



ALDA is focused to meet the needs of CEOs and members of their senior executive teams. Active member executives include Thierry Bernd at QIAGEN, Emily LeProust at Twist Bio, Brad Gray at NanoString, Mark Van Oene at Illumina, Serge Saxonov at 10X Genomics, Dan Shine at Thermo Fisher, Jean Qui at Nexcelom, Rainer Blair at Danaher, Jennifer Honeycutt at Danaher/Pall Corporation, Anand Desphande at Persistent Systems, Jim Hollingshead at ResMed, Patrick Kaltenbach at BD and many others from both big and small companies in this industry.

Our meetings provide member executives with the critical opportunity to stop and think about the strategic side of their business and share visions for technology and applications while developing high-level business relationships with top executives in the industry.

In the last calendar year we welcomed more than 20 new companies including Abcam, Corza Health, Covance, Fluidigm, Helix, Inscripta, Solvias AG, Viracor-Eurofins plus many smaller and global companies with novel technology.

With so much happening in life sciences and ALDA's focus on emerging technologies that compliment diagnostic technologies, there is an opportunity to understand both the LS and diagnostics side of the business. Companies involved in one or both sides of this are able to 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 new business opportunities and develop critical high-level relationships for potential collaborations and M&A.

Here is what Brad Gray, CEO of NanoString and ALDA's current Chairman said about ALDA:

*"NanoString joined ALDA several years ago. At the time, I felt too busy financing and growing the company to become deeply involved in ALDA. When I finally did become involved, I found involvement invaluable and wished I had engaged earlier. . . . In particular, the semi-annual meetings have proven to be well worth my time with their strong content and networking value. . . . I have found the networking very valuable. The meetings are regularly attended by the CEOs and senior executives of companies like Agilent, Illumina, QIAGEN, Tecan, etc - people I would not otherwise have the opportunity to meet and get to know on an informal basis."*

**HOW WE DO WHAT WE DO.** In 2019 more than 173 industry CEOs and senior executives had informal conversations at our meetings which often fortified current partnerships or developed into new partnerships and collaborations. During our various meeting programs attendees learn about new market opportunities, explore emerging technologies, some members develop relationships with their tools partners whose technology powers the industry and others discuss what else is needed to move this industry forward.

As a global industry trade association not focused on government regulations and reimbursement, we believe we are unique. Rooted in the research side of the industry, today ALDA members have a strong presence in lab research, automation and environmental areas but are now actively leveraging their products for greater use in agriculture & petro along with clinical, diagnostic, and medical devices' applications. Our international presence has grown with today's ever important global economy - close to 1/3 of our member companies are internationally headquartered companies like Eppendorf, Planet Innovation, PHC Corp. (formerly Panasonic Healthcare), Sartorius and Shimadzu.

**YOUR TIME AND MEETING CONTENT** - We understand that your time is a valuable asset and that to get the most out of membership you and/or members of your senior management team need to give us 3-5 days a year to attend one or both of our semi-annual meetings. While the networking is powerful, ALDA's meetings must be worthwhile.

Recent meetings have 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. Featured speakers have included former FBI Director James Comey, Craig Venter, Rob Knight, Juan Enriquez, Larry Smarr, Siddhartha Mukherjee, Condaleezza Rice, Jim Collins author of "Good to Great" and most recently American politician Leon Panetta.

**OTHER VALUES:** For executives new to the industry, ALDA is how they stay connected with and get to know other the industry leaders. For established executives and 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 other established companies and also young start-up companies. About 1/3 of our membership is small companies under \$10M in annual revenues.

*Klaus Bischoff, EVP, Head of Research Solutions at MilliporeSigma told me the following - "I was able to have three high level side meetings during the Boston meeting which saved me at least three plane rides."*

The association also holds several smaller meetings including:

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

We also participate in a salary survey every year and have several market reports prepared for our members which will be produced and delivered to our members in June 2019. The Industry Assessments Report is delivered quarterly to all members, whereas 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 \$2625 (under \$10 Million) up to \$33,000 (greater than \$750 Million.) We leave it for you to determine what piece of your business best fits the association and therefore what dues category you fall under.

In addition to annual dues, attendees pay registration fees for some but not all of our meetings - those fees are designed to recover part of the cost of our meetings. On average member companies typically pay \$5-7k USD in meeting registration fees.

The next semi-annual meeting for members will be held in Boston, Massachusetts on May 5-7. The topic is AI and how it is impacting our industry and the opportunities it will provide for us.

As we wrap up telling you about ALDA here is what a newer member executive from a life science start-up said about ALDA:

*"One of the biggest advantages of ALDA is your access to all this learning and wisdom. That opportunity just doesn't exist anywhere else. I've been in the start-up space for almost 25 years now and this is the most phenomenal business development opportunity I have ever come across."*

Lena Wu, CEO of Intabio

If you have any questions, please feel free to contact me at [kpeter@thealda.org](mailto:kpeter@thealda.org).

Revised 10/08/2019