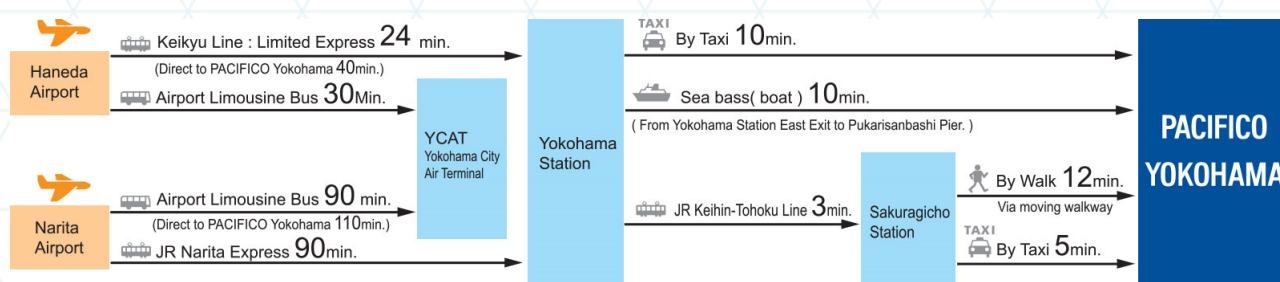
Pacifico Yokohama Exhibition Hall A, B, C, D, Annex Hall and North  
1-1-1 Minato Mirai, Nishi-ku, Yokohama 220-0012, Japan

Tel: (+81)45-221-2155

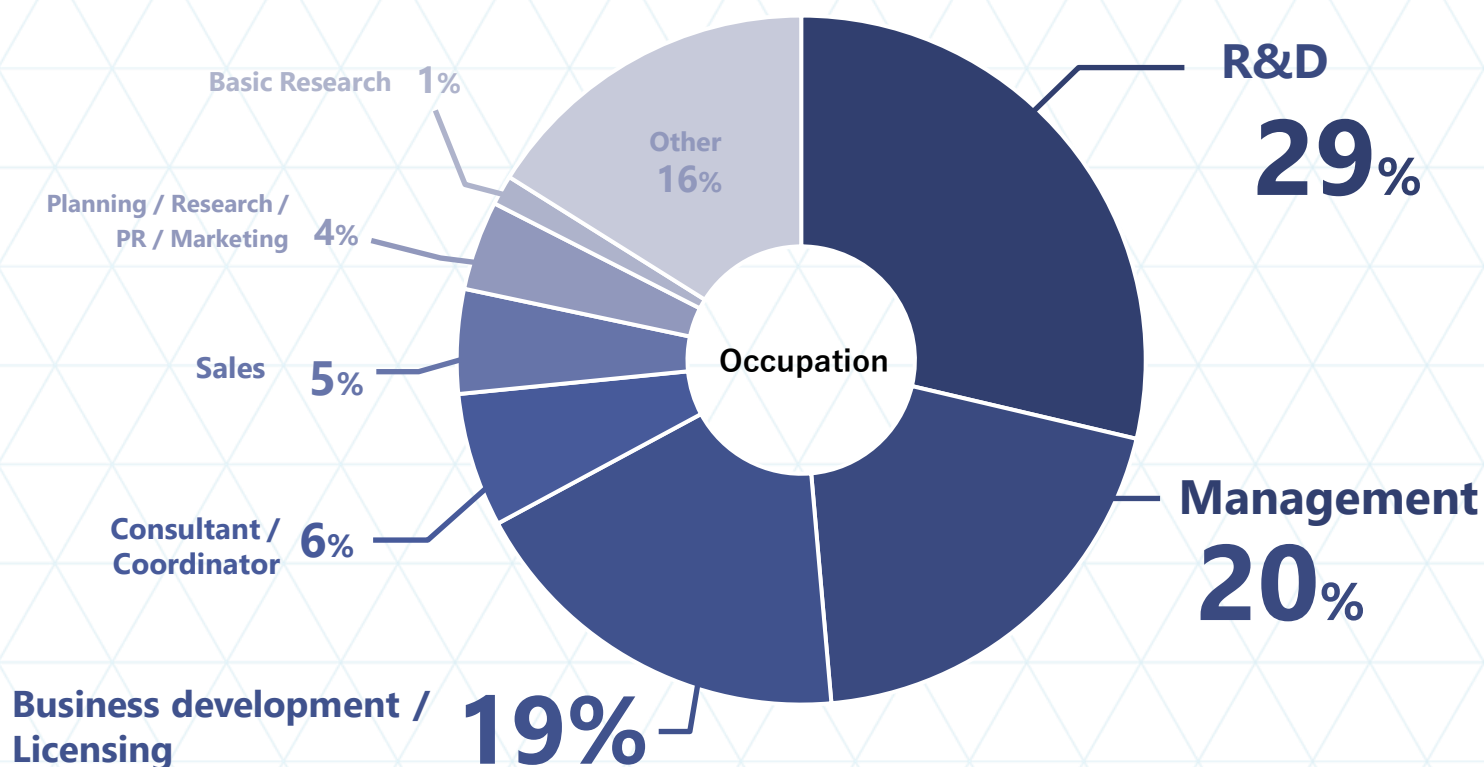
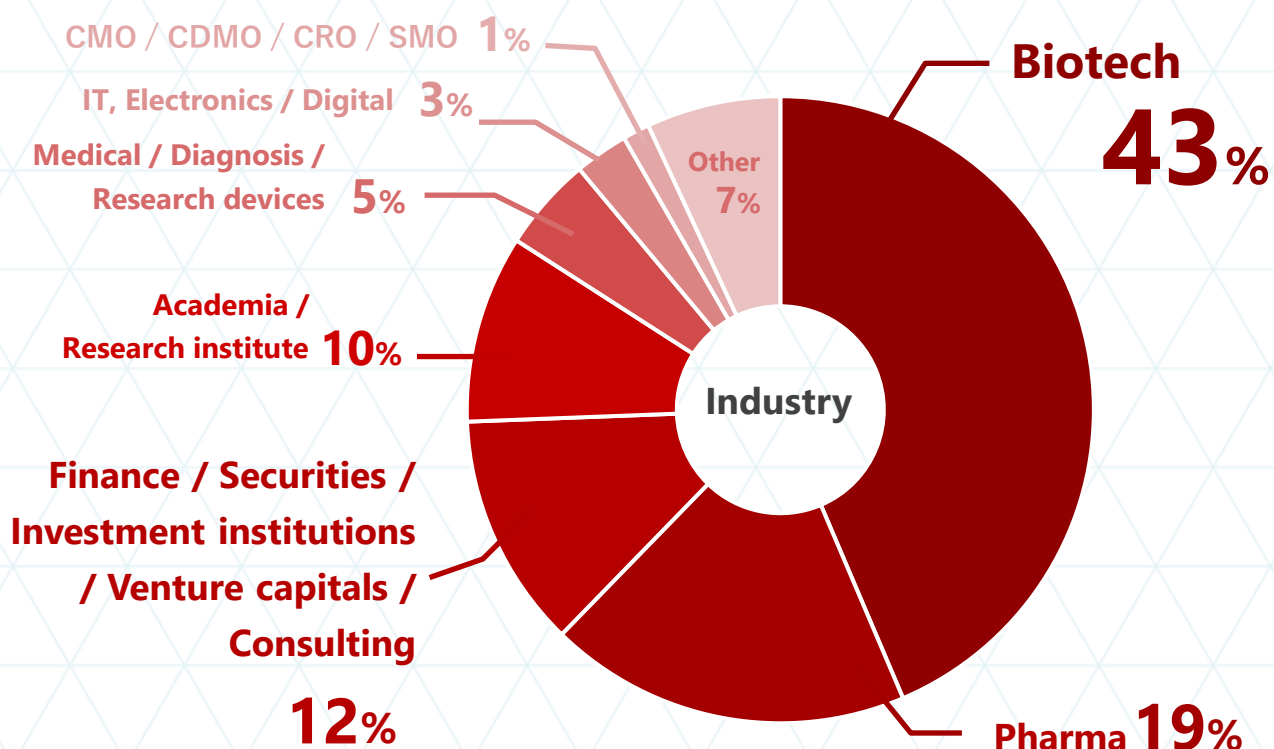
For detailed transport details,  
Please visit the Pacifico Yokohama  
Homepage.

URL: [www.pacifico.co.jp](http://www.pacifico.co.jp)

### PACIFICO YOKOHAMA ACCESS GUIDE



## Previous Japan Healthcare Venture Summit 2023 Partnering Profile



## Eligibility for Application

- Venture companies aiming to commercialize pharmaceuticals, medical devices and regenerative medicine products\*
- Venture companies with platforms for drug discovery technologies, etc.\*
- Universities and other research institutions with seeds for pharmaceuticals
- Marketing authorization holders, venture capital firms, financial institutions, etc. of pharmaceuticals, medical devices, regenerative medicine products that implement or plan to implement support programs for medical venture companies
- Public institutions that provide advice and support for the practical application of pharmaceuticals, medical devices, regenerative medicine products, etc.
- Venture companies that intend to develop their businesses worldwide\*
- Other organizations recognized by the Ministry of Health, Labour and Welfare

\* In principle, this applies to enterprises that have been founded within 10 years and fall under the category of SMEs stipulated in Article 2 of the SME Basic Act (Act No. 154 of July 20, 1963).

\* If you are supported by the national and local governments to exhibit at the concurrent exhibition (BioJapan / Regenerative Medicine JAPAN / healthTECH JAPAN), can NOT apply.

\* Exhibitors are responsible for expenses (11,000 JPY tax included, or equivalent) to the creation and installation of the company name signboard of the booth.

## Financial Support for Successful Applicants Covers

- Exhibition fees
- Decoration of exhibit package booth (standardized design)
- Participation in Partnering system

## How to Apply

If you wish to apply to exhibit at the exhibition, after thoroughly reading the Terms and Conditions and Exhibition guideline included in this document, please complete the attached application form and send a copy to the Secretariat by email.

The Organizer will determine whether your application is acceptable or not based on the content of this form. Please be aware in advance that the Organizer is unable to respond to any questions relating to the process of the confirmation of your applications.

## Files to Submit

- Exhibitor Application Form
- Company Outline (companies only)
- Copy of certificate of corporate registration (companies only)
- 1 page presentation slide of your exhibiting goods
- A summary of what you plan to exhibit (max. 10 PowerPoint slides in length)
- Pledge indicating agreement to Terms and Conditions / Exhibition guideline

## Schedule (subject to change)



July 19 (Fri)	:	Application Deadline
Late July (tentative)	:	The results will be announced to applicants by Secretariat
Oct. 9(Wed) - 11(Fri)	:	Japan Healthcare Venture Summit 2024

# BioJapan, Regenerative Medicine Japan and healthTECH JAPAN



- Asia's premier partnering event for the global biotechnology industry
- Leading event to create an ecosystem of regenerative medicine business
- Accelerating healthcare industry with digital technology
- 1,000+ exhibitors including 100+ academia's / start-ups gather together



## BioJapan

### Organizers BioJapan Organizing Committee

Japan Bioindustry Association, Japan Association for Techno-innovation in Agriculture, Forestry and Fisheries, Japan Biological Informatics Consortium, Japan Association of Bioindustries Executives, Japan Pharmaceutical Manufacturers Association, NPO Kinki Bio-industry Development Organization, Research Institute of Innovative Technology for the Earth, Forum for Innovative Regenerative Medicine

JTB Communication Design

First edition was held back in 1986 and is the world's oldest event with a focus on biotechnology. Biotechnology is expected to be applied in a wide range of fields such as drug discovery, personalized medicine, regenerative medicine, diagnostic / medical equipment, research equipment / reagents, as well as environment / energy and functional foods in recent years. BioJapan will accelerate open innovation in the biotechnology industry through exhibitions, seminars and partnering programs.

### < Exhibitor Categories >

Drug and drug discovery, Drug Discovery support and contract services, Universities and institutes, Medical treatment, diagnostics, and medical devices and equipment, Research devices, reagents, disposables and facilities, Bio-clusters, government and public support, Intellectual property, legal, and financial services, Chemical products and cosmetics, Environment and energy, Food, agriculture, forestry, fisheries, and livestock raising



再生医療 JAPAN  
Regenerative Medicine Japan

Organizers Forum for Innovative Regenerative Medicine  
Japan Bioindustry Association  
JTB Communication Design

Although the R&D market for advancing regenerative medicine technology has been rising for a long time, the current issue is that there are few products on the market in Japan compared to Western countries and South Korea. Not only as an exhibition where cutting-edge research, results, products and technologies are gathered, but also through holding many global seminars and conducting business negotiations using a matching system that has the only functionality in Japan's exhibition. We will accelerate the practical application and industrialization of medical treatment.

### < Exhibitor Categories >

Regenerative medicine, Cell production / culture technology / products, Culture medium / reagents, Drug discovery, Equipment, etc., Analysis / System and Tools



Organizers Japan Bioindustry Association  
JTB Communication Design

With the current status, we understand this is a difficult time for all of us and it is affecting people's connection in different ways, bringing a constant stream of changes. healthTECH JAPAN wants to ensure they keep the community connected in such this situation.

As an accomplishment on the goal, this is what our digital platform offers your business to help the necessary precautions to be integrating between healthcare and digital technology as follows; Through developing alliance partners of AI drug discovery, or to find most preferred users of medical device and digital treatment apps. Plus, all of you can expect your business synergies with BioJapan as a concurrent, one of the largest partnering events in Asia.

### < Exhibitor Categories >

Digital Health, Digital Medicine, Digital Therapeutics (DTx), Digital Bio



# What's Partnering?

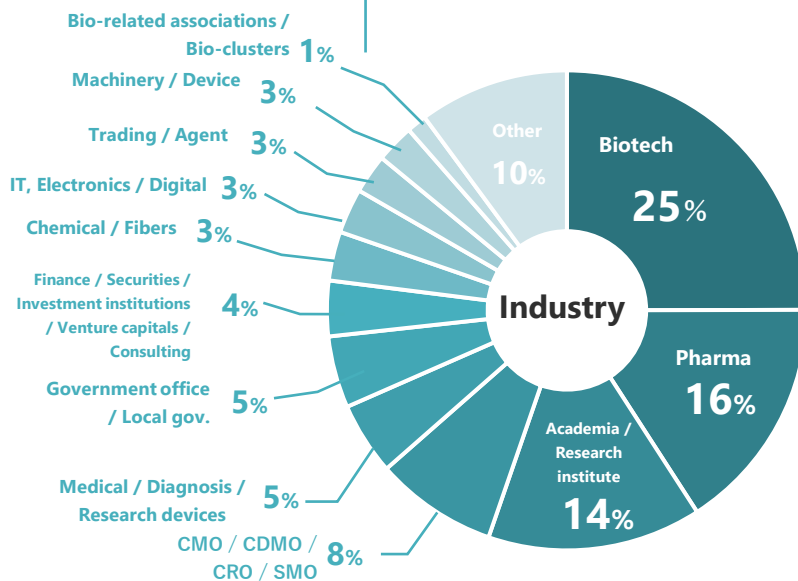


The Partnering system automatically sets 1 on 1 meetings including the date, time and place, and efficient and pinpoint business negotiations can be set. In addition to buying and selling goods, we will realize a wide range of business negotiations, from searching for partners, strengthening collaboration, and out-licensing assets.

## Point 1

### Meet your potential business partners in this Partnering Event!

The Asia's Largest Partnering will be held in both digitally and physically.



### Overseas Exhibitors (2023)

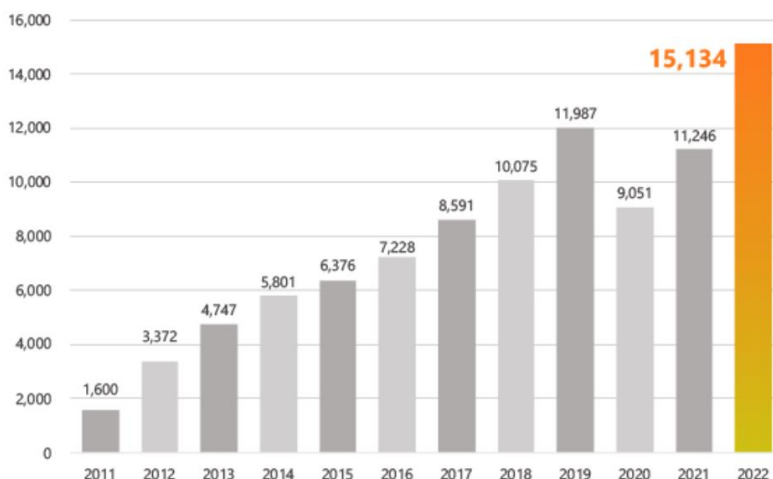
Armenia, Australia, Austria, Belgium, Bulgaria, Canada, China, Cyprus, Denmark, Finland, France, Georgia, Germany, Hong Kong, Iceland, India, Israel, Italy, Japan, Jordan, Korea, Lithuania, Malaysia, Netherlands, New Zealand, Norway, Poland, Singapore, Spain, Sweden, Switzerland, Taiwan, Thailand, U.S.A., UK

**35** Countries/regions

## Point 2

The partnering system (both of digital & in-person meetings are available ) enabled over 15,000 meetings took place in 2023, and more and more numbers of meetings will take over in 2024!

Business Discussions Held



**Partnering account is included in the exhibition space!**



# "Japan Healthcare Venture Summit 2024" Exhibition Application Requirements

## 1. Participants

At the Japan Healthcare Venture Summit 2024 (hereinafter referred to as "Venture Summit"), the target venture companies shall be those who fall under any of the following.

- ① Start-ups which aim for commercialization of pharmaceutical products, medical devices, and regenerative medicine products or those which handle business platform for drug discovery technology [As a general rule, limited to companies established within 10 years and falling under "small and medium-sized enterprises" as defined in Article 2 of the Small and Medium-sized Enterprise Basic Act (Act No. 154 of July 20, 1963)] of Japan
- ② Research institutions such as universities which have seeds for pharmaceutical products
- ③ Manufacturers/distributors of pharmaceutical products, medical devices, and regenerative medicine products, venture capital, financial institutions, etc.. that are implementing or planning support programs for medical start-ups
- ④ Public institutions which give advice and offer various kinds of support for commercialization of pharmaceutical products, medical devices, and regenerative medicine products
- ⑤ Other organizations and the like which are accepted by the Ministry of Health, Labor and Welfare of Japan

## 2. Exhibition Requirements

We will accept requests to exhibit from those who meet all of the following conditions in principle.

- ① Those who are able to place staff at the assigned booth and attend to visitors, providing explanation and consultation for all three days during the exhibition period (Online available)
- ② Those who do not intend to exhibit at the concurrent events (BioJapan, Regenerative Medicine Japan and healthTECH JAPAN) with the support of local governments of Japan
- ③ Those who are able to give a presentation during the exhibition period
- ④ Those who are able to register and utilize the Partnering system
- ⑤ Those who have intention to prepare presentation materials and exhibition materials in English and are able to communicate in English at the exhibitor booth
- ⑥ Those who have intention to receive interviews or lectures which will be conducted as a part of the Medical Innovation Support Office carried out by Ministry of Health, Labor and Welfare (limited to start-ups which fall under the above items 1-① and 1-②)
- ⑦ An exhibitor who can bear the cost equivalent to the preparation and installation of the company name plate of the exhibitor booth (11,000 yen including tax).

## 3. Application Form

Those who wish to exhibit at the exhibition (Hereinafter referred to as "Applicant") shall submit the following documents to the Policy Planning Division for Pharmaceutical Industry Promotion and Medical Information Management, Health Policy Bureau of the Ministry of Health, Labor and Welfare of Japan or a business operator designated by the Division (Hereinafter collectively referred to as "organizer") by the deadline specified separately (Sending mail allowed).

- ① Exhibition Application Form (attached format)
- ② Company Outline (companies only)
- ③ Copy of certificate of corporate registration (companies only)
- ④ 1 page presentation slide of your exhibiting goods
- ⑤ A summary of what you plan to exhibit (max. 10 PowerPoint slides in length)
- ⑥ Pledge indicating agreement to Terms and Conditions / Exhibition Guideline

## 4. Application Unit

As a general rule, the application for the exhibition shall be one booth (2 x 3 m<sup>2</sup>) per exhibitor.

## 5. Handling of Joint Exhibitors

If two or more companies or organizations wish to use one booth together, one company or organization shall make an application as a representative and specifies the name of the joint exhibitors on the application form.

## 6. Selection of Exhibitors

- (1) The organizer selects exhibitors from among applicants by comprehensively considering the balance of each field, etc., while considering the following points.
  - ① Those that can be expected to lead to commercialization and the like of pharmaceutical products, medical devices, and regenerative medicine products from the outline of the contents of the exhibition
  - ② The contents of the exhibition can be expected to contribute to the promotion of medical start-ups
  - ③ Those which have a recommendation of public institutions or local government which are related to support of medical start-ups, or Japan Bioindustry Association, Japan Medical Venture Association, Forum for Innovative Regenerative Medicine, Samurai Biotech Association and etc..
- (2) For the selection of the preceding paragraph, the opinion of a working team consisting of members of the medical venture promotion meeting of the Ministry of Health, Labor and Welfare shall be heard.
- (3) In selecting exhibitors, in principle we will not be exhibiting at "BioJapan 2024", "Regenerative Medicine JAPAN 2024", or "healthTECH JAPAN 2024", which are scheduled to be held concurrently, and those who did not exhibit at "Japan Healthcare Venture Summit 2023" held last year will be given priority.
- (4) If an exhibitor or an applicant (Hereinafter referred to as "exhibitors, etc.", the same shall apply) falls under any of the following, the exhibitor may not be permitted to exhibit or the exhibitor may cancel the exhibition. In this case, the organizer shall not be responsible for any damages to the exhibitors, etc.. In case the contents of the exhibition may violate laws and regulations such as the Pharmaceutical and Medical Device Act of Japan
  - ① If the exhibitor, etc. is not a public organization and a written pledge has not been submitted
  - ② In case that the exhibitor, etc. violates the contents of this Guideline or the attached "Exhibition Guideline"
  - ③ When there is a false entry in the contents of the exhibitor application form
  - ④ When the Exhibitor, etc. has a relationship or is suspected to have a relationship with anti-social forces
  - ⑤ In other cases where the organizer judges that the exhibition is inappropriate.

## 7. Notification of Selection Results

- (1) Applicants will be notified of the selection results in writing or by e-mail by the organizer.
- (2) The submitted documents at the time of application will not be returned even if the participation is not accepted. The organizer do not respond to questions or inquiries about selection results.

## 8. Obligations of Exhibitors

Exhibitors shall observe the provisions of the attached "Exhibition Guideline".

## 9. Handling of Exhibitor Information

Exhibitor information shall be managed appropriately in accordance with the Ministry of Health, Labour and Welfare Privacy Policy (<https://www.mhlw.go.jp/kojinjouhouhogo/>).

Exhibitor information is collected and managed by the organizer, to the Policy Planning Division for Pharmaceutical Industry Promotion and Medical Information Management, Health Policy Bureau of the Ministry of Health, Labour and Welfare, and some of the secretariat functions are outsourced to vendors designated by the division. In addition, exhibitor information will be provided to JTB Communication Design Co., Ltd., the BioJapan secretariat, for the establishment of the booth.

# Pledge

We pledge that we accept all provisions of the "Exhibition Guideline" and shall comply with the imposed obligations when exhibiting at "Japan Healthcare Venture Summit 2024".

Date:

Exhibitor (company or organization) Name:

Name of Representative:

## Exhibition Guideline

### 1. Compliance Obligation

Exhibitors at "Japan Healthcare Venture Summit 2024" (hereinafter, referred to as "Venture Summit") shall comply with all provisions of this guideline.

### 2. Prohibition of Lending Out, etc. of the Booth

Exhibitors may not sublease or exchange booths that have been approved for use to third parties without the approval of the organizer.

### 3. Installing and Removing Exhibited Products

- (1) Exhibitors shall carry out the decorations in the booths and carry in, move and carry out the exhibits in accordance with the schedule set by the organizer, and shall follow the instructions given by the organizer.
- (2) If there is a need to carry in, move, or carry out the exhibited products during the exhibition, the approval of the organizer must be obtained before doing these works.

### 4. Use of the Exhibition Hall (In the case of on-site exhibition)

- (1) Exhibitors shall endeavor to obtain maximum results of the summit by placing staff in the booth at all times and attending to visitors during the opening hours of the exhibition hall.
- (2) Activity to promote the technology aiming at commercialization and the like by an exhibitor shall be limited only in the exhibition booth unless specifically approved by the organizer, etc..
- (3) Exhibitors shall endeavor to prevent causing aisle congestion near the booth due to their promotional activities.
- (4) Anything such as decorations shall not exceed the scope of assigned area.
- (5) In the event that an act which the organizer judges to be inappropriate in light of the purpose of the exhibition, etc.. (Including, but not limited to, displays of ornaments and displays,) has been committed, the organizer may prohibit the said act, or may remove, move, etc.. Ornaments and exhibits, etc.. In this case, if expenses are incurred due to removal, etc., the exhibitor shall bear such expenses.

### 5. Management and Disclaimer of Exhibited Products

- (1) Exhibitors shall bear all losses and damages caused to the exhibited products by exhibiting them.
- (2) If any accident or trouble occurs during the carrying-in, moving or carrying-out of the exhibits, or if any accident or trouble occurs in the booth, it shall be immediately reported to the organizer, and the exhibitor shall deal with such trouble at his/her own expense and responsibility.

### 6. Role of Exhibitors

- (1) Exhibitors shall endeavor to maximize the result of participating in the Venture Summit by registering their own information to the Partnering System prepared by the organizer, etc.. and utilizing it before the exhibition.
- (2) Exhibitors shall actively cooperate with the various projects carried out at the Venture Summit at the request of the organizer.

### 7. Intellectual Property Rights

- (1) The Exhibitor shall ensure that the exhibitor or any printed matter or other medium related thereto does not infringe any copyright, trademark right, design right, patent right, utility model right or other intellectual property right (hereinafter collectively referred to as "intellectual property rights".) of a third party.
- (2) Exhibitors shall immediately report to the organizer and take necessary measures not to interfere with the normal and smooth progress of the exhibition, such as resolving disputes with third parties on their responsibility, when acts related to the exhibition at the Venture Summit infringe the intellectual property rights of third parties or there is a risk of such infringement.

### 8. Accomplishment Report, etc.

- (1) Exhibitors shall provide necessary cooperation when the organizer, etc. prepares the report of the Venture Summit.
- (2) Exhibitors must complete a variety of questionnaires conducted by the organizers. If they do not respond, the organizer may not allow the exhibitor to participate in the Venture Summit from the next time.

### 9. Handling of Personal Information

- (1) The organizer (including a third party which has executed a confidentiality agreement with the organizer) will use the personal information provided by exhibitors (hereinafter, referred to as "Registered Information") for the following purposes:
  - a. For administrative formalities regarding participation in the Venture Summit, concurrent exhibitions, seminars and the like.
  - b. For supporting partnering the exhibitors with interested parties such as large companies and venture capital.
  - c. For collecting basic information to report the results of the Venture Summit externally such as preparing a report.
  - d. For providing various information when the Venture Summit from the next fiscal year or similar events are held.
  - e. For support and analysis carried out as the Medical Venture Total Support Project conducted by the Ministry of Health, Labor and Welfare.
- (2) In case it is necessary for exhibitors to advance partnering with the interested parties, Registered Information may be provided to the interested parties which participate in the Venture Summit, concurrent exhibitions, seminars and the like.
- (3) The organizer entrusts the management of Registered Information to a third party who has executed a confidentiality agreement.

### 10. Compensation for Damage

- (1) Exhibitors shall be liable for any loss to venue facilities or exhibition buildings or persons, etc.. caused intentionally or negligently by themselves or their agents.
- (2) In the following cases, exhibitors agrees to be responsible for compensating the organizer for court costs (including legal fees), necessary expenses, and compensation for damage arising from the lawsuit that resulted from the claim.
  - a. If an action is filed against the organizer based on a claim that an exhibitor's conduct in relation to an exhibition constitutes an infringement of a third party's rights (Including, but not limited to, intellectual property rights.), including the case where the exhibitor is a defendant together with the exhibitor.
  - b. If the organizer has become obliged to compensate for damage in the judgment or judicial or out-of-court settlement in the lawsuits mentioned above (regarding settlement, the organizer is not restrained by the will of the exhibitor).
- (3) The organizer is not liable for any typographical errors in announcements advertising the exhibition and promotion materials such as guidebooks.

### 11. Decision of Exhibition Booth Location and Schedule of Seminars, etc..

The organizer shall decide and announce the exhibition booth location and schedule of the exhibitors' presentations, etc. in consideration of the application date, contract, exhibition scale, contents, past results of exhibition and the like, and exhibitors shall follow this decision.

### 12. Exhibition Cancellation

- (1) The organizer may, in the event that the land or building on which the exhibition is to be held becomes unsuitable for entry, or in the event that it becomes difficult to hold the exhibition due to causes not attributable to the organizer such as natural disasters, epidemics, terrorism, etc., change the venue or the session or cancel the exhibition at his/her own discretion.
- (2) The organizer shall not be liable for any damage, increase in expenses or other disadvantages caused to the exhibitors due to the change of the venue or the session or the cancellation of the session.

### 13. Application Cancellation

Cancellation after submitting application is not allowed and unless the organizer, etc. deem it is unavoidable. Any cost will not be refunded.

### 14. Visa Acquisition

- (1) If a foreign exhibitor needs to acquire a visa, it shall prepare and go through the procedures of necessary documents including the invitation guarantee and a letter giving the reason for the invitation under the responsibility of the exhibitor.
- (2) The organizer is not liable for any damage caused by the fact that the visas are not issued from Japanese embassy or consulate, resulting in a case where the applicant of the exhibition is unable to participate.

### 15. Other

Exhibitors shall promptly confirm with the organizer and follow the decision of the organizer in case of any question regarding any matter not specified in the Exhibition guideline or any provision of the Points of Attention.