DSANJ Bio Conference
Guidelines for preparing proposal materials

DSANJ Admin Office

Update on August 14, 2025

Introduction

Drug Seeds Alliance Network Japan (hereinafter referred to as “DSANJ”) has created guidelines (hereinafter referred to as “these guidelines”) as reference information for preparing proposal materials for the DSANJ Bio Conference, a matching opportunity with pharma companies and Venture capital (VC).

DSANJ will promote proposal materials prepared in accordance with these guidelines by researchers in academia, startups, and bio-venture companies conducting research and development related to drug discovery to pharma companies and VC, and support matching with the companies (for joint research, etc.).

We created these guidelines based on feedback from participating companies. Therefore, we strongly recommend that you prepare the materials in accordance with these guidelines as much as possible to increase your chances of successfully matching. (When preparing the materials, you can generally use slides prepared for academic presentations.)

To maintain confidentiality, **please prepare your proposal materials using only non-confidential information.** (DSANJ strictly prohibits participating pharma companies and VC from diverting your materials even though they may contain only non-confidential information).

Finally, we sincerely hope that through the DSANJ Bio Conference, the value of your research outcomes will increase dramatically and that you will continue to conduct your research even more energetically.

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General issues on materials

1) Specified format

- Please prepare your materials in the Microsoft® PowerPoint format provided by DSANJ. Please do not delete the precautions (*Note) regarding the handling of the materials for pharma companies and VC on the bottom left of each page of the format. If this precautions in submitted materials is deleted, the DSANJ Admin Office will add them. We appreciate your understanding in advance.
- Please delete the “Guideline text (text box with light blue background)” included in the proposal materials template.

  *Note: Examples of precautions for handling materials are as follows:

2) Standard number of slides for each section

The standard number of slides is 13 to 15 including one “Cover” page, one “Executive summary” page, two to three “Background to study” pages, three to five “Summary of study” pages, two “Advantage of this study over competing studies” pages, two “Plan for practical application and collaboration with companies” pages, one “Reference (Patents/Background materials)” page, and one “Related Information” page. There is no limit to the number of slides, but considering past meeting requests and the burden on the evaluators (pharma companies and VC), we recommend that you prepare a maximum of around 18 pages.

3) Source

If you quote third-party works such as papers and statistical data in your materials, please cite the source.

“Cover”

1) Font size

- Please write the title (approximately 18 points for the title and 14 points for the subtitle), and your affiliation, job title, and name (approximately 12 points).
- In order to ensure consistency, please refrain from including logos or photos related to your affiliation.

*Please note that, from the standpoint of fairness, the DSANJ Admin Office may remove any logos and photos.

2) Affiliation and name

- Please fill in your affiliation and title (professor, associate professor, center director, etc.), but only for your main university or research institute, to ensure that companies can contact you.

3) Proposal title

- We strongly recommend that you use words that express the “anticipated target disease name” and “your research outcomes” (in the case of drug discovery seeds, for example, research tools such as drug discovery targets, hit/lead compounds, ligands, reagents, and animal disease models, biomarkers, gene therapy, and regenerative medicines; in the case of drug discovery platform technologies, for example, drug delivery technologies, gene modification technologies, disease gene identification technologies, and formulation technologies), and to use the title or subtitle that will allow participating companies to easily visualize the content of your proposal.
- When applying to participate, you will only need to register the title. Only the title you registered (subtitles will not be displayed) will be displayed on the top page of the promotion for participating companies, so please give careful consideration when titling.

  If you need advice on titling, please contact us (contact information is at the end of these guidelines). DSANJ will propose titles that will attract the interest of pharma companies and VC.

- The following are examples of titles and subtitles.

  <If your presentation includes drug discovery seeds>
  - Discovery and identification of drug discovery target X
  - Validation of drug discovery target X at the cellular level
  - Validation of drug discovery target X in the animal models
  - Identification and optimization of hit/lead compounds (small molecules, peptides, etc.)
  - Identification and optimization of new drug candidates (antibodies, nucleic acids, etc.)
  - Target validation using drug delivery systems (DDS)
  - Target validation of drug discovery target X in conjunction with biomarkers
  - Target validation of drug discovery target X using immunotherapy and regenerative medicine approaches

  <If your presentation includes drug discovery platform technologies>
  - Drug delivery system (DDS) technology applicable to disease XX
  - Animal model for disease XX (including genetically modified animals)
  - Screening platform targeting XX
  - Assay platform targeting XX
  - Regenerative medicine technology applicable to disease XX
  - Cell therapy approaches applicable to disease XX

  Subtitles (Examples if your research results include drug discovery platform technology)
  - Development of drug delivery system (DDS) applicable to disease XX
  - Creation of animal model for disease XX (including genetically modified animals)
  - Development of a screening method targeting XX
  - Development of an assay method targeting XX
  - Development of regenerative medicine technology applicable to disease XX
  - Development of cell therapy approaches applicable to disease XX

“Executive summary”

1) **Purpose and target of the research (disease × mechanism)**
   Please summarize the purpose and targets (disease × mechanism) of your research in the “Background to study” slide.

2) **Validity based on in vitro/in vivo data**
   Please provide numerical data and graphs from in vitro/in vivo experiments that demonstrate the validity of your research results. Please provide details such as the experimental methods in the “Summary of study” slide.

3) **Summary of the slides for “Advantage of this study over competing studies”**
   Please provide the content that you would like to emphasize the most from among the slides of “Advantages of this study over competing studies.”

4) **Details of the request for collaboration with pharma companies and VC**
   Please briefly describe what type of collaboration you would like to have with pharma companies and VC.

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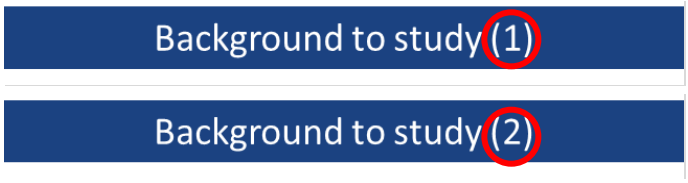
“Background to study”

1) Section title and number

If the “Background to study” consists of multiple slides, please replace the numbers as shown below when inserting slides.

*The DSANJ Admin Office may proofread the slides.



2) Subtitle

Please include a subtitle for each slide so that the evaluators (pharma companies and VC) can easily understand what is being presented on that slide.

3) Purpose and target of this research (disease × mechanism)

Please provide the current status of research such as the relevant disease area, drug discovery seeds, and drug discovery platform technologies, how the research project was started, the need to promote the research, and the disease for which the drug discovery target, drug candidate substance, or drug discovery platform technology discovered from your research is promising for treatment (or to which it can be applied).

If multiple diseases can be treated, please focus on the disease that are considered the most promising and have the promising data in your research.

*Please list other potential target diseases in the “Potential target disease on this proposal” section in the “Related Information” slide at the end of the proposal material.

4) Unmet medical needs and their solutions

Please describe the unmet medical needs in the relevant disease area and how you would solve them. The following three points will make your materials more appealing to pharma companies and VC.

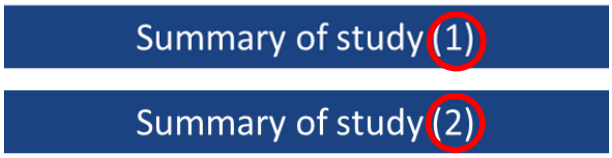
1. **Clinical/Economic impact (severity of disease, marketability, etc.)**
2. **Limitations of existing treatments (why they are insufficient)**
3. **Solution path using your own seeds (target, mechanism, differentiating factors)**

“Summary of study”

1) Section title and number

If the “Summary of study” consists of multiple slides, please replace the numbers as shown below when inserting slides.

*The DSANJ Admin Office may proofread the slides.



2) Diagrams of experimental results

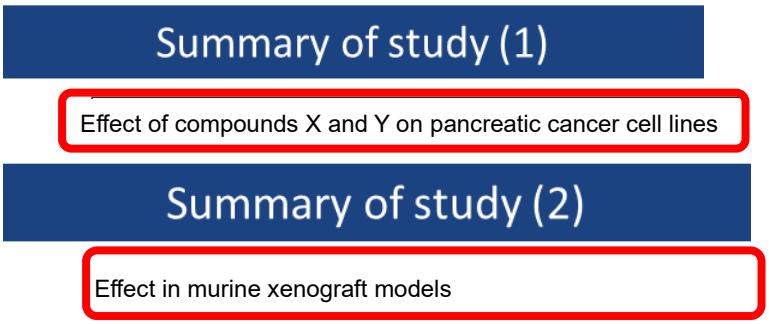
Please present clear and compelling data (use only non-confidential information).

To provide participating companies with sufficient information to decide whether they should meet with you, we believe that the following points, for example, are important: 3) Use of a subtitle and provision of a concise research background, 4) Sufficient explanation of the experimental methods, and 5) Explanation of abbreviations.

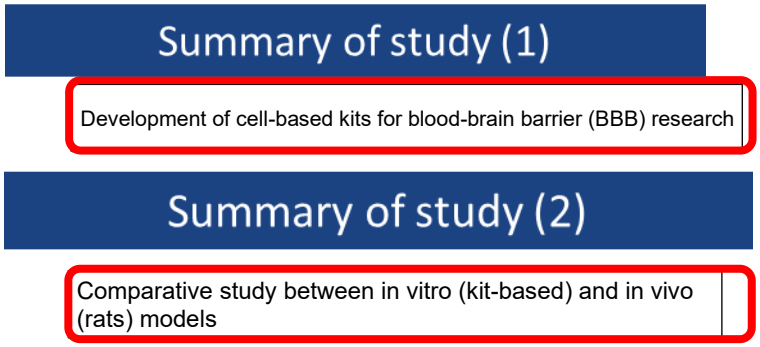
3) Subtitle

Please include a subtitle in each slide. For example, please include a subtitle that indicates the purpose and results of the experiment such as “Investigation of the role of the target gene in cancer cell proliferation” or “Anti-tumor activity of compound X in a murine lung cancer xenograft model.”

For drug discovery seeds, please include a subtitle that indicates the purpose and results of the experiment such as “Effects of compounds X and Y on pancreatic cancer cell lines” or “Effects in murine xenograft models.”



For drug discovery platform technologies, please include a subtitle that indicates the purpose and results of your experiment, such as “Development of cell-based kits for blood-brain barrier (BBB) research” or “Comparative study between in vitro (kit-based) and in vivo (rats) models.”



4) Sufficient explanation

Please provide easy-to-understand explanations of the experimental methods (**animals/cells used**, **dosages/concentrations**, **administration route and period**) and graphs of the experimental results, etc. so that evaluators (pharma companies and VC) can clearly understand your research.

5) Explanation of abbreviations

For abbreviations that are not commonly used, please provide the definition and a footnote so that even non-experts in the disease/research field can understand.

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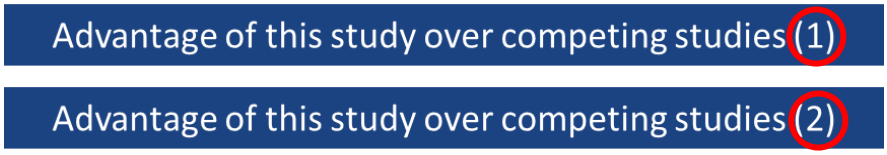
“Advantage of this study over competing studies”

1) Section title and number

If the “Advantage of this study over competing studies” consists of multiple slides, please replace the numbers as shown below when inserting the slides.
*The DSANJ Admin Office may proofread the slides.



- **Pharma companies and VC place the greatest importance on superiority of your research over existing drugs and technologies. Participating companies often comment, “In consideration of practical application, it is important for the presenter to highlight not only the novelty and originality of the research, but also its comparative advantages over other research, which will help build consensus within the company.”**
- In the case of basic research, know-how of assay systems and disease models discovered through your own research will provide an advantage.
- In the early stages of research, usually no comparative data is available and the research is not verified. However, if you clearly state the advantages of your research by comparing it with the gold standard in the relevant field (standard treatment drugs or commonly used technology), including your inferences (expectations) from the data and logic you have obtained, your research will be more appealing to pharma companies and VC.

2) Advantage of your research outcomes

Please summarize the advantages of your research outcomes specifically. Unpublished research outcomes are viewed as attractive because participating companies may be able to use them before others by negotiating individually with you. If the applicable drug discovery targets or specific diseases are considered confidential, please hide the specific names and display them as target X or a general disease name (please be careful not to disclose confidential information, including data).

Examples:
- Established an assay system for target X and identified inhibitors from a compound library.
- Ongoing validation of target X in animal models of autoimmune disease.

3) Advantages in drug discovery research

In drug discovery research, differentiation from existing gold standard drugs (existing treatment methods) is essential. If no comparative data is available, a hypothesis is acceptable, but please provide, as much as possible, the advantages of your research outcomes over the standard treatment drugs (existing treatment method) currently used in medical practice.

4) Section for comparison with competing products and technologies

For example, advantages over competing technologies and gold standards include the following:

- Effectiveness (precision, sensitivity, etc.)
- Specificity (differentiation)
- Convenience (operability, etc.)
- Safety (reducing side effects, etc.)
- Economic efficiency (significant reduction in manufacturing costs of formulations/active pharmaceutical ingredients)

“Plan for practical application and collaboration with companies”

1) Section title and number

If the “Plan for practical application and collaboration with companies” consists of multiple (two or more) slides, please replace the numbers as shown below when inserting the slides.

*The DSANJ Admin office may proofread the slides.

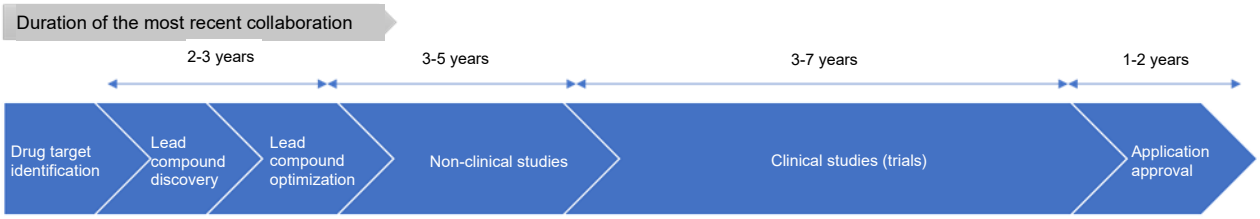
Plan for practical application and collaboration with companies (1)

Plan for practical application and collaboration with companies (2)

2) “Goal and its plan for research and/or development”

Please describe your research goals and future research plans.

If possible, please include some graphs or information showing a timeline for your research plan, such as the one below, for evaluators (pharma companies and VC) to visualize their collaboration with you.



3) “Task of this proposal to success”

Please describe the challenges you face in achieving your goal.

4) “Division of roles”

- Responsibilities of the proposer: Please list the process you desire
- Responsibilities of the business partner(s): Please list the process you would like to request. The following process are examples:

Examples

- Provision of compound libraries
- Synthesis of derivatives
- Optimization of compounds
- In vitro or in vivo screening and evaluation
- Securing intellectual property (patent application and acquisition of rights) • Analysis of drug efficacy mechanisms
- Conduct of pharmacological and safety studies • Acquisition of preclinical study packages
- Conduct of clinical studies

“Reference (Patents/Background materials)”

1) “Patent and its status”

- If a patent has been applied for, please include, to the extent possible, the application number, name of the invention, and applicant.
- If the patent application has been published, please include the publication number, name of the invention, and applicant.
- If the patent has been granted, please include the patent number, name of the invention, and patent owner.

2) “Key paper and/or”

If you have any major papers directly related to your proposal (whether authored, co-authored, or written by others), please list them.

“Related Information”

1) “Keywords related to this proposal”

We will include your materials in the database, so please list keywords to facilitate searches, including the possibility of expansion of clinical applications.

2) “Potential target disease on this proposal”

Please list any diseases or uses to which your research outcomes can be applied other than those shown by the data.

If you have any questions regarding preparing materials,
please contact the DSANJ Admin Office.

DSANJ Admin Office
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Tel: +81-6-6944-6484 (09:00–17:00 JST)
*If you need to contact us outside of these hours, please contact us by e-mail.