



**Biofit** FOSTERING  
INNOVATION  
& TRANSFER

A 360° approach to source early-stage  
innovations in Life Sciences

**AGENDA**

6<sup>th</sup>  
edition

& 28<sup>th</sup>  
29<sup>th</sup>  
NOVEMBER  
2017



Alace

Strasbourg  
europtimjst

**Strasbourg**

France

Organised by



eurasanté  
Invest for Success



NHL  
CLUSTER  
NANOPHARMACEUTICALS



Alace  
BioValley

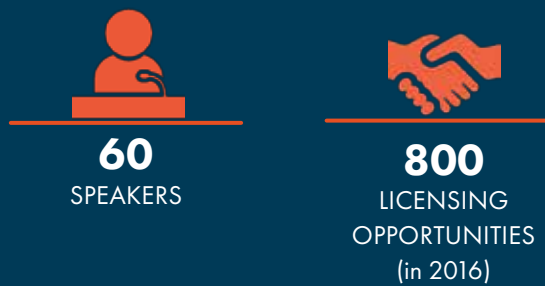
With the support of



CONNECTUS  
EUROPEAN CLUSTER

# BIOFIT AT A GLANCE

BioFIT is the leading partnering event in Europe for technology transfer, academia-industry collaborations and early-stage innovation in the field of Life Sciences. BioFIT is also the marketplace for pre-seed, seed and Series A investment in Life Sciences.



## THEY SUPPORT US

### SPONSORS



### SUPPORTERS



### MEDIA PARTNERS



# THE ORGANISERS

## EURASANTE

Eurasanté is both an incubator, a technology transfer tool, as well as a cluster manager in the fields of biotech, nutrition and healthcare in Northern France. It assists French and foreign companies, entrepreneurs, scientists and clinicians in their innovation and development projects.

The regional network includes around 1,000 organisations working in the field of Life Sciences and Healthcare. It benefits from an exceptional location in the heart of Europe (near Paris, London, Brussels...). The Biology Health Nutrition sector in Hauts-de-France region gathers a total of 28,000 employees, including 22,000 directly involved in the Nutrition / Health sector. Eurasanté also promotes the Eurasanté Bio-business Park which already hosts 7 hospitals, 4 universities, 7 specialised schools, more than 150 companies and 50 laboratories. In addition, Eurasanté organises 4 international partnering events which aim to increase and improve interactions between academia and industry.

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



## THE NHL CLUSTER

The Nutrition Health Longevity (NHL) Cluster is a dynamic network focusing on today's main health issues at the crossroads of health, biotechnology and nutrition.

The NHL Cluster aims to federate public and private partners around R&D projects leading to innovative products in the fields of nutrition and health.

The NHL Cluster focuses on the fields of prevention and treatment of life-style related diseases, such as metabolic and cardiovascular pathologies, neurodegenerative diseases and inflammatory bowel diseases. Its objective is to gather and support players from the health and food sectors in designing, developing and financing products and processes of the future.

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



## ALSACE BIOVALLEY

As a French world-class cluster dedicated to therapeutic innovations, Alsace BioValley is the one-stop contact to optimise any R&D development or business project in Europe, both in drug development and medical technologies. Located in Eastern France, 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 or academics 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 Eastern France. Alsace BioValley has also agreements with BioWin (Wallonia), CQDM (Quebec), JBA (Japan Bioindustry Association), Biopro (Germany) and Basel Area (Switzerland).

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

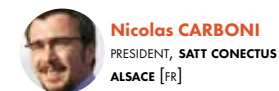


# THE STEERING COMMITTEE

### PHARMA, BIOTECH



### ACADEMIA, TTOs

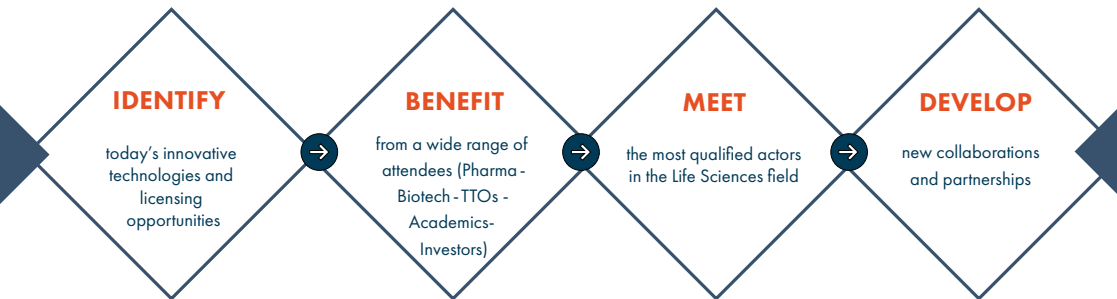


### ASSOCIATIONS, CLUSTERS, INVESTORS & LAW FIRMS



# PARTNERING

48 hours to meet your future project partners,  
accelerate innovation and get financed



## Who will you meet?



30% TTOs, Research institutions, Academics



20% Pharma & Diagnostic companies



20% Emerging biotech companies



15% Preclinical CROs



10% Pre-seed, seed and Series A investors



5% Professional services, consulting and law firms

# PRESENTATION SESSIONS

## The early-stage innovations you need

The BioFIT presentation sessions offer the opportunity to detect the most innovative and promising start-ups, R&D projects and licensing opportunities in order to foster partnerships and business development in the Life Sciences sector.

### Start-up Slams

The Start-up Slams are dedicated to **young entrepreneurs** (< 5years) who have created or are about to create an innovative company. The selected applicants will receive **speed-mentoring** from a jury of experts.

### Licensing Opportunity Presentations

The Licensing Opportunity Presentations are dedicated to **TTOs, universities** or related structures that have **ready-to-be-licensed technologies**. The aim of this session is to foster alliances and business development opportunities on innovative projects stemming from academia.



Apply



Be selected



Pitch

The partnering at BioFIT is powered by **partneringONE™**  
A service of **EBD GROUP**

## Track 1

### ***New players involved in innovation in the health sector***

Big data and health IT companies provide key expertise to potentially increase efficiency in the discovery, preclinical and clinical stages of development. What will be their position and involvement in the therapeutic innovation chain: Will they participate or lead? Examples of collaborations between biotech, pharma and academic research will be highlighted. However, these new players don't only originate from the big data sector, they also come from various areas such as animal health or e-health.

## Track 2

### ***Nurturing and licensing early-stage assets***

Early-stage assets evolve in an ecosystem in which TTOs, scientists and entrepreneurs are closely connected. This subject will focus on assessing opportunities in licensing early-stage projects, discussing the mentoring role of TTOs and exploring the scientists' commitment. It aims to underline the difficulties for maturing early-stage assets. How can we transform science into business more frequently and efficiently?

## Track 3

### ***Bioentrepreneurs' challenges at pre-seed, seed and Series A stages***

The right mindset, a solid presentation and business model are not the sole requirements that bioentrepreneurs must fulfil at pre-seed, seed and Series A stages. What are the expectations of project maturity from seed investors in 2018? How often are new types of early-stage investors involved in financing rounds (including philanthropic and specialised ventures)? How does the angels/seed investors relationship work? Are there increasing interactions and partnerships between pharma and VCs at these initial stages?

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Informa [UK]

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Managing Director,  
Veneos [DE]

**Toby Reid,**  
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BioCity [UK]

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**Pierre Bélichard,**  
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**Eric Halioua,**  
CEO, PDC\*line Pharma [BE]



# DAY ONE Tuesday 28<sup>th</sup> November

8.30 am 9.30 am	REGISTRATION AND WELCOME			
	Conferences and roundtable discussions	Presentation sessions	Partnering	Hosted event <small>SIWV R&amp;D DATING FOR ANIMAL HEALTH AND INNOVATION</small>
9.30 am 11.00 am	How can collaborations in rare diseases be an asset in a highly competitive yet fast moving market?	Shared risk or competition for emerging assets: How should the pharma-VC relationship function?	Licensing Opportunity Presentations	R&D dating for animal health and innovation
11.00 am 11.30 am	NETWORKING BREAK		One-to-one meetings	BREAK
11.30 am 1.00 pm	<b>PLENARY SESSION</b> How can we overcome the shortage of bioentrepreneurs in Europe?			
1.00 pm 2.30 pm	LUNCH		One-to-one meetings	LUNCH
2.30 pm 4.00 pm	Exploring the growing relationship between pharma, digital health companies and data providers	Assessing the opportunity for licensing early-stage projects		Start-up Slams
4.00 pm 4.30 pm	NETWORKING BREAK		One-to-one meetings	BREAK
4.30 pm 6.00 pm	Focused therapeutic funds: Is this the new trend in financing early-stage innovation?	Licensing Opportunity Presentations		
7.00 pm	BIOPARTY			

# DAY TWO Wednesday 29<sup>th</sup> November

8.30 am 9.00 am	REGISTRATION AND WELCOME			
	Conferences and roundtable discussions	Presentation sessions	Partnering	Hosted event <small>SIWV R&amp;D DATING FOR ANIMAL HEALTH AND INNOVATION</small>
9.00 am 10.30 am	How are collaborations key to improve innovation in metabolic diseases?	How to keep the founding scientists committed?	Start-up Slams	R&D dating for animal health and innovation
10.30 am 11.00 am	NETWORKING BREAK		One-to-one meetings	BREAK
11.00 am 12.30 pm	How can animal and human innovation/applications be mutually beneficial?	Where will European pre-seed, seed and Series A investment go in 2018?		Licensing Opportunity Presentations
12.30 pm 2.00 pm	LUNCH		One-to-one meetings	LUNCH
2.00 pm 3.30 pm	Which role to play for the TTO in the early development of the spin off?			Start-up Slams
3.30 pm 4.30 pm	How can we define a mutually beneficial collaboration between a start-up and the originating academic institution?			R&D dating for animal health and innovation





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

BioFIT will host the 3<sup>rd</sup> edition of the “R&D dating for Animal Health and Innovation”, initiated by the French association for the animal health industry (SIMV) on 28<sup>th</sup> and 29<sup>th</sup> November 2017, in Strasbourg.

Today, public-private and private-private partnerships are thought to be the needed leverage for innovation. Hence, the SIMV (the French association for the animal health industry) launched the “R&D dating for Animal Health and Innovation” which aims at initiating high-level exchanges between the research departments of the veterinary medicine and diagnostics industry and public research, as well as biotechnology companies (start-ups).

By enabling face-to-face encounters, the event will enhance the visibility of cutting-edge research in France and in Europe, encourage investments and lead to therapeutic innovation.

Organised by



# BioParty

28<sup>TH</sup> NOVEMBER

Palais de la Musique  
et des Congrès

From 7.00 PM



Cocktail



Networking

Dancing



FOLLOW THE RHYTHM AND  
ENJOY YOUR NETWORKING EVENING

Free for all BioFIT registrants

## REGISTER NOW FOR BIOFIT 2017

### REGISTRATION FEES (excl. VAT)

	EARLY BIRD before 30 <sup>th</sup> June included	REGULAR FEE from 1 <sup>st</sup> July until 29 <sup>th</sup> October included	LATE REGISTRATION from 30 <sup>th</sup> October
Mature company (> 5 years old)	€ 959	€ 1,199	€ 1,319
Investor (pre-seed, seed or Series A)	€ 959	€ 1,199	€ 1,319
Cluster   Association	€ 816	€ 1,019	€ 1,121
TTO   Research institution	€ 639	€ 779	€ 879
Emerging company (≤ 5 years old) or SME (≤ 5 employees)	€ 384	€ 479	€ 527
Academic scientist	€ 319	€ 399	€ 439

### EXHIBITION FEES (excl. VAT)

Gain visibility by exhibiting on a fully equipped booth within the exhibition area and hold your one-to-one meetings on your own stand

Equipped booths:

6 m <sup>2</sup>	9 m <sup>2</sup>	12 m <sup>2</sup>	18 m <sup>2</sup>
€ 2,200 (1 partnering pass incl.)	€ 3,300 (1 partnering pass incl.)	€ 4,400 (1 partnering pass incl.)	€ 6,600 (2 partnering passes incl.)

### SPONSORSHIP OPPORTUNITIES (excl. VAT)

Discover the sponsorship opportunities and maximise your presence:



**Gold Sponsor**  
€ 15,000



**Silver Sponsor**  
€ 9,000



**Bronze Sponsor**  
€ 6,000

There are many additional  
visibility opportunities, please  
contact us for a tailored offer.





## EVENT VENUE

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

**[www.biofit-event.com](http://www.biofit-event.com)**



**@BIOFIT\_EVENT**

## CONTACTS

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## STRASBOURG AND THE GRAND EST REGION:

### HOTSPOT FOR LIFE SCIENCES INNOVATIONS

The heartbeat of the Rhine basin and the Grand Est region, Strasbourg occupies a strategic position at the crossroads of France, Germany and Switzerland. The region and city's growth is driven by an innovative economy and world class universities which work closely with the industry. Strasbourg is located in the famous French-German-Swiss BioValley, which is host to almost half of the world's leading pharmaceutical companies (Lilly, Sanofi, Novartis...). It is a unique concentration of actors of excellence in Life Sciences and Health. Renowned companies, world-class research institutes and scientific award winners share their expertise in areas such as medical and surgical robotics, minimally invasive surgery, genetics and molecular and cell biology, neuroscience, chemistry or biomaterials. All these players benefit from many advantages of an ecosystem boosted by Alsace BioValley, a world-class cluster which actively supports therapeutic innovation projects, whether they are related to new drugs or medical technologies.



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