



**4<sup>TH</sup>**  
Edition

**PROGRAM PREVIEW**  
Discover BioFIT latest news



**Biofit**

FOSTERING  
INNOVATION  
& TRANSFER

A 360° approach to build  
**Life Sciences partnerships**



**December**  
**1<sup>st</sup> & 2<sup>nd</sup> - 2015**  
**Strasbourg - France**



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# About BioFIT 2015

BioFIT is the leading partnering event in Europe for Open Innovation, technology transfer and collaborative research in the field of Life Sciences.



**1,300**  
delegates



**60**  
exhibitors



**14**  
conferences featuring  
70 international speakers

A 360° approach to build  
**Life Sciences partnerships**



**4**  
hosted events



**30**  
one-to-one business meetings  
per participant over 2 days



TechnoMarket  
& Presenting Technologies

# About the organizers



Eurasanté is the economic development

agency focusing on biotech, nutrition and healthcare activities in Northern France. It assists French and foreign companies interested in developing their activities or setting-up a business in Northern France. Eurasanté provides many services such as aid in accessing public subsidies, support in real-estate research, assistance with administrative formalities, human resources services, market and regulatory expertise... It also promotes the Eurasanté Bio-business Park, which already hosts 7 hospitals, 4 universities, 7 specialized schools and more than 140 companies. It benefits from an exceptional location in the heart of Europe (near Paris, London, Brussels...).

[www.eurasante.com](http://www.eurasante.com)



NHL Cluster is a dynamic network focusing on today's main health issues, at the crossroads of Nutrition,

Biotechnology, and Health. Its mission is to federate and support players in the Food and Health sectors in designing, developing, and financing the products and processes of the future. In the Health sector, NHL focuses on developing preventive, diagnostic, and therapeutic solutions applicable to cardiovascular and metabolic conditions, neurodegenerative diseases and Inflammatory Bowel Diseases (IBD). Its projects in the Food sector aim at protecting health and well-being through a safe, healthy, and sustainable diet.

[www.nhl-cluster.com](http://www.nhl-cluster.com)



As a French world-class cluster dedicated to therapeutic innovations, Alsace BioValley is the one-stop contact to optimize any R&D development or

business project in Europe, both in drug development and medical technologies.

Located in Alsace region, part of the famous French-German-Swiss BioValley and with a unique concentration of international life sciences & healthcare players, Alsace BioValley helps any Life Sciences & Healthcare companies interested in new projects and partnerships in Europe: to search outstanding scientific or industrial partners to develop very innovative R&D projects, to find the best innovative technology, patent or scientific expertise, or to set up and locate in Alsace region.

Alsace BioValley has also agreements with CQDM (Quebec), MLSC (Massachusetts – USA), JBA (Japan Bioindustry Association) and Biopro (Germany).

[www.alsace-biovalley.com](http://www.alsace-biovalley.com)



Conectus Alsace was the first SATT (Accelerator of Technology Transfer) that

has emerged in France within the Call for Projects of the Program "Investments for the future".

100% funded by the State through the National Valorization Fund operated by the French National Research Agency, Conectus Alsace operates under the private law statute, whose shareholders include: the University of Strasbourg, the CNRS, the University of Haute-Alsace, Inserm, INSA of Strasbourg, the ENGEES and the Caisse des Dépôts et Consignations that brings the participation of the State.

[www.conectus.fr](http://www.conectus.fr)



# Who will you meet?



■ 35 %

**Technology transfer professionals, IP and licensing / Research institutes / Academia**

Ascenion, Aviesan, INPI, Inserm Transfert, Karolinska Institute, King's College London, Max Planck Institute of Molecular Cell Biology and Genetics, Oxford University, Pasteur Institute, SATT Network...

■ 35 %

**Biotech, R&D services companies**

Adocia, ADX NeuroSciences, Aptuit, Atlanbio, Celectis, Eurofins, Galapagos, Genfit, LFB, Magnomics, Menarini, Syngulon, Zoetis...

■ 20 %

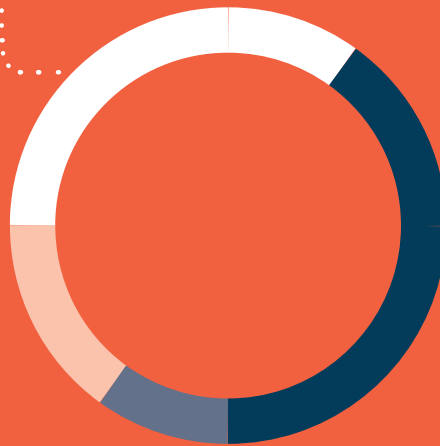
**Pharma, Medtech, IVD companies**

AstraZeneca, Bio-Rad ABD Serotec, Boehringer Ingelheim, GSK, Ipsen Innovation, J&J Innovation, Lilly, Merck, Novartis, Novo Nordisk, Pfizer, Roche, Sanofi...

■ 10 %

**Investors, Professional services & Consulting**

Absiskey, Alma Consulting, De Gaulle Fleurance & Associés, Erdyn, Index Ventures, Karolinska Development, Lonza, Quintiles...



## 48 hours to find the perfect match and speed up innovation



**Identify**

your potential partners



**Pre-schedule**

your meetings



**Meet**

with high-level international actors

Through the business convention, BioFIT enables its attendees to meet during pre-screened one-to-one meetings in order to engage new partnerships, foster the emergence of collaborative projects and boost up licensing deals.

Thanks to the renowned software partneringONE, powered by EBD Group, BioFIT's participants will get the chance to meet up to 30 potential partners over 2 days.

powered by

**partneringONE®**

a product of **EBD GROUP**

# TechnoMarket & Presenting Technologies

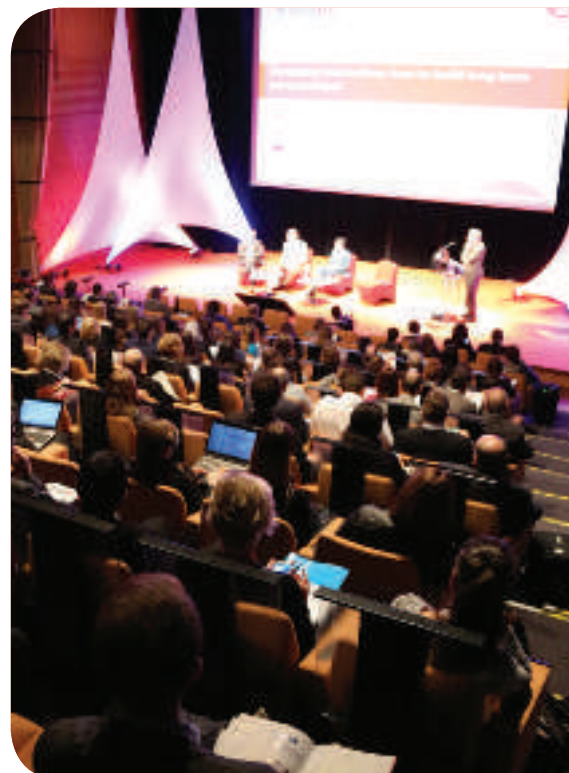


## You have an innovative product or technology ?

The SATT network (the association of the French TTOs) & BioFIT launch the TechnoMarket & Presenting technologies sessions aiming at fostering alliances and business development opportunities on innovative projects related to human or animal health in the following categories:

- Cardiometabolic diseases
- Devices / Imaging
- Immunology / Oncology
- Infectious diseases / Vaccines

Are you stemming from a university or a public research institute ? Apply for the TechnoMarket and Presenting technologies sessions to present an innovative product, technology, knowhow or research result.



**Call for application!**  
Apply online before Mid October

Supported by :



# CONFERENCE PROGRAM

## PLENARY SESSION

### " Who drives innovation in life sciences: academia or industry? "

**Jochen Maas**   
General Manager, Research & Development Germany, Sanofi

**Marisol Quintero**   
CEO, BioOncotec

**John Carroll**   
Editor-in-chief, FierceBiotech

**Kurt Hertogs**   
Head Platform Innovation & Incubator Strategy , Johnson & Johnson



### Track 1

### " Best practices in collaborative research "














#### INTRODUCED BY

##### Adrian CARTER

Corporate Vice-President, Global Research Networking, Boehringer Ingelheim (DE)

" Recent developments such as mobile health devices and big data are transforming the way we translate medical advances into new medicines. This track highlights how academia and industry are taking a more open and networked collaboration approach to improve the quality and richness of biomedical research. "

#### THEY WILL SHARE THEIR EXPERIENCE :

-  Emmanuel Hanon, Senior Vice President, Head of Vaccine Discovery & Development GSK
-  Max Fehlmann, CEO, Neomed
-  Jon de Vlieger, Call Director of the European Lead Factory, TI Pharma
-  Ulf Nehrbass, Director, Ksilink
-  Hitesh Sangane, Director Emerging Innovations group, AstraZeneca
-  Isabelle Dieuzy, Director Strategic Alliances, Zoetis
-  Magda Chlebus, Director Science Policy, IMI/EPPIA
-  Lee Wen Hwa, Alliance Manager Director, SGC
-  Huseyin Firat, CEO, Firalis
-  Jan van Schueren, Discovery Site Head, Galapagos
-  Jutta Roth, Business Development Manager, University of Oxford
-  Maria Bobadilla, Senior Director, Extending Innovation Network, Roche



## Track 2

# " Key issues in licensing and tech transfer "



### INTRODUCED BY

#### Ivan BAINES

Chief Operating Officer, Max Planck Institute of Molecular Cell Biology and Genetics (DE)

" Pharma and biotech are looking increasingly towards academia for open innovation, explorative research and early stage discovery. But is academia prepared? Are there the models and mechanisms in place for sufficiently professionalized licensing and technology transfer? What about spin-outs and start-ups? Are the founding terms reasonable or a kiss of death? This track will challenge the current status of academia – industry relations "

### THEY WILL SHARE THEIR EXPERIENCE :



Mike Johnson,  
Kishna Kalicharran,

Divisional Director, MRC Technology  
Executive Director External Alliances,  
MerckSerono



Koen Dewaele,  
Christian Stein,

CEO, ADX Neurosciences  
President, ASTP-Proton



Jaromir Zahradka,  
Cécile Théard-Jallu,

Business Development Manager, IOCB TTO  
Partner Attorney,



Carl Jessop,  
Martin Cadman,  
Matthias Stein-Gerlach,

De Gaulle Fleurance et Associés  
Due Diligence Director, AstraZeneca

Scientific Licensing Director, GSK  
Patent & Licensing Manager, Max-Planck-Innovation



Erik Vane,  
Philippe Borne,

General Manager, ASTP-Proton  
Regional Representative in Strasbourg,  
INPI Alsace



Diane Seimetz,  
Timo Minssen,

Co-Founder, Biopharma Excellence  
Associate Professor, University of Copenhagen



## Track 3

# " Early stage innovation: identify the right funding sources "



### INTRODUCED BY

#### Gunilla EKSTRÖM

Vice President Operations,  
Karolinska Development (SE)

"It is critical to find funding for early stage innovation, and it is challenging to know what sources are available. Funding in the future will most certainly look different from today. What are the trends? It is therefore important to learn from others, to get inspiration, and to get ideas on different solutions both in the US and Europe."

### THEY WILL SHARE THEIR EXPERIENCE :



Sara Nunez-Garcia,  
Garold Breit,  
YenChen Huang,

Associate, Sofinnova  
CEO, Breit Ideas

Senior Assistant VP, Diamond Capital  
Scientific Director, AFM-Téléthon



Serge Braun,  
Robin Rasor,

Managing Director of Licensing,  
University of Michigan



Olivier Arnaud,  
Sohini Chowdury,

European Director of Research, JDRF  
Senior Vice President, Research Partnerships,  
The Michael J. Fox Foundation



Mohammed Charki,  
Cormac Sheridan,

Research & Development Partnerships  
Director, Sanofi  
Journalist, BioWorld Today

# Day one

Tuesday,  
December 1<sup>st</sup>

Conferences					
	TRACK 1: Best practices in collaborative research	TRACK 2: Key issues in licensing and tech transfer	TRACK 3: Early stage innovation: identify the right funding sources	TechnoMarket & Presenting Technologies session	Partnering
8:30 am 9:00 am	Registration and Exhibition opening/ Welcome coffee				
9:00 am 10:30 am	Getting close to the action: new collaborative models to source innovation				One-to-one meetings
10:30 am 10:45 am	☕ Coffee break				
10:45 am 12:30 pm	PLENARY SESSION: Who drives innovation in life sciences: academia or industry?				
12:30 pm 2:00 pm	🍴 Lunch				
2:00 pm 3:30 pm	How can Open Innovation be a powerful driver for the OneHealth dynamics?	Shaping the future of Open Innovation: does the IP legal framework need a remodeling?	US vs Europe vs Asia: how do VCs asses risk?	Presenting	One-to-one meetings
3:30 pm 4:00 pm	☕ Coffee break				
4:00 pm 5:30 pm		Networks and alliances with the industry: how can TTOs contribute to their success?	The funding challenge: find alternative approaches to financing innovation	Presenting	
7:00 pm	🍷 BioParty				



# Day two

Wednesday,  
December 2<sup>nd</sup>

Conferences					
	TRACK 1: Best practices in collaborative research	TRACK 2: Key issues in licensing and tech transfer	TRACK 3: Early stage innovation: identify the right funding sources	TechnoMarket & Presenting Technologies session	Partnering
8:30 am 9:00 am	Registration and Exhibition opening/ Welcome coffee				
9:00 am 10:30 am		University spin-offs: how to optimize the business and university interests/ is it easy to balance?	How to partner more efficiently with patient groups, charities & foundations?	Presenting	One-to-one meetings
10:30 am 11:00 am	☕ Coffee break				
11:00 am 12:30 pm		Capacity building by ASTP-Proton	Does crowdfunding have a place in drug development?	Presenting	
12:30 pm 2:00 pm	🍴 Lunch				
2:00 pm 3:30 pm	Precompetitive collaborations: sharing knowledge, but is there a tangible outcome?	How to implement and perform effective due diligence?			
3:30 pm 4:00 pm	☕ Coffee break				
4:00 pm 5:30 pm	Four hands on the steering wheel: How are academia? industry alliances managed?				

# Hosted events

Several events running the day before and during BioFIT will bring together stakeholders in Animal and Human health, diabetes and innovation related services.



**SIMV**  
R&D DATING FOR  
**ANIMAL HEALTH**  
AND INNOVATION

**December 1<sup>st</sup> & 2<sup>nd</sup>, 2015**

2 days of networking and face-to-face meetings between research departments of the veterinary medicine & diagnostics industry and public research, as well as biotechnology companies. Initiated by SIMV, the French syndicate for the animal health industry.

**150 delegates / 30 companies**  
**/ 40 academic teams**





## November 30<sup>th</sup> to December 2<sup>nd</sup>, 2015

A one-day conference on November 30<sup>th</sup> organized by the French Association of Outsourcing and Innovative Companies to enhance sustainable collaboration between European industrial life sciences and R&D stakeholders. 2 days of partnering during BioFIT on December 1<sup>st</sup> & 2<sup>nd</sup>.

**100 delegates/ 50 companies**

**Extra fees will be applied to access AFSSI conference's on November 30<sup>th</sup>**



# BioValley Day

## November 30<sup>th</sup>, 2015

International Life Sciences players will have the opportunity to discover some of the most innovative academic and industrial actors from the Franco-German-Swiss

BioValley region:

- World-class research institutes
- Innovative practices and trends in minimally and image-guided surgery
- 15 promising Life Sciences start-ups looking for funding

**70-100 participants**

# IDEA Summit

STRASBOURG - 2015

Nov. 30<sup>th</sup> & Dec. 1<sup>st</sup>

## Innovation in Diabetes: European Action Summit

### ..... What is IDEA Summit? .....

Unique European event initiated by Lund University Diabetes Centre, AstraZeneca, Sanofi, Novo Nordisk, but also supported by Ascenion, Lilly and Genfit, IDEA Summit is dedicated to academia-industry collaborations and technology transfer in the field of Diabetes. It brings together Pharma, Biotech, TTOs, Academic Scientists and non-profit Organizations to foster innovation by bridging the industry/academia gap and stimulating collaborative research.

### ..... IDEA Summit offers: .....

- **November 30<sup>th</sup>:** a conference program focused on collaborative research, patient empowering and latest innovations in the field of diabetes
- **December 1<sup>st</sup>:** one-to-one partnering meetings provided by BioFIT which enabling Pharma, Biotech, TTOs & Academic Scientists to explore licensing & collaborative opportunities
- **December 2<sup>nd</sup>:** possibility to continue the partnering activity with BioFIT

### ..... Organized by: .....



# Preliminary Conference Program

Conference 1 .....

**" Pre-competitive consortia & bilateral collaborations:**

are these classic models enough to speed up innovation? "

Conference 3 .....

**" Patient empowering:**

how can they get more involved in future treatment solutions and funding diabetes research? "

Conference 2 .....

**" How to bridge the gap between research and clinic:**









an overview of national initiatives "

Conference 4 .....

**" Most successful/innovative start-ups & SMEs in 2014/2015 in diabetes:**

find out their success story and financing map "

## They will share their experience .....

-  **Anke Schulte**, Head of Islet Biology , Diabetes Division, Sanofi
-  **Bernard Thorens**, Professor, University of Lausanne
-  **Karin Conde-Knape**, Vice President of Cardiovascular & Metabolic Scientific Innovation, J&J Innovation
-  **Stefanie Possekel**, Director Technology Management, Ascenion
-  **Thomas Gunnarsson**, Project Manager, Lund University Diabetes Centre
-  **Soffia Gudbjörnsdottir**, Director, Swedish National Diabetes Register
-  **Magda Gunn**, Scientific Project Manager, IMI - Innovative Medicines Initiative
-  **John Carroll**, Editor-in-Chief, FierceBiotech

Learn more about the event, conferences and speakers:

[www.idea-summit-diabetes.com](http://www.idea-summit-diabetes.com)

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Biotech Entrepreneurs

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TECHNOLOGIESTIFTUNG  
BioMed FREIBURG

## Institutional Partners

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### EVENT VENUE

Strasbourg Convention Centre  
Palais de la Musique et des Congrès  
Place de Bordeaux  
67082 Strasbourg, France



## REGISTRATION FEES (EXCL. VAT)

Mature company	€1,199
TTO / Research institute / Cluster / Association	€1,019
Emerging company ( $\leq 3$ years old) or SME ( $\leq 5$ employees)	€479
Academic scientist	€399

[WWW.BIOFIT-EVENT.COM](http://WWW.BIOFIT-EVENT.COM)