



For more than 30 years ALDA has worked to meet the needs of our member companies and their CEOs and members of their senior executive teams. The last two years brought online programming to the forefront to keep our community informed and connected but our goal remained the same: to be the place where industry leaders develop strategic business relationships while learning about new market opportunities and emerging technologies.

In addition to our current [Board](#) other participating leaders include Serge Saxanov-10X Genomics, Barry Canton-Gingko Bioworks, Emily LeProust-Twist Bio, Stephen Tomisich-Trajan, Michael Stubblefield-Avantor, Alan Hirzel-Abcam, Omid Farokhzad-Seer, Stuart Elliott-Planet Innovation and many others from a variety of young dynamic companies to global industry leaders. Click [here](#) to see the entire list of ALDA member companies keeping in mind that in most cases the active representatives in the association are member company C-suite executives.

1. In February 2022 we conduct our second industry benchmarking survey on diversity & inclusion. In 2020 we conducted our first survey and delivered it to 40+ participating members. This will continue to be a priority for ALDA.
2. Our 2021 Spring conference looked at infectious disease; this past October we focused on proteomics and earlier this week we examined CGT. For all our conferences the goal is to share what is happening in these areas and highlight what is needed from the ALDA community to accelerate things.
3. During the pandemic programming shifted a little so we hosted virtual and small in-person activities both in the U.S. and abroad that included Values Based Leadership, IPOing, a session on IVDD to IVDR followed by dinner in Zurich, and small in-person dinners in the Bay area and Boston. Feedback was exceptional:
 - *“The Zurich viewing event (for our Fall 2020 semiannual conference) was a great event! We were truly enjoying the possibility to meet and discuss the content. Also the topic of IVD-R as a European regulatory issue gave us a good start to interact.”*
 - *“The dinner was very nice – I think members would welcome more small in-person activities, if they could be done outdoors or safely. All in all, a great way to reconnect and feel a little bit of normalcy.”*
 - *“It was nice to have some professional networking face to face after months and months of phone calls and virtual meetings. We will need more of these to bridge the gap while the global economy slowly back online.”*
4. We have active [online working groups](#) called [collaboratives](#) for senior HR and Ops executives. Bringing in industry experts and sharing best practices used to help manage this crisis has proven to be a highly useful new program offering for our members.
5. This year we held a C-suite virtual conference which will look at ESG and explore how some leading companies are addressing this with our European-headquartered companies leading the way.

WHO PARTICIPATES: While we have a strong representation from many of the leading industry companies we also have close to 30% of our member companies that are small dynamic companies plus an international presence which accounts for another 1/3 of our member companies.

Since our fiscal year began on July 1, 2021 we've welcomed a record 39 new companies including Akoya Bio, Bionano Genomics, CareDx, Halo Labs, LGC Group, Maravai LS, NanoTemper Technologies, SomaLogic, Siemens Health Diagnostics, Veracyte, Vizgen, and several others.

As life sciences continues to cross into diagnostics ALDA's focus on emerging technologies compliments diagnostic technologies so there is an opportunity to understand both the LS and diagnostics side of the business while understanding how analytical tools are used across both these segments. Companies involved in one or all sides of this can use ALDA meetings and the network to gain insights into what the science across the industry is doing especially as we continue to see technology fluidity moving through life sciences into the diagnostics market space. At the same time ALDA allows participating executives to explore business opportunities and develop critical high-level relationships for potential collaborations and M&A.

HOW WE DO WHAT WE DO. We have returned to our in-person events after two years of mostly virtual programs. More than 195 industry CEOs and senior executives joined us at a meeting or event since our fiscal year began in July 1, 2021. They learned about new market opportunities and explored emerging technologies, deepened existing relationships with their partners whose technology powers the industry, and discussed with each other what else is needed to move this industry forward. Many member company executives also expanded their strategic network with new industry executives.

Members connect during our meetings but also have access to a directory with every member company's official and alternate representative.

Today's virtual and in-person meetings provide member executives with the critical opportunity to stop and think about that strategic side of their business and share visions for technology and applications while developing high-level business relationships with key global executives in the industry.

YOUR TIME AND MEETING CONTENT – As you and your team work to grow and expand your company we understand that time is a valuable asset. With that in mind to get the most out of membership we believe you and members of your senior management team should allocate 3-5 days a year to attend one or both of our semi-annual meetings and when possible participate in our online meetings. While the networking is focused and powerful, ALDA's Senior Executive Conferences are 'a must'.

Our two most recent conferences are highlighted below while other recent meetings addressed immunology, single cell analysis, AI-IoMT-blockchain, synthetic biology, the microbiome and its implications for human health, sensor technology, Crispr and gene editing, and oncology, immunotherapies and efforts to cure cancer.

Fall 2021: Our in-person Fall 2021 conference topic was proteomics and the speaker line-up was as follows:

- *Proteomics Market Trends & Overview* from Puneet Souda, Senior Research Analyst, SVB Leerink
- A CEO Rountable:
 1. Jon Heimer, CEO, Olink Proteomics
 2. Sujal Patel, CEO, Nautilus Biotechnology (now ALDA members)
 3. Omid Farokhzad, CEO and Chairman, Seer (now ALDA members)
 4. Roy Smythe, CEO, SomaLogic (now ALDA members)
- *The Latest in Proteomics Applications & Forward-looking Research* from Jennifer van Eyk, PhD, Cedars Sinai Director, Advanced Clinical Biosystems Institute in the Department of Biomedical Sciences — Erika J. Glazer Chair in Women's Heart Health Director, Basic Science Research in the Women's Heart Center; Professor, Medicine and Professor, Biomedical Sciences
- *Proteomics 3.0, machine learning, and the singularity* from John Yates III, PhD, Scripps Research Professor, Department of Molecular Medicine California Campus and Editor-in-Chief: Journal of Proteome Research

And closing out the meeting **A Conversation with Michael Lewis** presented by **Michael Lewis**, best-selling author of modern classics including "Moneyball", "The Blind Side", "The Big Short", "Liar's Poker" and, most recently, "The Premonition: A Pandemic Story"

Spring 2022: In May our Spring Senior Executive Conference focused on Cell & Gene Therapy.

- **Program Opener: Chip Heath**, New York Times Best-Selling Author and Professor, Stanford Graduate School of Business
- **Carl June**, Professor in Immunotherapy in the Department of Pathology and Laboratory Medicine University of Pennsylvania spoke on Monday

- We closed the Spring program with retired four-star general, **General Stanley McChrystal**, former commander of US and International Security Assistance Forces (ISAF) Afghanistan and the former commander of the nation's premier military counter-terrorism force, Joint Special Operations Command (JSOC).

Click [here](#) to review the entire program detail.

OTHER VALUES: ALDA is where members can access industry guidance and information and stay connected with/get to know other industry leaders. For established executives or those interested in an exit strategy or moving their business in a different direction, it's a great place to learn about the new technologies and meet the executives running both established companies and young dynamic companies. We capture more than 70% of this industry's market share but as we mentioned close to 1/3 of our membership is small dynamic companies under \$10M in annual revenues.

The association also holds these smaller meetings:

- One meeting a year for Service Executives (virtual),
- One meeting a year for Marketing & Sales executives (virtual),
- Two regional in-person dinner meetings - one in Boston and one in San Francisco, and
- Several trade show breakfast meetings this year at conferences including AMP, AACC, Analytica, SLAS and ECCMID.

Our calendar of events (updated regularly) can be viewed by clicking [here](#).

DATA: Some members choose to participate in a [Compensation Survey](#) (click [here](#) to see more details). We conduct this every year with data collected in February from participants and the final report delivered to those participating members in late June-early July.

Earlier we mentioned launching an industry [diversity and inclusion benchmarking survey](#) in 2020 with more than 40 companies submitting data. This survey was conducted again in early 2022 with the expectation that this will continue each year to help our members track industry progress in this critical area.

Our [Industry Assessments Report](#) is a global report, delivered quarterly to all members and we also have three other market reports below are provided to participating companies only:

- Global Lab Instrumentation Bookings Report
- Bio-Research Reagents Market Report
- Microplate Reader Report

THE FINANCIAL SIDE: Membership is for corporations and our meetings are for C-suite executives and members of their senior executive team. Dues (in US dollars) are based on your annual revenues of products that "fall within the scope of ALDA" and run between \$2750 (under \$10 Million) up to \$39,000 (greater than \$2B.) *You should determine what piece of your business best fits the association and what dues category you fall under.*

In addition to annual dues, attendees pay registration fees for some of our in-person meetings - those fees are designed to recover part of the cost of the meetings. On average member company typically budgets less than \$10k USD annually for in-person meeting registration fees.

NEXT SEMI-ANNUAL MEETING: Join us *as a new member* for our next semi-annual meeting on October 2-4 in Zurich! The topic will be trends in pharma and as soon as the program is finalized we will make it available.

We cannot stress how critical attendance at our Senior Executive Conferences is to get the most out of membership. We'd be happy to put you in touch with one of our Board members to hear from them why they make time to attend these events.

TODAY'S PURPOSE: ALDA's goal is to support the vitality of our industry by creating a variety of educational programs and networks for senior executives. The pandemic provided us with an opportunity to offer real-time support to our members by facilitating discussions, sharing experiences, and serving as a repository for relevant industry specific documents, templates, and communications as we all learn to manage our way through this unusual time.

There is a lot of information here so if you have any questions, we welcome you to contact Kerrie Peterson, Membership Director at kpeterson@thealda.org.

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