PRELIMINARY PROGRAMME



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

4th & 5th

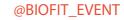
Dec. 2018



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edition





LILLE

France

BIOFIT AT A GLANCE

SPONSORS & PARTNERS

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





THE ORGANISERS

FURASANTE

eurasanté Eurasanté is an incubator, a technology transfer tool and a cluster manager all at once, Invest for Success in the biotech, medtech, nutrition and healthcare fields in Northern France. It helps French and foreign companies, entrepreneurs, scientists and clinicians with their innovations and development projects.

The regional network includes more than 1,000 companies working in the Life Sciences and Healthcare fields. It enjoys an exceptional location in the heart of Europe (near Paris, London, Brussels...). The Health field in the Hauts-de-France region features a combined total of 28,000 employees. Eurasanté also promotes the Eurasanté Bio-business Park which hosts 7 hospitals, 4 universities, 7 specialised schools, 170 companies and 50 laboratories.

In addition, Eurasanté organises 4 international partnering events, which aim to increase and improve interactions between academia and the industry.

www.eurasante.com @Eurasante

THE NHL CLUSTER

The Nutrition Health Longevity (NHL) Cluster is a dynamic network that is focused on the primary health issues of today, at the intersection of health, biotechnology and nutrition. The NHL Cluster aims to connect academia and industry 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 lifestyle-related diseases, such as metabolic and cardiovascular pathologies, neurodegenerative diseases and inflammatory bowel diseases. Its goal is to gather and support players from the health and food sectors in designing, developing and financing their future products and processes.

www.nhl-cluster.com @PoleNSL

ALSACE BIOVALLEY

Alsace BioValley is a French competitiveness cluster which has for mission to federate, develop and promote health players through innovation. The priorities of the cluster are Medicine, Medical Technologies and e-Health.

Alsace BioValley actively participates in development projects of the health sector and supports its members in their R&D innovation approaches enabling them to access high national and international added-value expertise (regulatory, clinical studies, etc.). It also contributes to the networking of its members and develops the ecosystem's visibility, in order to boost market access.

Alsace BioValley relies on a dynamic network of French, German and Swiss companies to succeed, as well as leading academic and clinical research, and an integrated network of partners that are key players in innovation.

www.alsace-biovalley.com @AlsaceBiovalley

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NNOVATION NETWORK

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DIRECTOR, RESEARCH COORDINATOR, MPI-CBG, MAX PLANCK INSTITUTE OF MOLECULAR CELL BIOLOGY AND GENETICS

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> **Christian Policard** MEMBER OF THE BOARD, CHAIRMAN OF THE BUSINESS DEVELOPMENT SUB-COMMITTEE, FRANCE BIOTECH



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EPIMAB BIOTHERAPEUTICS

Sabrina Lesage STRATEGIC ALLIANCES MANAGER, PFIZER 🌔





Darmon MEDICAL DIRECTOR SPECIALTY PRODUCTS, CLINICAL RESEARCH AND ACADEMIC ALLIANCES, GSK



BioValley









SYNGULON Stephan Lensky

CEO.



PARTNERING

PRESENTATION SESSIONS

48 hours to meet your future project partners, obtain funding and accelerate innovation



The partnering platform at BioFIT is powered by **partneringONE**[®]

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 field.

Start-up Slams

- The Start-up Slams are dedicated to **entrepreneurs** who have created an innovative company (< 5 years old or to be created).
- Selected applicants will have the opportunity to present their project in front of potential partners and investors during BioFIT.
- A jury composed of pharmaceutical experts and investors will give the presenters feedback and advice.
- The most innovative start-up will be given an award by BioFIT's jury.

Licensing Opportunity Presentations

- The Licensing Opportunity Presentations are dedicated to TTOs, universities or related structures that have ready-to-be-licensed technologies.
- The selected candidates will have the opportunity to present their out-licensing technologies in front of potential industry partners during BioFIT.





Pitch during BioFIT 2018

THE SPEAKERS

Over 70 international speakers will share their vision and experience. Among them:

TRACK 1

Best practices in academia-industry R&D collaborations



Nurturing and licensing early-stage assets



Early-stage innovation: Identify the right funding sources

PLENARY SESSION

4TH DEC. 11.30 AM - 1.00 PM

SEED FUNDS CROSSING BORDERS: HOW FAR AND HOW FAST IS THE EARLY-STAGE INVESTMENT MARKET IN BIOTECH GLOBALISING?

The globalisation of seed investment can be seen as traditionally geographically anchored, now early-stage investors tend to invest in more diverse areas. Where does the money come from? How far is this evolution towards more global funds going? How fast is it going in the investment community? Will it make the investors more willing to take risks, will it change the risk landscape? Isn't there an ill-balance today between the geographical origin of investment capabilities and the areas that are crawling with projects needing equity investment? Jan Adams, Managing Director, EMBL Ventures •

Anjan Aralihalli, Venture Partner, CTI Life Sciences Fund (+)

Caroline Barelle, CEO, Elasmogen **#**

Yann Barrault, Head of Technology Transfer, SATT Grand Centre ()

Rodolphe Besserve, Head SuFT Advisory, Société Générale Corporate Investments and Banking ()

Marco A. Chacón, Assistant Vice President of Industry Alliances University of Maryland, Baltimore 🖨

Alain Chevallier, Life Sciences Partner, Truffle Capital ()

Madiha Derouazi, Founder and CEO, Amal Therapeutics •

Dean R. Edelman, Corporate and Foundation Relations, Princeton University, Office of the Dean for Research = Lucie Ellis, Senior Editor, Script Intelligence *****

Juan R. Garcia, CEO and Founder, BioSeed Capital ●

Zishan Haroon, Chairman & GP, Julz Co ⊕

George Hoffmann, Co-founder and CEO, Network Immunology (+)

Adrian Ibrahim, Head of Business Development and Technology Transfer, Wellcome Trust Sanger Institute #

Steven Klein, VP Business Development, IRICoR - Institute for Research in Immunology and Cancer -Commercialization of Research (+)

Gabor Lamm, Managing Director, Emblem Technology Transfer

Peter Leonardi, CEO, Omnicyte ⊕

Michael Motz, Executive & Entrepreneur, Netris Pharma ⊙

Michael L. Salgaller,

Supervisor, Invention Development & Marketing Unit, Technology Transfer Center, NIH ≝

Mirko Scherer, Managing Partner and CEO, TVM Capital China Limited ●

Mathias Schmidt, CEO, Armagen Technologies =

Pascal Sempe, Director Consultative Sales, IBM ↔

Bernd Stowasser, Head of Public Private Partnerships - External Innovation & Science Policy, Sanofi

Jonathan Tobin, Investment Director, Arix BioScience #

> **Ewa G. Truchanowicz,** Business Engagement Manager, Alta Innovations **#**

Lisa Urquhart, Editor, EP Vantage #

Bram Vanparys, Investment Director, MS Ventures =



Best practices in academia-industry R&D collaborations

4TH DEC. 9.30 - 11.00 AM

ARTIFICIAL INTELLIGENCE TO SPEED UP DRUG DISCOVERY: THE REVOLUTIONARY ROAD TO ADVANCING INNOVATION

Companies are now using machine learning in highly specific ways to streamline and improve many day-to-day biomedical research tasks. The use of AI has shifted from generalist tasks to purpose-built tools with numerous applications to speed up drug discovery at all the different research stages. The panel will address some of the uses of AI, ultimately potentially cutting R&D costs by aggregating and synthesising information, repurposing existing drugs, generating and validating novel drug candidates, designing drugs and preclinical experiments, etc.

4TH DEC. 2.30 - 4.00 PM

BEYOND SHARED R&D MEANS, COMMON STRATEGIES FOR COLLECTIVE SUCCESS

Beyond sharing physical means, this session focuses on deliberate strategies of life sciences players and the academic world to pool R&D resources to address common questions and reach common goals through shared R&D strategies and aligned incentives. We will review some partnerships that have chosen to take a leap forward and collaborate together on scientific projects that they couldn't do on their own.

5TH DEC. 9.00 - 10.30 AM

A PROSPECTIVE OVERVIEW OF THE CROSS-INDUSTRY COLLABORATIONS AND LICENSING DEALS BETWEEN THE HUMAN AND ANIMAL HEALTHCARE INDUSTRIES

We will review potential partnerships that are prime examples of the collaborations that are occurring between the human and animal health drug development industries, to the benefit of all patients. Some of these research collaborations have led to forthcoming licensing agreements, and there is a strong belief that product development collaborations between the human and animal healthcare industries are key to meeting the unique challenges in both markets.

5TH DEC. 11.00 AM - 12.30 PM

PATIENT ORGANISATIONS TO JOIN THE PHARMA-BIOTECH-ACADEMIA TRIO: IS A FOURTH MUSKETEER CALLING FOR A NEW WAY TO MANAGE ALLIANCES?

What are the consequences and benefits of adding patient organisations to existing alliances? How do these collaborations work? How do they create value for the whole life sciences community? What is the actual influence on patients of public/ private partnerships? What is the actual involvement of patient organisation in financing the collaborations?



Nurturing and licensing early-stage assets

4TH DEC. 2.30 - 4.00 PM

WHAT ARE THE RECENT INITIATIVES TO DE-RISK ASSETS OF ACADEMIC ORIGIN?

What are the latest group actions to have been jointly taken by the industry, academic institutions, equity investors and governmental bodies that take academic-origin assets as early as possible and inject the proper amount of money into them, in order to get the project licensed at the right moment and at the safest possible stage?

5TH DEC. 9.00 - 10.30 AM

WHAT IS THE RIGHT BALANCE BETWEEN EQUITY, ROYALTIES AND COLLABORATIVE RESEARCH INCOME FOR ACADEMIC INSTITUTIONS THAT ARE IN THE PROCESS OF SPINNING OUT COMPANIES?

When addressing the contractual relationships between a university and its spin-off: What are the issues as far as equity, royalties and research income are concerned? How do VCs, academic institutions, spin-off management and human resources management for the university interact? What are the main conflicts of interest that can arise from people holding dual positions, in the university and in the start-up? There are many different patterns among academic institutions and TTOs: Privileging short-term income through upfront payments, acting as a long-term partner through shareholder status in the spin-off. There is certainly not a single recipe for success...

5TH DEC. 2.00 - 3.30 PM

QUESTIONING TTO FINANCING MODELS: COULD THEIR EXPECTED FINANCIAL OUTCOME BIAS THE TECH TRANSFER PROCESS?

Many universities and countries have created tech transfer financing tools which aim at partly de-risking assets of academic origin. Should investors in those financing tools be the least demanding and the most patient to make such tech transfer tools succeed in the long run?

5TH DEC. 4.00 - 5.30 PM

UNDER PRESSURE: HOW DOES THE URGE TO BRING RARE DISEASE THERAPIES CREATE A NEW RANGE OF BUSINESS OR COLLABORATIVE MODELS?

Bringing new therapies to treat rare diseases requires more than scientific innovation. Innovation in business models and incubation financing is critical as the need to find ways to cost effectively develop new medication becomes increasingly important. Initiatives like collaboration centres and rare disease centres try to take the best of both worlds by implementing multidimensional approaches to address the needs of the rare disease community. In addition to conducting their own research, collaborative models that feature pharmaceutical companies, academic institutions, start-ups and patient groups are now being put in place.



4TH DEC. 4.30 - 6.00 PM

SHAPING YOUR START-UP FOR AN INDUSTRIAL EXIT OR AN IPO: ARE THERE CHOICES TO BE MADE AT THE VERY INITIAL STAGE?

Decisions taken at the very initial stage have major consequences for the future development of start-ups with major pitfalls to be avoided. Is it crucial to picture the exit strategy as soon as the company has been created? The session relies on its panellists' stories to go over different approaches to IPO and exits for start-ups.

5TH DEC. 11.00 AM - 12.30 PM

Early-stage innovation: Identify the right funding sources

ARE IMMUNOTHERAPIES A NEW INVESTMENT ELDORADO?

Investment in immunotherapy in 2018 is still attractive and sought out; what is its growth potential after several years of being an investment blockbuster? What have been the 2018 investment successes in immunotherapy? Will immunotherapy disrupt the oncology market? Are we at the growth, maturity, or saturation stage when we talk about investing in immunotherapy?

4TH DEC. 9.30 - 11.00 AM

AGNOSTIC OR PURE PLAYERS IN THE BIOTECH SECTOR: WHO IS BECOMING PROMINENT IN THE EARLY-STAGE FINANCING ROUNDS?

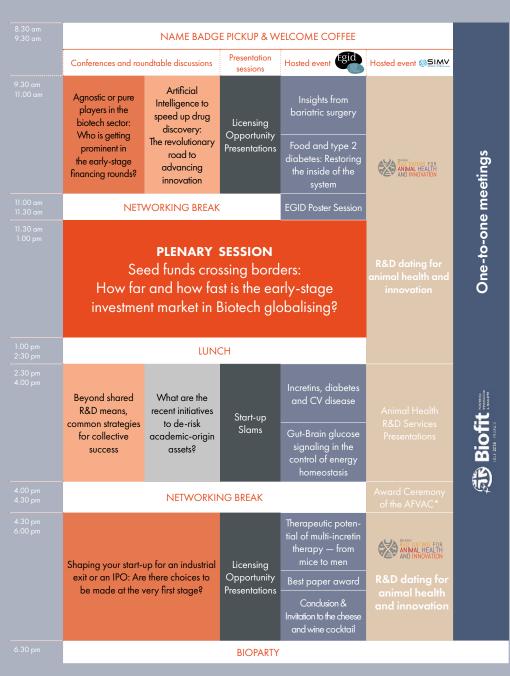
The seed investment market is comprised of players with a really varied degree of specialisation, from totally agnostic players involved in multiple industries, to pure players focusing on specific therapeutic areas. Do most specialised funds attract the more generalist types in the financing rounds? What is the importance of the amount of seed investment today for cross-industry funds, 100% healthcare-oriented funds and pure players in the biotech industry, respectively?

5TH DEC. 2.00 - 3.30 PM

HOW AVAILABLE TO BIOTECH START-UPS HAVE PHILANTHROPIC AND ALTERNATIVE SOURCES OF SOFT FUNDING BECOME TODAY?

All of these non-dilutive financing sources are becoming increasingly numerous thanks both to the emergence of interest expressed by many trusts and foundations in financing innovative start-ups and to the many governmental schemes that are devoted to financing the first steps of biotech start-ups. How do these sources of revenue lead to real leverage effect or create constraints for the companies? What types of constraints do they expose biotech entrepreneurs to?

DAY ONE <u>Tuesday 4th December</u>



WELCOME COFFEE Conferences and roundtable discussions Presentation sessions Hosted event 🕸 💷 🛝 What is the A prospective right balance of overview of the equity, royalties cross-industry and collaborative research income collaborations **One-to-one meetings** Start-up Slams for academic and licensing institutions in deals between the the process of human and animal spinning out healthcare industries companies? NETWORKING BREAK Patient organisations ANIMAL HEALTH to join the Are pharma-biotech-Licensina immunotherapies academia Opportunity trio: Is a fourth a new investment Presentations Eldorado? musketeer calling for a new way to manage alliances? LUNCH + WBC Club: Would-be CEO Networking Lunch How available စ် Biofit Questioning to biotech TTO financina start-ups have **R&D** dating models: Could philanthropic their expected Start-up Slams and alternative financial outcome sources of soft bias the tech funding become transfer process? today? Start-up Slams NETWORKING BREAK Award Ceremony Under pressure: How does the urge to bring rare disease therapies create a new range of business or collaborative models?

DAY TWO Wednesday 5th December

EVENT HOSTED BY 🔊 Biofit

R&D DATING FOR ANIMAL HEALTH AND INNOVATION



BioFIT 2018 will host the 4th edition of the "R&D dating for Animal Health and Innovation" business convention, at the French association for the animal healthcare industry (SIMV)'s initiative, on the 4th and 5th of December 2018, in Lille.

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

Contact: secretariat@simv.org

Organised by:



simv.org

EVENT HOSTED BY 🔊 Biofit

EGID SYMPOSIUM



MD, Ph D, Director of UMR

CNRS 8199-University

Steering Committee



of Lille and Pasteur Institute of Lille, Director of Research Federation 3508 labex EGID and Director of equipex LIGAN Personalized Medicine and Institute of Genomics of Lille

Programme Overview

Insights from bariatric surgery

Rachel Batterrham, Professor of Obesity, Diabetes and Endocrinology – NIHR Research Professor, Head of UCLH Obesity & Bariatric Services, Head of Center for Obesity Research, Department of Medicine, Rayne Building, University College London

Food and type 2 diabetes: Restoring the inside of the system Roy Taylor, Professor of Medicine and Metabolism, Magnetic Resonance Centre, Campus for Ageing and Vitality, Newcastle upon Tyne

Incretins, diabetes and CV disease Nikolaus Marx, Director of the Medical Cardiology Clinic – Cardiology, pulmonology, angiology, internal intensive care Aachen University Hospital

Inserm

Gut-Brain glucose signaling in the control of energy homeostasis Gilles Mithieux, Research Director – CNRS Director of U1213, Nutrition, Diabetes and the Brain

Therapeutic potential of multi-incretin therapy —from mice to men Aimo Kannt, Head of Department, General Metabolism & Obesity, Sanofi

In partnership with:





5th edition:

4th December 2018 | Lille

THE GUT, INCRETINS, DIABETES



Director of UMR1011 Inserm, University of Lille – EGID, CHU Lille, Pasteur Institute of Lille

Bart Staels

⊕ egid.fr

EVENT HOSTED BY 🔊 Biofit

WOULD-BE CEO NETWORKING LUNCH

BioFIT and the WBC Incubator are pleased to announce that they will be putting together a special edition of WBC Club during BioFIT 2018 in Lille. This session, called «Would-be CEO Networking Lunch», will be held on the second day of BioFIT (5th December).

As talented CEOs are so much sought-after by so many stakeholders of the biotech industry, to both launch and drive new companies to success, this special WBC Club session will bring together representatives of emerging start-ups, technology transfer offices, incubators and investing networks as well as CEOs and would-be CEOs to address this crucial issue.

Since 2010, WBC Incubator has validated close to 100 biotech professionals in Belgium for their ability to match and work with scientific founders and entrepreneurs with the collective aim to build together more exciting business plans, stronger investment propositions and faster business development programmes. In Belgium, biotech CEOs and Would-be CEOs meet regularly to discuss business opportunities during so-called WBC Club events.

The «Would-be CEO Networking Lunch» is organised to present the WBC incubation model to BioFIT participants. Please also note that Would-be CEOs will be identified using the BioFIT partnering platform.

Any bioentrepreneur looking for a project to get involved in is welcome to join BioFIT and particularly this would-be CEOs networking lunch. Any incubator or tech transfer entity looking for an entrepreneur to lead their start-up launch projects is also welcome to join.

EVENT HOSTED BY 🔊 Biofit

IMODE

Organised by:

Selmode | Interreg

IMODE is organising its second annual convention during BioFIT with a morning of conferences and participation in the BioFIT one-to-one meetings during the afternoon.

4TH DEC. 9.30 AM - 1.00 PM

A conference that will feature an introduction presenting IMODE and its research updates, and then guests talks on the following subjects:

- Electrospinning approach to drug delivery;
- Regenerative medicine approach;
- Functionalised nanoparticles approach;
- Tissue Engineering approach;
- Cardiovascular disease, Restenosis and Thrombosis.

Project partners:

Université de Lille

IMODE is a collaborative research project for multicomponent pharmaceutical products (coamorphous and co-crystals) and medical devices that are loaded with bioactive molecules. Started in 2016, the IMODE project is funded by the European Interreg 2 Seas programme and co-financed by the European Fund for Regional Development (EFRD).

The project's overall objective is to bring together the specific transdisciplinary skills and experiences of partners (academic research groups, development agencies, SMEs) in order to provide the 2 Seas Area with strategic advantages for innovative pharmaceutical and medical applications. The IMODE project is motivated by an unmet need to develop solutions to addressing societal challenges to improve healthcare and provide novel and effective medication for various cardiovascular or gastro-intestinal conditions that lack or have inadequate treatment, all while keeping medical costs low.

Ashford and St. Peter's Hospitals MHS

GHENT

project-imode.eu

illi imabiotech

Organised by:



wbc-incubator.be



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

REGISTER NOW FOR BIOFIT 2018

REGISTRATION FEES (excl. VAT)	EARLY BIRD before 30 th June included	REGULAR FEE from 1 ^ª July until 4 ^b November included	LATE REGISTRATION from 5 th November
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) or SME (≤ 5 employees)	€ 384	€ 479	€ 527
Academic scientist	€ 319	€ 399	€ 439

EXHIBITION FEES (excl. VAT)

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

- 6 m² equipped booth € 2,200 (1 partnering pass included)
- 9 m² equipped booth € 3,300 (1 partnering pass included)
- 12 m² equipped booth € 4,400 (1 partnering pass included)
- 18 m² equipped booth € 6,600 (2 partnering passes included)

SPONSORSHIP OPPORTUNITIES (excl. VAT)

Discover the sponsorship opportunities and maximise your presence:





There are many additional

Gold Sponsor € 15,000

Silver Sponsor € 10,500

Bronze Sponsor € 6,000





Lille Grand Palais 1, boulevard des Cités Unies 59000 Lille - France

www.biofit-event.com

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Margaux Satola msatola@eurasante.com +33 (0)3 59 39 01 82

CONFERENCE PROGRAMME: Ramona Pirv rpirv@eurasante.com +33 (0)3 59 39 01 84

LILLE AND THE HAUTS-DE-FRANCE REGION, A REGION OF EXCELLENCE IN THE HEALTHCARE SECTOR

The Lille Region is the 3rd ranked life sciences cluster in France. The main areas of expertise in the Hauts-de-France region are metabolic diseases, ageing diseases, nutrition and blood related products. The pharma-biotech sector in Northern France enjoys the presence of both big companies (AstraZeneca, Bayer, GSK...), a dense network of innovative startups (AlzProtect, ImaBiotech, Innobiochips...) and dynamic mid-size biopharmaceutical companies (Diagast, Genfit, Genoscreen, LFB...).

<u>The Pharma-Biotech sector in the Hauts-de-</u> <u>France region:</u>

- Export turnover of more than €3 billion
- Regional turnover of €6 billion (11% of the €53 billion national turnover)
- 11,600 jobs (11% of jobs in France in this sector)



BioValley

In collaboration with:



