AMERICAN BUSINESS DEVELOPMENT CAPITAL CONNECT

Find someone to help. Repeat.

2027 SPONSORSHIP PROSPECTUS

ABD CAPITAL CONNECT @ JPM HEALTHCARE WEEK

Where Life Science Capital Meets Opportunity

A curated, high-touch environment connecting life science innovators, investors, industry leaders, and the organizations that help them grow. Educational programming curated with BLPN.

JANUARY 11–12, 2027

MARINES' MEMORIAL CLUB & HOTEL
& Golden Gate Yacht Club

SAN FRANCISCO, CALIFORNIA

AMERICAN BUSINESS DEVELOPMENT | BLPN

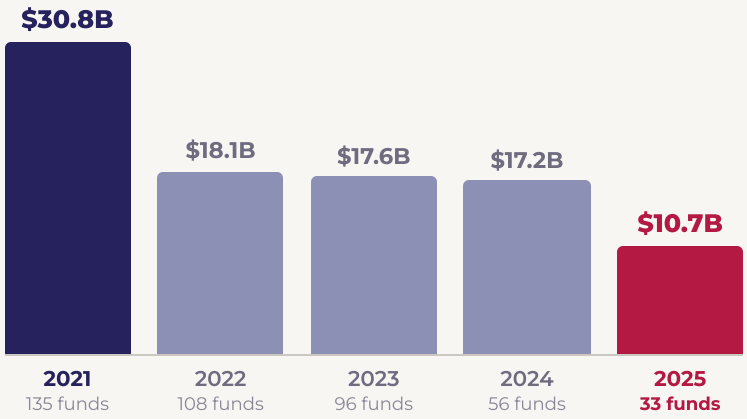
AMERICANBIZDEV.COM | 919.316.8520

WHY CAPITAL CONNECT EXISTS

The economics of biotech changed; conferences should too.

LIFE SCIENCES SPECIALIST VC FUNDRAISING

Capital raised ($B), with funds closed per year



Source: PitchBook, H2 2025 Healthcare Funds Report. Geography: North America and Europe. As of December 31, 2025. Chart by ABD from reported figures.

~65%

LESS CAPITAL RAISED VS. THE 2021 PEAK

~76%

FEWER FUNDS CLOSED VS. THE 2021 PEAK

PitchBook calls 2025 one of the weakest life sciences fundraising years of the decade. 33 funds is the lowest annual total in its dataset.

THE MARKET CHANGED

Capital became more selective, and emerging life science companies became more disciplined about every dollar they deploy.

THE CONFERENCE MODEL DIDN'T

Visibility during the industry's most important week still assumes enterprise budgets: registrations, sponsorships, hospitality, and meeting space.

SO WE BUILT A DIFFERENT MODEL

Capital Connect concentrates the investment on what moves companies forward: people, meetings, intelligence, and access.

WE BUILT CAPITAL CONNECT FOR A DIFFERENT MARKET

Capital is tighter. Every dollar matters, every trip has to produce value, and every meeting has to count. So we stripped away the conference excess and kept what moves companies forward: investors, intelligence, introductions, and meetings.

Premium experience. Rational economics.

Less noise. Better connections. →

TWO VENUES · 2027

Marines' Memorial Club & Hotel
UNION SQUARE

Golden Gate Yacht Club
SAN FRANCISCO MARINA

THE CAPITAL CONNECT EXPERIENCE

Less Noise. Better Connections.

JPM Healthcare Week is crowded, and capital is too precious to waste on events that do not deliver meaningful access. Capital Connect is curated: every element is engineered so that startups, investors, and their commercial partners arrive prepared and leave with relationships worth keeping.

CURATED INTELLIGENCE

The Startup Book

Every attending startup is profiled in a standardized executive summary. Investors compare opportunities side by side and arrive at each meeting prepared.

INVESTOR INSIGHT

The Investor Book

Startups receive each investor's thesis, focus areas, fund status, and deployment activity in advance. Company pitches are tailored before anyone sits down.

CONCIERGE CONNECTIONS

Facilitated Introductions

New for 2027! An on-site concierge team brokers introductions between investors and select startups, and helps every attendee navigate the program.

PURPOSE-BUILT PARTNERING

50+ Dedicated Tables

Scheduled B2B meetings run all day in the Crystal Ballroom. The partnering platform, Startup Book, and Investor Book make every meeting targeted.

Both sides arrive informed, aligned, and ready to use limited JPM Healthcare Week time well.

WHO YOU'LL MEET

Four Ecosystems. One Room.

Position your organization where capital, innovation, and commercialization converge. The 2027 program runs across three environments, with educational programming curated by BLPN.

01
INVESTORS

Venture capital, private equity, corporate venture, family offices, and angels.

Focused on biotech, medtech, and healthcare innovation.

02
INNOVATORS

Biotech, medtech, and healthcare companies.

Seeking capital, partnerships, and market expansion.

03
INDUSTRY & SERVICE PROVIDERS

Biopharma leaders, CROs, CDMOs, and technology and professional partners.

Supporting growth and U.S. market entry.

04
GOVERNMENT & ECOSYSTEM LEADERS

Funding agencies, policymakers, and economic development organizations.

Supporting innovation and global partnerships.

2026 AT A GLANCE

58	141	20	17
INVESTORS	STARTUPS	GOVERNMENT & INDUSTRY PARTICIPANTS	COUNTRIES & REGIONS

The 2026 event filled the Crystal Ballroom with investors, biopharma executives, service providers, and government leaders. 58 investors participated: 34 private equity and venture capital professionals, 16 accredited angels, 7 family offices, and one investor who registered without listing a category. Speakers included leaders from the National Institutes of Health and the National Cancer Institute.

Crystal Ballroom
MARINES' MEMORIAL · CAPITAL CONNECT

Partnering, networking meals, and the Capital Connect Sponsor Reception.

Crystal Lounge
MARINES' MEMORIAL · CURATED BY BLPN

Gold Sponsor Talks and BLPN-curated KOL Panels.

Golden Gate Yacht Club
SAN FRANCISCO MARINA

Private dinners, the BLPN Reception, and yacht activations.

2026 PARTNERS INCLUDED

Polsinelli · 149 Technologies · KreaMedica · AUTM · BioUtah · Global Victoria · Ambrosia Ventures · Accorto Regulatory · Connectpreneur · Pathways Preclinical Partners · Prime Accounting and Business Advisory · Clinically Media · Villiotti · CRU Global · PMK Group · Sunasi AI · Opus8

THE PROGRAM

Two Days Built for Connection.

Partnering runs through the heart of both days in the Crystal Ballroom. Gold Sponsor Talks and KOL Panels curated by BLPN run alongside it in the Crystal Lounge.

DAY ONE · MONDAY, JANUARY 11

Crystal Ballroom
CAPITAL CONNECT

- **8:00–10:00** — **Networking Breakfast** The Golden Gate Special.
- **10:00–12:00** — **B2B Partnering** Scheduled meetings at 50+ dedicated tables.
- **12:00–1:00** — **Networking Lunch** Taste of Italy.
- **1:00–4:00** — **B2B Partnering** Afternoon hospitality served.
- **4:00 PM** — **Partnering adjourns** Ballroom transition.
- **6:00–9:00** — **Capital Connect Sponsor Reception** Crystal Ballroom.

Crystal Lounge
CURATED BY BLPN

- **9:00–12:00** — **Three Gold Sponsor Talks** One hour each.
- **12:00–1:00** — **Programming & Lunch Break**
- **1:00–2:00** — **Women's Health** KOL Panel.
- **2:00–3:00** — **Children's Health** KOL Panel.
- **3:00–4:00** — **Rare Disease** KOL Panel.

DAY TWO · TUESDAY, JANUARY 12

Crystal Ballroom
CAPITAL CONNECT

- **9:00–11:00** — **Networking Breakfast** The Golden Gate Special.
- **11:00–12:00** — **B2B Partnering**
- **12:00–1:00** — **Networking Lunch** Pacific Rim.
- **1:00–4:00** — **B2B Partnering** Afternoon hospitality served.

Crystal Lounge
CURATED BY BLPN

- **10:00–12:00** — **Two Gold Sponsor Talks** One hour each.
- **12:00–1:00** — **Programming & Lunch Break**
- **1:00–2:00** — **Military Health** KOL Panel.
- **2:00–3:00** — **Brain Health** KOL Panel.
- **3:00–4:00** — **Healthcare Enterprise Software** KOL Panel.

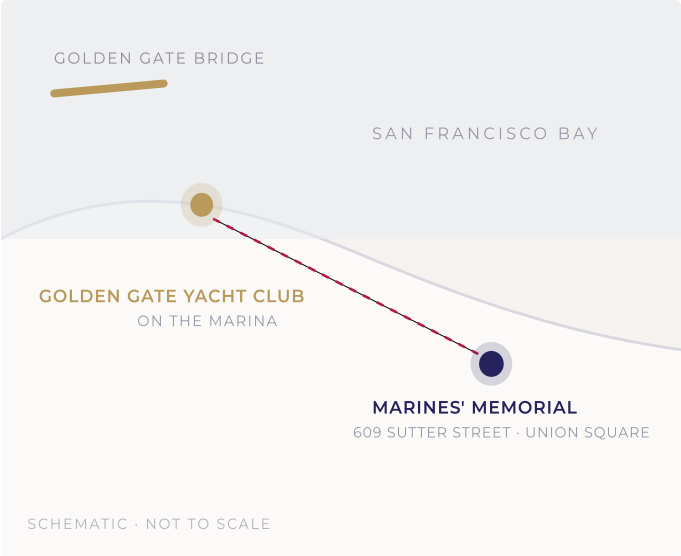
TUESDAY · 6:00–9:00 PM **BLPN Reception** GOLDEN GATE YACHT CLUB

50+ **Tables. Two days. No trade-show theater.** Thought leadership runs in the Crystal Lounge while the partnering floor stays open all day. Sponsors with reserved tables meet companies and investors continuously, not just between sessions.

VENUES & HOSPITALITY

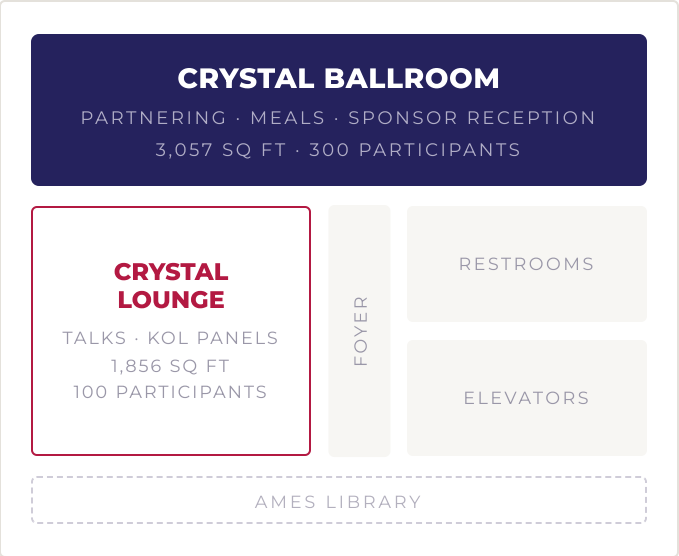
Two Venues. One Program.

Capital Connect runs on the eleventh floor of the Marines' Memorial Club & Hotel. BLPN hospitality runs at the Golden Gate Yacht Club on the Marina.



THE CITY

Two venues, one program: Union Square for partnering and education, the Marina for hospitality.



MARINES' MEMORIAL · ELEVENTH FLOOR

Two separate rooms, one floor. Capacities are venue-published figures.

PREMIUM HOSPITALITY THROUGHOUT BOTH DAYS

BOTH MORNINGS · BREAKFAST

The Golden Gate Special

Warm baked pastries and seasonal fruit, scrambled eggs, chicken apple sausage, golden breakfast potatoes, orange juice, Starbucks coffee, and Tazo teas.

MONDAY LUNCH

Taste of Italy

Caesar salad, tomato and mozzarella, chicken piccata, sausage and peppers, penne, focaccia, cannoli, and tiramisu.

MONDAY AFTERNOON

Chocolate Indulgence

Chocolate cookies, brownies, Ghirardelli squares, Frappuccino, Starbucks coffee, and Tazo teas.

TUESDAY LUNCH

Pacific Rim

Soba noodles, pickled carrot and daikon, miso-glazed salmon, five-spice chicken, Yang Chow fried rice, stir-fried vegetables, and dessert.

TUESDAY AFTERNOON

Get Up and Go!

Vegetable shooters, spring rolls, miniature fruit tarts, spa water, sparkling water, Starbucks coffee, and Tazo teas.

WHY SPONSOR

Put Your Brand at the Center of the Conversation.

ABD CAPITAL CONNECT 2026

Capital Connect is built for the organizations that help life science companies grow. You do not need the largest budget at JPM Healthcare Week to get into the right conversations, and only one sponsor is accepted per service category. As a sponsor, you can:

- **Build visibility** among founders, investors, and industry executives across both days.
- **Establish thought leadership** through speaking, moderation, and session introductions.
- **Host and conduct meetings** from your own reserved table on the partnering floor.
- **Participate directly in partnering,** using the same platform and books attendees use.
- **Stay visible before, during, and after** the event through digital and on-site channels.
- **Reach the BLPN community** through Crystal Lounge KOL programming.
- **Host prospective clients** at the Golden Gate Yacht Club.
- **Build relationships** with companies seeking capital, partnerships, and U.S. market expansion.

> *ABD Capital Connect was one of the highlights of JPM Week. The quality of the venue, food and overall atmosphere created an ideal setting for productive discussions and relationship building. Having the event over two days struck the right balance, allowing attendees to maximise networking opportunities while keeping the third day free for off-site meetings and follow-up discussions. It was a valuable addition to the JPM Week calendar.*
>
> **PRIME FINANCIAL GROUP**

THE SPONSOR JOURNEY

BEFORE THE EVENT

Digital promotion, LinkedIn features, attendee communications, and presence on the partnering platform ensure sponsors are top of mind from day one.

DURING THE EVENT

Signage, speaking engagements, scheduled meetings, concierge introductions, and branded hospitality keep sponsors in the mix throughout the event.

AFTER THE EVENT

Relationships and follow-up enabled by access to the full attendee list.

Priced Deliberately.

Your clients are being asked to do more with less. We think their partners should understand that. Capital Connect keeps sponsorship at a level where the package, not the price, does the talking.

	GOLD $6,000 PREMIER PARTNERSHIP	SILVER $3,000
Partnering Passes	4	2
Logo on website, partnering platform & mobile app	✓	✓
Logo on printed event signage	✓	✓
Promotional LinkedIn post	✓	✓
Inclusion in spotlight email to attendees	✓	✓
Full attendee list access	✓	✓
Logo on attendee badges	✓	–
Session introduction or moderation	✓	–
Reserved table for meetings	✓	–
Dedicated one-hour Gold Sponsor Talk in the Crystal Lounge	✓	–
BLPN Reception Access Passes	10	–

GOLD = Visibility + Access + Thought Leadership. Speak, moderate, and host meetings at a reserved table, and put your logo on every badge in the room.

SILVER = Visibility + Access. Brand presence across digital and on-site channels, plus the attendee list to power your follow-up.

EVERY PARTNERING PASS INCLUDES

- Two-day Crystal Lounge educational programming
- Networking breakfasts and lunches
- General Capital Connect networking
- Partnering platform and scheduled B2B meetings
- Crystal Ballroom partnering access
- Startup Book and Investor Book
- Facilitated on-site introductions

THE GOLD ADVANTAGE · BLPN RECEPTION PASSES

- 10 transferable passes included with every Gold sponsorship.
- Invite the prospective clients you most want in the room. No BLPN membership required.
- Host them at the BLPN Reception, Golden Gate Yacht Club, Tuesday 6:00–9:00 PM.

NETWORKING · ABD CAPITAL CONNECT 2026

One sponsor per service category.

Sponsorship is the only way in for service providers. No service-provider registration, no competing providers on the floor. When your category closes, it stays closed for 2027.

Own the Networking Experience.

Monday closes with the Capital Connect Sponsor Reception in the Crystal Ballroom, and Tuesday with the BLPN Reception at the Golden Gate Yacht Club. Alongside them, two private activations put you off the floor and on the water.

CAPITAL CONNECT SPONSOR RECEPTION · MONDAY · 6:00–9:00 PM · CRYSTAL BALLROOM

EXCLUSIVE RECEPTION SPONSOR

$10,000

- Recognition in opening remarks and the event program
- Visibility on the partnering platform
- Exclusive branding at food & beverage stations

RECEPTION CO-SPONSOR · MAXIMUM 2

$5,000 each

- Recognition in opening remarks and program
- Visibility on the partnering platform
- Shared branding at food & beverage stations

THE MEETINGS THAT HAPPEN OFF THE FLOOR · GOLDEN GATE YACHT CLUB

GOLDEN GATE YACHT CLUB DINING ROOM

SUNSET BUSINESS DEVELOPMENT DINNER

$2,500

A table of eight with the bay in the windows. You take one seat. ABD curates and invites the other seven. Prospective clients matched to your business.

- ABD identifies, invites, and confirms the list with you
- Sunset seating at the Golden Gate Yacht Club

DEPARTING THE GOLDEN GATE YACHT CLUB

PRIVATE YACHT CHARTER

$5,000

Ninety minutes on the water, ten seats, and you decide who fills them. Out toward the bridge as the light goes.

- Ten seats, private to your company
- Departs the club, routed toward the Golden Gate Bridge
- Subject to vessel and venue availability

Both activations are open to all sponsors and booked separately from Gold and Silver partnership. Availability is limited by venue and vessel capacity.

ABD CAPITAL CONNECT @ JPM HEALTHCARE WEEK · JANUARY 11–12, 2027

Be Part of the Conversation Shaping What's Next in Life Sciences.

Sponsorship is limited to one sponsor per service category. Five Gold Sponsor Talk opportunities are assigned first come, first served, exclusive reception sponsorship is capped, and Golden Gate Yacht Club activations are subject to venue and vessel availability.

REGISTRATION OPENS
September 15, 2026

PARTNERING OPENS
November 16, 2026

VENUE
Marines' Memorial Club & Hotel
& Golden Gate Yacht Club

RESERVE YOUR 2027 PARTNERSHIP

Secure your position at ABD Capital Connect 2027.

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