

SAVE THE DATE



**Biofit**

FOSTERING  
INNOVATION  
& TRANSFER

The leading European partnering event  
for early-stage deals and investment  
rounds in the Life Sciences field

Digital Meetings  
Days:

December  
11<sup>th</sup> & 12<sup>th</sup>, 2024

December  
3<sup>rd</sup> & 4<sup>th</sup>, 2024  
**LILLE**



**13<sup>TH</sup> EDITION**

Institutional partners:



With the support of:

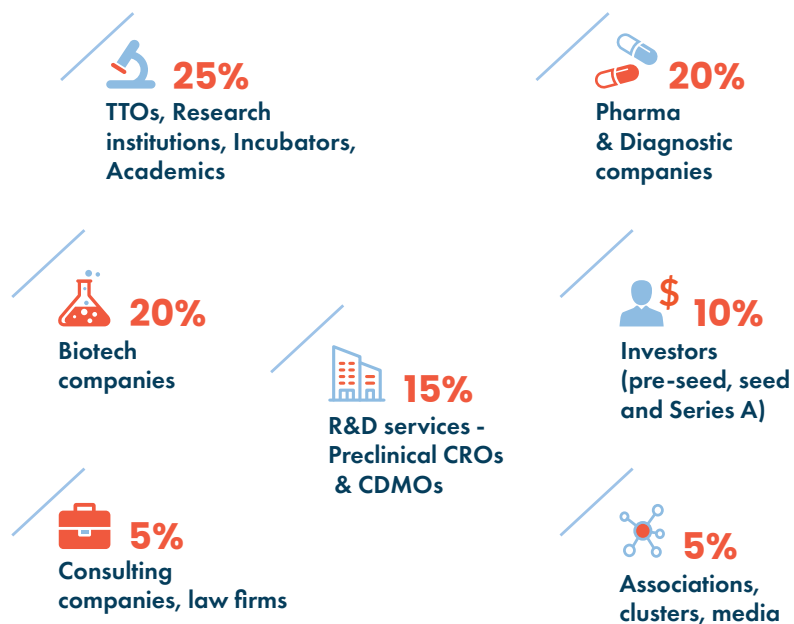
# BIOFIT AT A GLANCE

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

BioFIT provides the ideal environment to build partnerships, source innovative and competitive early-stage R&D projects, foster the emergence of collaborative projects, increase licensing opportunity, obtain funding and facilitate market access.



## Who will you meet?



# STEERING COMMITTEE

## PHARMA, BIOTECH



**Damien Chopy**  
Senior Director, Business Development  
Roche Pharma Partnering



**Florence Dal Degan**  
Senior Director, External Innovation,  
Rare Diseases and Neuroscience  
IpSEN



**Julie Edwards**  
Director, Alliance Management  
Boehringer Ingelheim



**Guy Hélin**  
Co-founder & CEO  
Syngulon



**Sebastian Karrer**  
Head of Business Development and  
Licensing Region Europe & EMEA  
Bayer



**Chloé Leprêtre**  
Head of Search & Evaluation  
Servier



**Alain Martelli**  
Emerging Science Lead, France  
Pfizer



**Marie-Ange N'Zoutani**  
Head of Acceleration Office  
Sanofi



**Steve Nanchen**  
Senior Director, Head External Innovation  
Elanco Animal Health



**Hervé Poulet**  
Director, Strategic Partnering  
Boehringer Ingelheim Animal Health



**Niharika Sharma**  
Principal, Corporate Development  
Roivant Sciences



**Philippe Verwaerde**  
CEO & Chief Scientific Officer  
Alzproctel



**Joachim Vogt**  
Director, Search and Evaluation,  
Western Europe  
AbbVie

## ACADEMIA, TTOS



**Hervé Ansanay**  
BIOTECH Sector Manager – Industrial  
Partnerships Department  
Réseau SATT



**Jürgen Bauer**  
Deputy Managing Director  
EMBLEM Technology Transfer



**Garold Breit**  
CEO  
Breit Ideas LLP



**Jean-Luc Chagnaud**  
Head of Business Development in  
Health Innovations  
Aquitaine Science Transfert



**Esther Lange**  
Industry Liaison Manager  
Ascension

## INVESTORS



**Clément Bertholet**  
Partner  
AdBio Partners



**Frank Hensel**  
Principal  
High-Tech Gründerfonds



**Jérôme Majoie**  
General Manager  
Foumier-Majoie Foundation



**Juliette Lee**  
Associate  
EGT Life Sciences Dementia Fund



**Daniel Parera**  
Senior Advisor  
Kurma Partners  
& Co-Founder, CEO & CMO  
IcanoMAB

## ASSOCIATIONS, CLUSTERS



**Caroline Dreyer**  
General Manager  
BioValley France



**Yohan Grosjean**  
Communication Officer  
AFSSI - The French association of  
outsourcing and innovative companies



**Jean-Louis Hunault**  
President  
SIMV - The French association of the  
animal health industry



**Émilie Royère**  
General Manager  
Eurobiomed



**Corinne Szilagy**  
Senior Partner  
Biotech Développement Conseils  
& Member of the Business Development  
Committee  
France Biotech



**Etienne Vervaeck**  
General Manager  
Eurasanté & Clubster NHL

## THEY TRUST US

### PHARMA

AbbVie, Adare Pharma Solutions, AiCuris, Almirall, Asahi Kasei, Astellas Pharma, AstraZeneca, Bayer, Boehringer Ingelheim, Chiesi Farmaceutici, Corden Pharma, Daiichi Sankyo, Delpharm, EA Pharma, Eli Lilly, GlaxoSmithKline, Johnson & Johnson Innovation, JT Pharma, Kyowa Kirin, Ipsen, Merck, Minakem, Mitsubishi Tanabe Pharma, MSD, Novo Nordisk, Ono Pharma, Pfizer, Roche, Servier, Shionogi, Takeda...

### VETERINARY

Altar, Avogadro, Boehringer Ingelheim Animal Health, Ceva, Charles River, Diagnostic for Animals, Elanco, MSD Animal Health, Provaxs, SIMV, Stonehaven Incubate AG animal health, Vetoquinol, Virbac, Zoetis...

### BIOTECH & DIAG

Alzprotect, ACROBiosystems, Alderaan Biotechnology, AM Pharma, Bachem, Biocytogen, BioNTech, Celixir, CellmAbs, Evotec, EUCODIS Bioscience, Fujifilm Diosynth Biotechnologies, Genfit, Innate Pharma, Innovative Diagnostics, Mestag Therapeutics, Nuage tx, PDC\*line Pharma, Roivant Sciences, Syngulon, VECT-HORUS, WhiteLab Genomics...

### TTOS & ACADEMIA

Ascenion, BioAster, BioInnovation Institute, Cancer Research UK, CNRS Innovation, EMBLEM Technology Transfer, Fondazione Telethon, Gustave Roussy Transfert, Imperial College London, INRAE Transfert, Institut Pasteur, IOCB Tech, King's College London, Lead Discovery Center, Oncode Institute, Réseau LiEU, SATT Network, Trinity College Dublin, UCL Innovation & Enterprise, UK Dementia Research Institute, University of Oxford, University of Turin, Utrecht University, VIB...

### INVESTORS (PRE-SEED, SEED, SERIES A)

AdBio Partners, Andera Partners, BioGeneration Ventures, Cambridge Innovation Capital, Captech Santé, EQT Life Sciences, European Investment Fund, Forbion, Fund+, GIMV, High-Tech Gründerfonds, INKEF Capital, Jeito, NLC Health, Novo Holdings, Sanofi Ventures, Sofinnova Partners, SV Health investors, Syncona, Thuja Capital, TVM Capital Life Science, V-Bio Ventures...

## OUR SPONSORS

### Platinum sponsor



### Silver sponsors



### Bronze sponsors



### Contributing sponsors



# BIOFIT AT A GLANCE

The 13<sup>th</sup> edition of BioFIT will be a **promising Healthtech and Life Sciences synergy**. We will take it up a notch by organising BioFIT together with large-scale meetings for MedTech and Digital Health players:



**MedFIT**, unique event in Europe for innovation partnerships and investment rounds in the MedTech, Diagnostic and Digital Health sectors. This collaboration will bring together the best of both worlds, providing an unparalleled platform for fostering innovation and making impactful connections. This 8th edition of MedFIT will gather 650 participants from 30 countries.

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



Our latest venture! **MEDigit** will be the European meeting place for Digital Health innovation. As we evolve, we recognise the growing importance and specific challenges of digital health in itself within the industry. That's why we are integrating digital health discussions more deeply into MedFIT, powered by the dynamic force that is MEDigit. 300 attendees are expected for this inaugural edition.

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

## What does this mean for you?

**Enhanced opportunities:** The collaboration with MedFIT means expanded opportunities for early-stage deals and investments across the MedTech spectrum. You'll be able to decide if you want to access networking with MedTech participants as well.

**MEDigit's arrival:** Get ready for a new frontier in digital health innovation! Integrated into MedFIT, MEDigit will be the driving force for discussion, networking and collaboration in the ever-evolving Digital Health landscape.

**A complete experience:** The 2024 edition of BioFIT will be a seamless blend of Life Sciences, MedTech, and Digital Health, offering you a comprehensive experience like never before.

*By taking part in both events, BioFIT and MedFIT 2024, you benefit from a special rate:*

[www.biofit-event.com/registration-fees-biofit-medfit](http://www.biofit-event.com/registration-fees-biofit-medfit)



# ONE-ON-ONE MEETINGS

4  
DAYS

TO MEET YOUR FUTURE PROJECT PARTNERS, OBTAIN FUNDING AND ACCELERATE INNOVATION

BioFIT's partnering platform is your chance to **make meaningful connections** that could take your projects forward. The partnering activity allows participants to meet each other during **30-minute pre-qualified one-on-one meetings** organised prior to the event.



IDENTIFY



INITIATE



MEET



DEVELOP

In-person meetings on December 3<sup>rd</sup> & 4<sup>th</sup>, in Lille  
Online meetings on December 11<sup>th</sup> & 12<sup>th</sup>



# PROJECT - CEO MATCHMAKING

ARE YOU A BIOENTREPRENEUR SEEKING NEW PROJECTS OR ARE YOU LOOKING FOR A PASSIONATE CEO TO LEAD YOUR PROJECT?

As talented CEOs are often sought after by many players in the biotech industry, the Project – CEO matchmaking activity aims to connect representatives of emerging start-ups, technology transfer offices, incubators, and investment networks with CEOs and aspiring CEOs.

## Find the perfect match:

- Any incubator, technology transfer entity or scientific founder looking for an entrepreneur to lead their innovative projects is welcome to participate in the matchmaking activity to meet with qualified candidates!

You will be visible on the partnering platform, to be contacted by potential CEOs.

- If you are a bioentrepreneur looking for a new project to undertake: Projects looking for a CEO will be visible on the platform and easily identifiable.

## Get inspired:

Having the right team is essential for the development of a biotech project. The Project – CEO matchmaking activity also offers a **conference session** to get inspired and explore the best ways to find the right talents for a successful project:

### The path to becoming a successful CEO: Tips to wannabe founders

Day 2 - Wednesday, December 4<sup>th</sup> | 2.00 - 3.00 pm

For emerging start-ups in the healthcare industry, the journey to success begins with effective leadership. This session will feature MedTech and Biotech CEOs, sharing their journey and insights for aspiring founders seeking to navigate the challenges of start-up leadership.

What are the essential qualities and skills for effective start-up leadership? How to ensure founders are "business ready", especially when coming from academia? How to build the right team that will convince investors? How to work with your board and as them as proper advisors? What are the strategies for attracting and retaining top talents?

# INVESTOR LUNCH

BioFIT has the pleasure to organise an Investor Lunch on:

Wednesday, December 4<sup>th</sup> at 12.30 pm

This dedicated lunch will provide an opportunity for investors to discuss **early-stage investment trends** and exchange views on the **2024 highlights**. Most importantly, this networking time will be the perfect moment to **strengthen co-investment networks**.

*Investors can sign-up online prior to the event and on-site at the partnering desk until December 4<sup>th</sup>.*



# EXHIBITION

If you wish to be recognised as a **key innovation player in the Life Sciences sector**, exhibiting at BioFIT will allow you to:

- **Enhance** your visibility among innovative leaders
- **Maximise** your business opportunities with informal meetings
- **Expand** your network and increase your international presence
- **Highlight** your assets, services and innovations

As an exhibitor, your company description will be displayed on BioFIT's website, on the partnering platform and in the printed programme distributed to all participants at BioFIT.

## By exhibiting at BioFIT,

affirm your commitment to Biotech and Pharma innovation, and stand at the heart of the event to reach a high-quality audience of international industry leaders



# PITCH SESSIONS

## Start-up Slams

The Start-up Slams are a great opportunity for **young companies** (and particularly for start-ups seeking to raise a seed or a Series A financing round) to showcase their project in front of potential partners and investors.

## Collaborative and Licensing Opportunity Presentations

The Collaborative and Licensing Opportunity Presentations enable **TTOs, universities, research institutes and companies** to showcase their early-stage technologies in front of potential partners, in order to entail a collaborative project and/or a licensing deal.

## Animal Health Presentations

Co-organised by:  **SIMV**  
SYNDICAT DE L'INDUSTRIE DU  
MÉDICAMENT ET DIAGNOSTIC VÉTÉRINAIRES

Supported by:  **Boehringer Ingelheim**  **Ceva**  **Elanco**  **zoetis**

The Animal Health Presentations allow **young companies, TTOs, universities, research institutes and companies** to showcase their innovative project in front of potential partners and investors in the Animal Health sector.

Selected candidates will have the chance to be coached and receive valuable feedback from life sciences expert during a warm-up session before the event, to be best prepared to pitch at BioFIT.



The winners will be awarded as the most promising early-stage innovations in Life Sciences and Animal Health

on Wednesday, December 4<sup>th</sup> at 4.30 pm



**APPLY**

Deadline:  
September 26<sup>th</sup>,  
2024

**BE SELECTED**  
by a jury  
of experts

**PITCH**  
during  
BioFIT

# PROGRAMME AT A GLANCE

Tuesday, December 3<sup>rd</sup>

	Conference sessions	Pitch sessions	Partnering	
8.00 am 9.00 am	☕ Welcome coffee		One-on-one meetings	
9.00 am 9.30 am	<b>Keynote session</b> Global investment trends in health industries: 2025 outlook			
9.45 am 10.45 am	Academia-biotech collaborations: An alternative itinerary to foster innovation	Pitch sessions		
10.45 am 11.15 am	Networking break			
11.15 am 12.30 pm	<b>Plenary session</b> Recent trends within dealmaking and investment industry: An increasing Pharma M&A appetite?	Pitch sessions		
12.30 pm 2.00 pm	🍴 Lunch			
2.00 pm 2.45 pm	Navigating a deal structure: Overview, market practices and how to approach	Investors and Animal Health: Expectations and perspectives for 2025		Pitch sessions
3.00 pm 3.45 pm	Information is the key: What should you have ready to present your academic asset to potential industry partners?	Animal health conference sponsored by: <b>zoetis</b>		Pitch sessions
3.45 pm 4.15 pm	Networking break			
4.15 pm 5.00 pm	TTO to TTO collaborations: Examples and success stories of spinning off academic assets from different institutions into a single company	Animal Health Presentations		
5.15 pm 6.00 pm	Gear up for years to come: How to get a 'seedable' company?	Animal Health Presentations		
From 6.45 pm	🍷 BioMed Party			

Wednesday, December 4<sup>th</sup>

	Conference sessions	Pitch sessions	Partnering	
8.00 am 9.00 am	☕ Welcome coffee		One-on-one meetings	
9.00 am 9.30 am	<b>Keynote session</b> The Future of Medicine: Unlocking the potential of data			
9.45 am 10.45 am	Diving into the venture builder model: Unpacking the value proposition in nurturing biotech assets	Pitch sessions		
10.45 am 11.15 am	Networking break			
11.15 am 12.30 pm	<b>Biotech investors' forecast:</b> Where will early-stage investment go in 2025?	Pitch sessions		
12.30 pm 2.00 pm	🍴 Lunch	Investor lunch		
2.00 pm 3.00 pm	A tale of academia-pharma collaborations: What does the story teach us?	The path to becoming a successful CEO: Tips to wannabe founders		Pitch sessions
3.15 pm 4.15 pm	Asset-based vs. technology platform-based start-ups: Analysing investors' preferences and mechanisms in funding			
4.30 pm	🏆 Pitch sessions - Award Ceremony			
6.00 pm				

- ◆ TRACK 1: BEST PRACTICES IN ACADEMIA-INDUSTRY R&D COLLABORATIONS
- ◆ TRACK 2: NURTURING AND LICENSING EARLY-STAGE ASSETS
- ◆ TRACK 3: FROM PRE-SEED TO SERIES A: ACCESSING EARLY-STAGE INVESTMENT
- ◆ TRACK 4: ANIMAL HEALTH HIGHLIGHTS
- ◆ PROJECT - CEO MATCHMAKING

December 11<sup>th</sup> & 12<sup>th</sup>

Online meetings



# CONFERENCE PROGRAMME

## Keynotes and plenary sessions

 **60+** high-level speakers

Steered by its prestigious committee, the BioFIT conference programme is shaped to correspond to the interests of every player in the sector and to meet the expectations of its stakeholders, whose sharp minds operate in the fast-paced Life Sciences sector.

The 2024 programme is rooted in four custom-made tracks, addressing the right funding sources for **early-stage innovation**, **best practices in academia-industry R&D collaborations**, winning ways to **nurture early-stage assets** and **animal health highlights**.

### TRACK 1:

**Best practices in academia-industry R&D collaborations**

### TRACK 2:

**Nurturing and licensing early-stage assets**

### TRACK 3:

**From pre-seed to Series A: Accessing early-stage investment**

### TRACK 4:

**Animal Health Highlights**

### Global investment trends in health industries: 2025 outlook

Day 1 - Tuesday, December 3<sup>rd</sup> | 9.00 - 9.30 am - Keynote session

### Recent trends within dealmaking and investment industry: An increasing Pharma M&A appetite?

Day 1 - Tuesday, December 3<sup>rd</sup> | 11.15 am - 12.30 pm - Plenary session

While deal volumes have slowed down in recent years, in line with the overall M&A activity, deals in the life sciences sector started to pick up again at the end of 2023 and continued in 2024.

Experts will discuss this M&A resurgence and its implications for early-stage deals, funding availability, business development prospects and deal pattern observations. What trends are observed in recent M&A deals? What is the current state of M&As and what patterns can be observed in deal structures? Are deals differing for mid-size companies? What are BD heads observing and how are they responding? What has been the impact of IRA on R&D and M&A strategies? What is the balance between acquisitions and partnerships in global strategies? Is the resurgence of M&A activity creating more opportunities or challenges for early-stage dealmaking? What therapeutic areas have been targeted by M&As and how does it affect biotech in a pre-deal environment? Are investors more likely to take risks earlier on as a result? What will large pharmas and investors be looking for in 2025?

### The Future of Medicine: Unlocking the potential of data

Day 2 - Wednesday, December 4<sup>th</sup> | 9.00 - 9.30 am - Keynote session

# Track 1

## Best practices in academia-industry R&D collaborations

### Academia-biotech collaborations: An alternative itinerary to foster innovation

Day 1 - Tuesday, December 3<sup>rd</sup> | 9.45 - 10.45 am - Panel discussion

Academia and industry have been joining their strengths through collaboration deals to bring cutting-edge research to life as practical innovations. While pharma companies are often considered as the go-to partner for collaborations, biotech can also serve as strategic partner in bringing academic projects to light.

What are the differences between collaborating with biotech vs big pharmas? What advantages does partnering with a biotech offer? How can academic assets spark the interest of biotech? From an academic perspective, what defines the right biotech partner? What are the current challenges for academia and biotech when working side by side?

### A tale of academia-pharma collaborations: What does the story teach us?

Day 2 - Wednesday, December 4<sup>th</sup> | 2.00 - 3.00 pm - Case studies

Throughout the years, academia-pharma collaborations have enabled the translation of insights into therapeutics that impact patients' lives for the better. In this session, the experts will analyse success stories of collaboration deals to try and draw some guidance.

Which success stories have made their mark in the recent history of academia and pharma partnership and what can we learn from them? Is there a common pattern between these collaborations? What challenges did these partnerships come across and how did they overcome them? What best practices can TTOs draw from these academia-pharma collaborations?

## Nurturing and licensing early-stage assets

# Track 2

### Navigating a deal structure: Overview, market practices and how to approach

Day 1 - Tuesday, December 3<sup>rd</sup> | 2.00 - 2.45 am - Toolbox session

Discussing the landscape of deal structures in the biotech industry, experts will provide their experience in deal-making and asset-licensing. What are the different deal structures? Has there been any innovative and less conventional deal structure types in the past few years for licensing early-stage assets to big pharma? How do deal structures vary based on the area of technology or therapeutic indication, and what factors influence their adoption? What considerations should biotech or TTOs take into account when exploring deal structures with pharma? How will Pharma select potential assets in the future? What are the key points of a successful deal? What best practices can we learn from the recent years and what advice can the experts offer to the newcomers in the sector?

### Information is the key: What should you have ready to present your academic asset to potential industry partners?

Day 1 - Tuesday, December 3<sup>rd</sup> | 3.00 - 3.45 pm - Panel discussion

Effective communication and presentation of academic assets are essential for engaging potential partners. At what point is a university research asset considered ready to seek potential partners? What information is essential for effectively presenting to industry? How do research and development teams evaluate opportunities and assess the potential value of academic assets? What are the respective roles of the researcher and the university in the preparation process?

### TTO to TTO collaborations: Examples and success stories of spinning off academic assets from different institutions into a single company

Day 1 - Tuesday, December 3<sup>rd</sup> | 4.15 - 5.00 pm - Case studies

This session intends to explore technology pooling between TTOs and how they are working together on innovative assets. What motivates TTOs to collaborate on spinning off academic assets? Which feedback can we get from experience: what works, what doesn't, for which kind of assets? How to overcome the challenge of different organisation working under a license?

### Diving into the venture builder model: Unpacking the value proposition in nurturing biotech assets

Day 2 - Wednesday, December 4<sup>th</sup> | 9.45 - 10.45 am - Panel discussion

The venture builder or start-up studio model has gained prominence in nurturing early-stage biotech assets, offering a unique approach to supporting innovation. What distinguishes them from more traditional incubators and accelerators? Is there really a single start-up studio model? How do they collaborate with academic institutions, research organisations, and industry partners? How do venture builders effectively add value to early-stage biotech companies and has this proven effective? What are the challenges and limitations of the model?

## Track 3

### From pre-seed to Series A: Accessing early-stage investment

#### Gear up for years to come: How to get a 'seedable' company?

Day 1 - Tuesday, December 3<sup>rd</sup> | 5.15 - 6.00 pm - *Toolbox session*

Pre-seed funding is the very first stage for founders to test their hypothesis and prepare for the next round of funding. Yet, at these early-stage times, there is more needed than just good data for companies attract investors. This panel will try to provide the necessary ingredients to the funding recipe for early-stage companies.

What are investors looking for in a successful pre-seed company? What role TTOs and incubators play in supporting biotech at the pre-seed financing stage? How to prepare for your first round of financing? What are the investors' expectations in terms of governance? How to build an early-stage biotech dream team and set a healthy ground ready to handle the future ups and downs?

#### Biotech investors' forecast: Where will early-stage investment go in 2025?

Day 2 - Wednesday, December 4<sup>th</sup> | 11.15 am - 12.30 pm - *Panel discussion*

It's time for an end-of-year review of biotech investing: expert investors share the trends they saw for 2024 and the deals that made a difference. Was 2024 a good year for early-stage investing? Where did larger funds' money go? What was the geographical diversity of early-stage deals? What's under and on the radar? What can we expect in 2025? Which therapeutic areas will attract or increase VC interest?

#### Asset-based vs. technology platform-based startups: Analysing investors' preferences and mechanisms in funding

Day 2 - Wednesday, December 4<sup>th</sup> | 3.15 - 4.15 pm - *Panel discussion*

Biotech start-ups may adopt different business models, either focusing on developing specific assets or leveraging technology platforms to address multiple indications. What are the key differences between asset-based and technology platform-based start-ups, and how do they impact investors' perceptions and preferences? What are the advantages and challenges of each business model from an investment perspective, and how can entrepreneurs effectively communicate their value proposition to investors? How do funding mechanisms vary and what implications do they have for entrepreneurs?

## Animal Health Highlights

## Track 4

### Investors and Animal Health: Expectations and perspectives for 2025

Day 1 - Tuesday, December 3<sup>rd</sup> | 2.00 - 2.45 pm - *Panel discussion*

Co-organised by:  **SIMV**  
SYNDICAT DE L'INDUSTRIE DU  
MÉDICAMENT ET DIAGNOSTIC VÉTÉRINAIRES

Supported by:  **Boehringer  
Ingelheim**  **Ceva**  **Elanco**  **zoetis**

Animal health market is influenced by the demand of sustainable products, the ongoing search for more efficiency, safety and quality, as well as the demographically-influenced consumer behaviour towards animal health services. Investors will discuss current animal health investments, their roadmap and what is needed for projects to reach their interest.

What is the state of market dynamics in animal health investments and how does it impact investors' perspectives? How can the sector become more appealing to investors? What drives the interest for investment and what are the key points of an attractive project? What criteria do investors prioritise and how can companies reach them? What are the trends for 2025 and beyond?

### The Ageing of Man and Animal: Crafting longer, happier and healthier lives for an ageing population of Pets and People through collaborative translational approaches

Day 1 - Tuesday, December 3<sup>rd</sup> | 3.00 - 3.30 pm - *Panel discussion*

Sponsored by:  **zoetis**

Zoetis, the world's leading animal health company, invites you to explore how human and animal health can converge for the mutual benefit of people and companion animals. While technological advancements in human and veterinary nutrition and medicine have helped to extend the lifespans of humans and pets alike, with a larger population of elderly patients we witness a corresponding rise in the incidence of certain chronic and age-related health conditions. Innovative solutions to enhance the care and quality of life for both people and our animal companions are more necessary than ever. This session will explore how cutting-edge innovations in human medicine can be harnessed to enhance the quality of life of aging pets, and how data generated in animal patients can accelerate the development of human medicines. As we delve into the shared pathways of chronic diseases between pets and people, we will discuss the potential for startups and innovators in the human health sector to contribute to the progression of veterinary medicine while creating additional revenue streams for their businesses. We will discuss the scientific and regulatory parallels that guide the development of medicines across both industries, emphasizing the mutual benefits that arise from this interdisciplinary approach. Join us to discover how the latest breakthroughs in human health can pave the way for transformative therapies in animal care, ultimately leading to a longer, happier and healthier future for our cherished four-legged companions.

# SPEAKERS

Over 60 international speakers will share their vision and experience. Among them:

## Farzad Abdi-Dezfuli

Partner  
Sarsia 🇩🇪

## Paul Bravetti

CEO  
Brenus Pharma 🇮🇹

## Ester Caffarel-Salvador

Director, Strategic Innovation, Rare Diseases  
Chiesi USA 🇺🇸

## Shobhit Dhawan

Fund Manager  
Oncode Bridge Fund 🇮🇳

## Matthieu Flourakis

Team Lead "Strategic Partnerships & Stakeholder Management" & Senior Project Manager  
Akkodis 🇮🇹

## Emma Gasol

Partner  
AdBio Partners 🇮🇹

## Markus Lang

Managing Director  
Dr Lang Consulting 🇩🇪

## Gerald Law

Chief Executive  
Innovation DB 🇬🇧

## Mikaël Le Clech

Business Development Manager  
ChemBioFrance 🇫🇷

## Olivier Martinon

Vice President External Innovation  
Zoetis 🇺🇸

## Hema Purohit

Sales Activation & Transformation, EMEA  
Microsoft 🇬🇧

## Tamar Raz

CEO  
Hadasit 🇮🇸

## Patrick di Stefano

Industrial Relations Manager and Technology Transfer Expert  
Université libre de Bruxelles 🇧🇪

## Jürgen Walkenhorst

Manager Patents and Licenses  
PROvendis GmbH 🇩🇪

## Eric Wyart

Operational Director  
Réseau LiEU 🇫🇷

# HOSTED EVENT

## R&D DATING FOR ANIMAL HEALTH AND INNOVATION



BioFIT 2024 hosts the 10<sup>th</sup> edition of the "R&D dating for Animal Health and Innovation" business convention, at the initiative of the French association for the Animal Healthcare industry (SIMV).

Today, public-private and private-private partnerships are thought to be the leverage that is needed for innovation. That is why the SIMV launched the "R&D dating for Animal Health and Innovation", which strives to initiate highlevel exchanges between research departments of the veterinary medicine and diagnostics industry and public research, as well as with biotechnology companies (start-ups). By enabling face-to-face encounters, the event enhances the visibility of cutting-edge research in France and in Europe, encourage investments and lead to therapeutic innovation.

### Conference session

#### Investors and Animal Health: Expectations and perspectives for 2025

Day 1 - Tuesday, December 3<sup>rd</sup> | 2.00 - 2.45 pm - Panel discussion

### Animal Health Presentations

The Animal Health Presentations allow **young companies, TTOs, universities, research institutes** and **companies** to showcase their innovative project in front of potential partners and investors in the Animal Health sector.

Day 1 - Tuesday, December 3<sup>rd</sup> | 4.15 - 5.00 pm

Organised by:  **SIMV**  
SYNDICAT DE L'INDUSTRIE DU  
MÉDICAMENT ET DIAGNOSTIC VÉTÉRINAIRES



# LILLE, A THRIVING LIFE SCIENCES HUB

Lille and the Hauts-de-France region stand at the forefront of Life Sciences innovation, making it a prime destination for companies and researchers in the **biotechnology, pharma** and **healthcare** sectors.

The region boasts a **dynamic ecosystem** supported by leading institutions such as Eurasanté, CHU Lille and the Pasteur Institute of Lille, **creating opportunities for collaboration between academia, industry and clinical practice**. Home to world-class research facilities and universities, Lille fosters breakthrough discoveries and cutting-edge medical technologies. Its strategic location, linking major European hubs such as Paris, London and Brussels, offers unmatched accessibility for life sciences companies seeking to grow and innovate.

With **successful local companies** such as Genfit and Bayer, Lille's Life Sciences sector continues to attract international attention, establishing itself as a **key player in the global healthcare landscape**. Whether you are looking for collaboration, expansion or R&D opportunities, Lille is the ideal destination for Life Sciences innovation.



# ORGANISERS



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

Eurasanté is a technology transfer tool, an incubator, an accelerator and a cluster manager in the Health field in Northern France. Eurasanté assists French and foreign companies, entrepreneurs, scientists and clinicians with their innovation and development projects. The region includes over 1,000 healthcare companies with 32,000 employees in this sector. Eurasanté also promotes and develops the Eurasanté bio-business Park which hosts 7 hospitals, 4 universities, 7 specialised schools, 170 companies and 50 laboratories within an European-wide scientific and medical site. Eurasanté also organises four international healthcare-related partnering events that aim to increase and improve interaction between academia and industry: BioFIT (Life Sciences), MedFIT (MedTech, Diagnostic), MEDigIT (Digital Health) and NutrEvent (Food, Feed, Nutrition, Health).



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

Clubster NHL is a competitiveness cluster and a network gathering 360 members committed to innovation in health and nutrition. Clubster NHL aims to connect academia, industry and health professionals, and to foster innovation for better health and sustainable food. Its goal is to bring together and support stakeholders from the health and food sectors in designing, developing and financing their future products and processes.



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

Based in Eastern France, the BioValley France cluster brings to the health sector its unique expertise and personalized support around 4 fields of expertise: Drugs and Innovative Therapies, E-health, Medical Technologies and Diagnosis. For more than eighteen years, BioValley France has built a powerful community in order to deploy a strong network mixing academics and industrials in the health sector: more than 203 members et 55 partners have decided to join the Cluster in order to share, exchange and develop tomorrow's innovation in the best conditions. BioValley France offers services in: Business Competitiveness, Innovative Project, International Relations, Visibility and Influence.



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

Founded in 2009 by regional stakeholders, Eurobiomed is the Life Science cluster from Southern France. We gather more than 420 innovative biotech and medtech companies, as well as leading research institutes, hospitals and universities. We lead territorial initiatives and help our members businesses and research organisations to innovate, finance, develop and achieve their scientific and business objectives, to ultimately improve the treatment and the lives of patients.

Eurobiomed tops European rankings in all stages of innovation: education, basic, translational and clinical research, technological innovation centers, start-ups and industrial success stories. Some of Eurobiomed main assets are the number of people involved, but also the quality of the network and trust that is established between its members, which reinforces the interactions and facilitates collaborations.

# SPONSORS AND PARTNERS

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## MAIN SUPPORTERS



# PARTNERS

## SUPPORTERS



## MEDIA PARTNERS



# JOIN BIOFIT 2024

## Registration fees Fees per person (excl. VAT)

	FORMER ATTENDEE OFFER <small>Before March 28<sup>th</sup>, 2024 included</small>	EARLY BIRD <small>From March 29<sup>th</sup> to July 4<sup>th</sup>, 2024 incl.</small>	REGULAR FEE <small>From July 5<sup>th</sup> to October 3<sup>rd</sup>, 2024 incl.</small>	LATE REGISTRATION <small>From October 4<sup>th</sup>, 2024</small>
Mature company (> 5 years old)	€ 1,265	€ 1,439	€ 1,609	€ 1,765
Cluster   Association	€ 1,080	€ 1,229	€ 1,379	€ 1,510
TTO   Research institution   University	€ 801	€ 923	€ 1,033	€ 1,102
Emerging company (≤ 5 years old) SME (≤ 5 employees)	€ 482	€ 545	€ 608	€ 698
Academic Research fellow/Associate	€ 395	€ 461	€ 505	€ 555

Investor (pre-seed, seed or Series A)

CONTACT US:

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## Exhibition fees (excl. VAT)

	FORMER ATTENDEE OFFER <small>Before March 28<sup>th</sup>, 2024 included</small>	EARLY BIRD <small>From March 29<sup>th</sup> to July 4<sup>th</sup>, 2024 included</small>	REGULAR FEE <small>From July 5<sup>th</sup></small>
Start-up corner <b>4m<sup>2</sup></b> <small>(inc. 1 full pass   ≤ 5 years old)</small>	€ 1,430	€ 1,650	€ 1,870
<b>6 m<sup>2</sup></b> equipped booth + <b>1</b> full pass	€ 2,530	€ 2,750	€ 2,970
<b>9 m<sup>2</sup></b> equipped booth + <b>1</b> full pass	€ 3,850	€ 4,070	€ 4,290
<b>12 m<sup>2</sup></b> equipped booth + <b>1</b> full pass	€ 5,060	€ 5,280	€ 5,500
<b>18 m<sup>2</sup></b> equipped booth + <b>2</b> full pass	€ 7,480	€ 7,700	€ 7,920

The FULL PASS gives access to all BioFIT activities including the partnering platform to pre-organise one-on-one meetings.

## Sponsorship opportunities (excl. VAT)

**PLATINUM**  
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€25,000

**GOLD**  
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€17,500

**SILVER**  
SPONSOR

€13,000

**BRONZE**  
SPONSOR

€8,500

Please contact us for other sponsorship opportunities.

### CONTACT

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

 BioFIT Event

### EVENT VENUE

Lille Grand Palais  
1, Boulevard des Cités Unies  
59777 Lille  
FRANCE