



# 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



Strasbourg  
europtimist

Strasbourg  
France

Organised by



With the support of



# BIOFIT AT A GLANCE

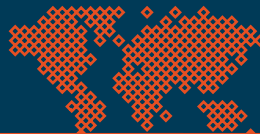
BioFIT is the leading partnering event in Europe for technology transfer, academia-industry collaborations and early-stage innovation in the field of Life Sciences. BioFIT is also the marketplace for pre-seed, seed and Series A investment in Life Sciences.



**1,200**  
DELEGATES



**800**  
ORGANISATIONS



**35+**  
COUNTRIES  
REPRESENTED



**60**  
SPEAKERS



**800**  
LICENSING  
OPPORTUNITIES  
(in 2016)

**40+**

one-to-one meetings  
per participant over  
2 days

**15**

conferences  
and roundtable  
discussions

**100**

exhibitors

## 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



**Cédric BARRIERE**  
DIRECTOR, EXTERNAL INNOVATION  
ONCOLOGY, EXTERNAL SCIENCE  
AND PARTNERING  
SANOFI [FR]



**Maria BOBADILLA**  
SENIOR DIRECTOR, EXTENDING  
INNOVATION NETWORK,  
ROCHE [CH]



**Adrian CARTER**  
CORPORATE VICE PRESIDENT AND  
GLOBAL HEAD OF DISCOVERY  
RESEARCH COORDINATION,  
BOEHRINGER INGELHEIM [DE]



**Sami CHTOUROU**  
DIRECTOR OF TECHNOLOGY  
PLATFORMS AND INNOVATION,  
LFB [FR]



**Florence DAL DEGAN**  
R&D INNOVATION SOURCING  
DIRECTOR, NOVO NORDISK [DK]



**Guy HELIN**  
CEO, SYNGULON [BE]



**Stephan LENSKY**  
CHIEF OPERATING AND CHIEF  
BUSINESS OFFICE, EPIMAB  
BIOTHERAPEUTICS [CN]



**Sabrina LESAGE**  
STRATEGIC ALLIANCES MANAGER,  
PFIZER [FR]



**Pascal RAOUL**  
SCIENTIFIC AND INNOVATION  
DIRECTOR, CEVA [FR]



**Frédéric SCAEROU**  
DIRECTOR, SCIENTIFIC  
AFFAIRS ONCOLOGY,  
IPSEN INNOVATION [FR]



**Nadine WEISSLINGER-DARMON**  
MEDICAL DIRECTOR SPECIALTY  
PRODUCTS, CLINICAL RESEARCH  
AND ACADEMIC ALLIANCES  
GSK [FR]

## ACADEMIA, TTOs



**Hervé ANSANAY**  
OPERATIONS DIRECTOR,  
SATT AXLR [FR]



**Garold BREIT**  
DIRECTOR, TECHNOLOGY  
BUSINESS DEVELOPMENT,  
CITY OF CHARLESTON [USA]



**Nicolas CARBONI**  
PRESIDENT, SATT CONECTUS  
ALSACE [FR]



**Jean-Luc CHAGNAUD**  
HEALTHCARE BUSINESS  
DEVELOPMENT MANAGER  
& INTELLECTUAL PROPERTY  
MANAGER, AQUITAINE SCIENCE  
TRANSFERT [FR]



**Lilla FARKAS**  
HEAD, OFFICE OF THE  
MANAGING DIRECTOR, RESEARCH  
COORDINATOR, MPI-CBG,  
MAX PLANCK INSTITUTE OF  
MOLECULAR CELL BIOLOGY AND  
GENETICS [DE]



**Matthieu FISICHELLA**  
LIFE SCIENCES EXPERT,  
SATT NORD [FR]



**Esther LANGE**  
INDUSTRY LIAISON MANAGER,  
ASCENION [DE]

## ASSOCIATIONS, CLUSTERS, INVESTORS & LAW FIRMS



**Claude-Alain CUDENNEC**  
GENERAL DIRECTOR, AFSI -  
THE FRENCH ASSOCIATION OF  
OUTSOURCING AND INNOVATIVE  
COMPANIES [FR]



**Barbara FREISCHEM**  
MANAGING DIRECTOR, EBE -  
EUROPEAN BIOPHARMACEUTICAL  
ENTERPRISES [BE]



**Jean-Louis HUNAUT**  
PRESIDENT, SIMV - THE FRENCH  
ASSOCIATION OF THE ANIMAL  
HEALTH INDUSTRY [FR]



**Sara NUNEZ-GARCIA**  
PRINCIPAL,  
SOFINNOVA PARTNERS [FR]



**Marco PINTORE**  
GENERAL MANAGER,  
ALSACE BIOVALLEY [FR]



**Christian POLICARD**  
MEMBER OF THE BOARD,  
CHAIRMAN OF THE BUSINESS  
DEVELOPMENT SUB-COMMITTEE,  
FRANCE BIOTECH [FR]



**Emilie ROYERE**  
DIRECTOR, EUROBIOMED [FR]



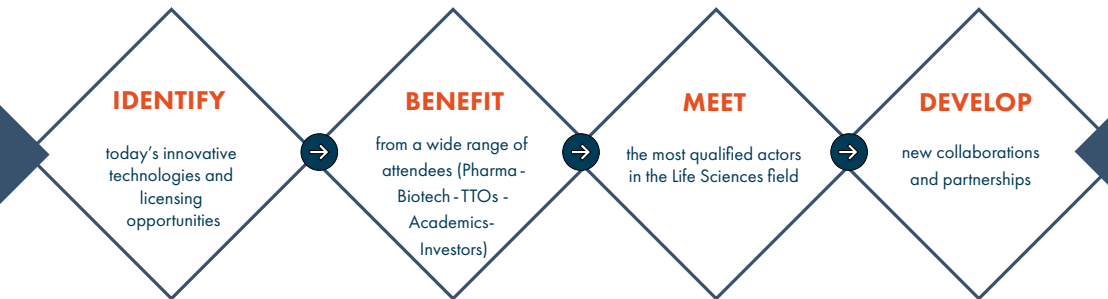
**Cécile THEARD-JALLU**  
PARTNER ATTORNEY, DE GAULLE  
FLEURANCE & ASSOCIÉS [FR]



**Etienne VERVAECKE**  
GENERAL MANAGER,  
EURASANTE & NHL CLUSTER [FR]

# 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

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

# 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**

# CONFERENCE PROGRAMME

## 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?

# SPEAKERS

**John Hodgson,**  
Data Editor,  
*Informa* [UK]

**David Wehner,**  
Managing Director,  
*Venneos* [DE]

**Toby Reid,**  
Managing Director,  
*BioCity* [UK]

**Johan Cardoen,**  
Managing Director,  
*VIB* [BE]

**Hakan Goker,**  
Senior Investment Director,  
*Merck Ventures* [NL]

**Michael Nowak,**  
Managing Partner,  
*Nowak Ventures* [USA]

**Christian Tidona,**  
Managing Partner  
and founder,  
*BioMed X* [DE]

**James Peyer,**  
Partner,  
*Apollo Ventures* [DE]

**Pascal Breton,**  
President and CEO,  
*VitamFero* [FR]

**Fiona Nielsen,**  
CEO, *Repositive* [UK]

**Evelyne Nguyen,**  
CEO, *ANM Partners* [FR]

**Karlheinz Schmelig,**  
Managing Partner,  
*Creathor Venture* [DE]

**Klaus Mendla,**  
Global Head, CNS Business Development  
and Licensing, *Boehringer Ingelheim* [DE]

**Holger Reithinger,**  
General partner,  
*Forbion Capital Partners* [DE]

**Detlev Mennerich,**  
Investment Manager,  
*Boehringer Ingelheim Venture Fund* [DE]

**Frank Hensel,**  
Senior Investment Manager,  
*High-Tech Gründerfonds* [DE]

**Lucas de Breed,**  
Entrepreneurial Investor in Life Sciences  
and Technology, *Inkef Capital* [NL]

**Georgia Gliki,**  
Senior Business Manager Technology  
Transfer, *LifeArc (former MRC-T)* [UK]

**Paul Hermant,**  
Partner,  
*Bird & Bird* [BE]

**Sofia Ioannidou,**  
Investment Director, *Edmond de Rothschild  
Investment Partners* [FR]

**Axel Polack,**  
General Partner,  
*Joint Polish Investment Fund* [DE]

**Pascal Neuville,**  
CEO, *Domain Therapeutics* [FR]

**Tamer Mohamed,**  
CEO, *Aspect Biosystems* [CA]

**G  rard-Marie Papierok,**  
Honorary Chairman of Eurobiomed  
Competitive Cluster Public Research and  
Clusters Partnership Manager, *Virbac* [FR]

**Miguel Mulet,**  
Director Strategy and New Projects,  
*TiGenix* [ES]

**Christopher de Souza,**  
Director,  
*Broadview Ventures* [USA]

**Barbara Domayne-Hayman,**  
Chair, *Puridify* [UK]

**Ward Capoen,**  
Senior Analyst,  
*V-Bio Ventures* [BE]

**Wendy White,**  
Chair,  
*Global Genes* [USA]

**Tamar Raz,**  
CEO, *Hadasit, Technology Transfer  
Company of Hadassah  
Medical Organization* [IL]

**Michal Preminger,**  
Executive Director  
*Harvard Tech Transfer Office* [USA]

**Nathalie ter Wengel,**  
European Head External  
R&D and Innovation,  
*Pfizer* [NL]

**Davidson Ateh,**  
Co-founder and CEO, *BioMoti* [UK]

**Pierre B  lichard,**  
CEO, *Enterome Bioscience* [FR]



**Rudiger Raue,**  
Associate Director External Innovation,  
*Zoetis* [BE]

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



# DAY ONE

Tuesday 28<sup>th</sup> November

|                      |  |  |                                     |  |   |
|----------------------|--|--|-------------------------------------|--|---|
| 8.30 am<br>9.30 am   | REGISTRATION AND WELCOME   |  |                                     |  |   |
|                      | Conferences and roundtable discussions   |  | Presentation sessions               | Partnering   | Hosted event                                |
|                      | SINOV<br>R&D DATING FOR<br>ANIMAL HEALTH<br>AND INNOVATION   |  |                                     |  |   |
| 9.30 am<br>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 can we optimise Pharma-VC relationships? | Licensing Opportunity Presentations | <br>One-to-one meetings   | R&D dating for animal health and innovation |
| 11.00 am<br>11.30 am | NETWORKING BREAK   |  |                                     |  | BREAK                                       |
| 11.30 am<br>1.00 pm  | <b>PLENARY SESSION</b> How can we overcome the shortage of bioentrepreneurs in Europe?                   |  |                                     |  |   |
| 1.00 pm<br>2.30 pm   | LUNCH  |  |                                     |  | LUNCH                                       |
| 2.30 pm<br>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                      | <br>One-to-one meetings | R&D dating for animal health and innovation |
| 4.00 pm<br>4.30 pm   | NETWORKING BREAK   |  |                                     |  | BREAK                                       |
| 4.30 pm<br>6.00 pm   | How are focused therapeutic funds becoming increasingly important at pre-seed, seed and Series A stages? | <u>Workshop:</u> A closer look on early-stage collaborations in the UK                       | Licensing Opportunity Presentations |  | R&D dating for animal health and innovation |
| 7.00 pm              | BIOPARTY   |  |                                     |  |   |

# DAY TWO

Wednesday 29<sup>th</sup> November

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



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




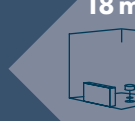
### REGISTRATION FEES (excl. VAT)

|  | EARLY BIRD<br>before 30 <sup>th</sup> June<br>included | REGULAR FEE<br>from 1 <sup>st</sup> July until<br>29 <sup>th</sup> October included | LATE REGISTRATION<br>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  | € 799   | € 879  |
| Emerging company (≤ 5 years old)<br>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<br>(1 partnering pass incl.)   | € 3,300<br>(1 partnering pass incl.)   | € 4,400<br>(1 partnering pass incl.)   | € 6,600<br>(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

### GENERAL ENQUIRIES:

**Margaux SATOLA**

[msatola@eurasante.com](mailto:msatola@eurasante.com)

+33 (0)3 59 39 01 82

### CONFERENCE PROGRAMME:

**Claire LESNIK**

[clesnik@eurasante.com](mailto:clesnik@eurasante.com)

+33 (0)3 59 39 01 87



## 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.



Strasbourg  
europtimist

Organised by



With the support of



Financed by

