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

7th edition

DECEMBER
4th & 5th
2018

LILLE
France

www.biofit-event.com @BIOFIT_EVENT
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.

- **1,200** delegates
- **800** organisations
- **35+** countries represented
- **35+** one-to-one meetings per participant
- **1,000** deals generated (in 2017)
- **80** speakers
- **100** exhibitors
- **800** organisations

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**THE ORGANISERS**

**EURASANTE**

Eurasante is an incubator, a technology transfer tool and a cluster manager all at once, 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 has a total of 28,000 employees. Eurasante also promotes the Eurasante Bio-business Park which hosts 7 hospitals, 4 universities, 7 specialised schools, 170 companies and 50 laboratories. In addition, Eurasante organises 4 international partnering events, which aim to increase and improve interactions between academia and the industry.

www.eurasante.com  @Eurasante

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**THE NHL CLUSTER**

The Nutrition Health Longevity (NHL) Cluster is a dynamic network that focuses 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

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**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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**THE STEERING COMMITTEE**

**PHARMA, BIOTECH**

Cédric Barrière
Director, External Innovation Oncology, External Science and Partnering, Sanofi

Maria Bobadilla
Senior Director, External Innovation Network, Boehringer Ingelheim

Adrian Carter
Corporate Vice President and Global Head of Discovery Research Coordination, Boehringer Ingelheim

Samy Chtrourou
Executive Vice President Innovation & Scientific Affairs, UPF

Florence Dal Degan
R&D Innovation Sourcing Director, Novo Nordisk

Guy Hélin
CEO, Synognon

Stephan Lensky
Chief Operating and Chief Business Office, Epimab Biotechnologies

Sabrina Lesage
Strategic Alliances Manager, Pfizer

Frédéric Saïrrou
Senior Director, Head of External Innovation Europe and Asia, Ipsen Innovation

Nadine Weisslinger-Darmon
Medical Director Specialty Products, Clinical Research and Academic Alliances, GSK

Hervé Ansanany
Operations Director, Satt Aix

Jürgen Bauer
Deputy Managing Director, Emble Technology Transfer

Garold Breit
Director, Technology Business Development, City of Charleroi

Nicolas Carboni
President, Satt Conexus Alsace

Jean-Luc Chagnaud
Healthcare Business Development Manager & Intellectual Property Manager, Aquitaine Science Transfer

Anthony Daccache
Business Developer, Satt Nord

Lilla Forkas
Head, Office of the Managing Director, Research Coordinator, MPI-CBG, Max Planck Institute of Molecular Cell Biology and Genetics

Esther Lange
Industry, Satt Conexus Manager, Ascenion

**ACADEMIA, TTOs**

**INVESTORS**

Franck Hensel
Senior Investment Manager, High-Tech Gründerfonds

Sara Nunez-Garcia
Biotech Investor, Formerly Principal with Sofinnova Partners

Lofti Yelles Chaouche
Partner, Theodorus Fund

Zhizhong Yao
Associate, Capital Funds, Sofinnova Partners

**ASSOCIATIONS, CLUSTERS & LAW FIRMS**

Barbara Freischem
Managing Director, BPE-EUROPEAN BIOPHARMACEUTICAL ENTERPRISES

Yohan Grosjean
Communication Officer, APPA – THE FRENCH ASSOCIATION OF OUTSOURCING AND INNOVATIVE COMPANIES

Jean-Louis Hunault
President, SIMY – THE FRENCH ASSOCIATION OF THE ANIMAL HEALTH INDUSTRY

Marco Pintore
General Manager, Alsace BioValley

Christian Policard
Member of the Board, Chairman of the Business Development Sub-Committee, France Biotech

Emilie Royère
Director, Eurobiomed

Cécile Théard-Jallu
Partner Attorney, De Gaulle Fleurance & Associés

Etienne Vervoeccke
General Manager, Eurasante & NHL Cluster

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General Manager, Eurasante & NHL Cluster
The Start-up Slams are dedicated to entrepreneurs who have created an innovative start-up company (from creation up to Series A).
- 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 («speed-mentoring»).
- 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.
Are you a bioentrepreneur seeking a project? Or do you have projects seeking a CEO?

BioFIT is pleased to announce the organisation of a “Would-be CEOs Networking Lunch” on the 2nd day of BioFIT (December 5th).

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 “Would-be CEOs Networking Lunch” 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.

Please note that would-be CEOs can also be identified through 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.
Beyond shared physical means, this session focuses on deliberate strategies of the life sciences industry 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.

How can common pathways in human and animal health set up a new era for collaborations?

Why should a human-focused biotech company be interested in the animal health industry? Are there common grounds that can lead to more frequent and fruitful collaborations between animal and human health companies in the future? Today, it is obvious that the animal health industry offers a clear value proposition to human biotechnology companies, which can maximise the financial and clinical impact of their assets by leveraging both human and veterinary health. The physiological features of several diseases (cancer, osteoarticular affections, infectious diseases, pain...) are progressively understood as at least common between animal and human. This paves the way to innovative products developed under the sign of a so-called comparative medicine. This panel will encourage a provocative, straightforward and realistic discussion on what each side needs from the other to set up mutual beneficial partnerships.

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 organisations in financing the collaborations?
WHAT ROLES DO ACADEMIC INSTITUTIONS OR TTOS PLAY AS SHAREHOLDERS IN SPINOFFS?
When spinning out a company, one strategy applied by the university or TTO is to often take an equity position in the start-up. When this happens, how do the university or TTO play their role as a shareholder? Do they keep a close eye on the development of the company and continue to offer active support or do they act more as a sleeping partner? How is the risk measured and what is the exit short-term/long-term strategy chosen by those unusual shareholders?

IS EXTERNALISING THE TECH TRANSFER FUNCTION FOR ACADEMIC INSTITUTIONS A KEY TO SUCCEED?
Technology transfer offices play a central role in the biotech ecosystem, as they are meant to bridge the gap between bench and bedside and succeed in commercialising an academic discovery. As most new biotech start-ups arise out of IP resulting from academic research, the efficiency of this system is of outmost importance. This panel discussion will highlight both successes and limits in that externalisation of tech transfer approach.

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 is becoming highly 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.

WHAT ARE THE RECENT INITIATIVES TO ENSURE MORE MATURE 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?
3. **Early-stage innovation: Identify the right funding sources**

**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 varied degrees 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?

**4th Dec. 4.30 - 6.00 PM**

**THINKING OF THE EXIT SCENARIO TO SHAPE A BIOTECH START-UP AT ITS FIRST STEPS: WHICH MODEL FOR WHICH TERM OF EXIT?**

When creating a biotech start-up, different routes can be taken: The virtual biotech model, the technology platform model, the one single asset company... How do those initial choices influence the exit scenario of the company?

**5th Dec. 11.00 AM - 12.30 PM**

**ARE IMMUNOTHERAPIES STILL AN 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?

**5th Dec. 2.00 - 3.30 PM**

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

All of these non-dilutive financing sources are becoming increasingly numerous thanks to both the emergence of interest expressed by many trusts and foundations in financing innovative start-ups, and also 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?
THE SPEAKERS

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

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

Ajan Reginald, CEO, Celixir

Alain Chevallier, Life Sciences Partner, Truffle Capital

Alastair Kent, Healthcare Consultant, Independant

Andreas L.G Reimann, Managing Partner, Co-Founder Admedicum Business for Patients

Anjan Aralihalli, Venture Partner, CTI Life Sciences Fund

Bernd Stowasser, Head Alliance Management Germany & Global Public Private Partnerships, Sanofi

Bertrand Verwee, International Health Policy Leader, Rare Diseases Roche

Bram Vanparys, Partner, Gimv

Caroline Barelle, CEO, Elasmogen

Chris Maggos, Managing Director, Head of Europe, LifeSci Advisors

Dean R. Edelman, Corporate and Foundation Relations, Princeton University, Office of the Dean for Research

Einaiz Zisman, Independent consultant, Independent consultant

Emmet Browne, CEO, Nuritas

Ewa G. Truchanowicz, Business Engagement Manager, University of Birmingham Enterprise

Gabor Lamm, Managing Director, Emblem Technology Transfer

George Hoffmann, Co-founder and CEO, Network Immunology

Ian Carter, Director, Carter Research Navigation

Jan Adams, Managing Director, EMBL Ventures

Jean-Charles Brosse, Partner Healthcare & Life Sciences, Positive-Capital

Jemila Houacine, Associate, Medixi

Jeroen Bakker, Senior Associate, Nova Seeds

Jonathan Tobin, Investment Director, Arix BioScience

Juan R. Garcia, CEO and Founder, BioSeed Capital

Khaterreh Ahmadi, Executive Director, Oncology MSD

Laetitia Gerbe, Partner for investments in AVF fund, Seventure Partners

Lisa Urquhart, Editor, EP Vantage

Lucie Ellis, Managing Editor, In Vivo Pharma Intelligence | Informa

Luigi Aurisicchio, CEO, Takis Biotech - Evvivax

Madiha Derouazi, Founder and CEO, Amal Therapeutics

Marco A. Chacón, AVP Industry Alliances University of Maryland, Baltimore

Mark Heffernan, CEO, Stonehaven Incubate

Mark Krul, Partner, Aglaia Biomedical Ventures

Mathias Schmidt, CEO, ArmaGen

Maya Merrell, Director Business and Partnership Development, Fast Forward LLC

Melanie Senior, Healthcare Writer & Analyst, Pharma Intelligence | Informa

Michael L. Salgaller, Supervisor, Invention Development & Marketing Unit, Technology Transfer Center, NIH

Michael Motz, Executive & Entrepreneur, Nextris Pharma

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

Nick Clarke, Head of UK Academic Partnerships, External Sciences & Innovation, Pfizer WRD

Noor Shaker, Co-Founder and CEO, GTN LTD

Oliver Gajda, Executive Director and Founder, European Crowdfunding Network

Olivier Arnaud, Senior Director - European Research, Juvenile Diabetes Research Foundation

Olivier Arnaud, Business Development Manager, PROVAXS

Tiina K. Urv, Program Director, Office of Rare Diseases Research, NIH - NCATS

Wim Van Camp, General Manager Technology Transfer, Ghent University

Yann Barrault, Head of Business Development & Licensing, SATC Grand Centre

Zishan Haroon, Chairman & General Partner, Julz Co
### DAY ONE  
**Tuesday, December 4th**

#### CONFERENCES AND ROUNDTABLE DISCUSSIONS

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<tr>
<td>8:30 am</td>
<td>NAME BADGE PICKUP &amp; WELCOME COFFEE</td>
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<tr>
<td>9:30 am</td>
<td>Conferences and roundtable discussions</td>
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<tr>
<td>9:30 am</td>
<td>Pitch sessions</td>
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<td>9:30 am</td>
<td>Agnostic or pure players in the biotech sector: Who is getting prominent in the early-stage financing rounds?</td>
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<td>Artificial Intelligence to speed up drug discovery: The revolutionary road to advancing innovation</td>
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<td>9:30 am</td>
<td>Licensing Opportunity Presentations</td>
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<td>10:30 am</td>
<td>NETWORKING BREAK</td>
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<td>10:30 am</td>
<td>PLENARY SESSION</td>
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<td>10:30 am</td>
<td>Seed funds crossing borders: How far and how fast is the early-stage investment market in Biotech globalising?</td>
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<td>11:00 am</td>
<td>LUNCH</td>
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<td>Beyond shared R&amp;D means of pharma and academic institutions, common strategies for collective success</td>
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<td>LUNCH + Would-be CEOs Networking Lunch</td>
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<td>Thinking of the exit scenario to shape a biotech start-up at its first steps: Which model for which term of exit?</td>
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<td>4:00 pm</td>
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### DAY TWO  
**Wednesday, December 5th**

#### CONFERENCES AND ROUNDTABLE DISCUSSIONS

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<td>12:30 pm</td>
<td>LUNCH</td>
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<tr>
<td>12:30 pm</td>
<td>How available to biotech start-ups have philanthropic and other sources of soft funding become today?</td>
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<td>2:00 pm</td>
<td>NETWORKING BREAK</td>
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<td>Under pressure: How does the urge to bring rare disease therapies create a new range of business or collaborative models?</td>
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<td>Start-up Slams Award Ceremony</td>
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**TRACK 1**  
Best practices in academia-industry R&D collaborations

**TRACK 2**  
Nurturing and licensing early-stage assets

**TRACK 3**  
Early-stage innovation: Identify the right funding sources
Fostering Innovation
Boehringer Ingelheim knows what it takes to be innovative and entrepreneurial. From the small factory in 1885 to today’s global pharmaceutical organisation, we know how important it is to nurture and develop emerging science and technology.
Our track record of bringing breakthrough medicines to patients starts with new ideas and new science, and collaborations with external partners play a key role in helping us deliver an innovation-led portfolio. Join us at our partnering day to explore how we can develop the next generation of medicines together.
For more information on our partnering interests please visit:
www.boehringer-ingelheim.com/partnering/interests

Meet our Research and Partnering Teams
9.00 AM - 12.30 PM 1:1 Partnering Meetings
12.30 PM - 1.30 PM Networking Lunch
1.30 PM - 3.30 PM 1:1 Partnering Meetings and Registration for afternoon sessions
3.30 PM - 4.30 PM Company Presentations
4.30 PM - 5.30 PM Panel Discussion: Collaborative Research and Partnering with Boehringer Ingelheim
5.30 PM - 6.30 PM Networking Reception

Register to attend the event and, if interested, apply for a one-to-one meeting to discuss potential opportunities for partnering with our team.
Deadline to register: November 1st, 2018

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 December 4th and 5th, 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 high-level 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
EGID SYMPOSIUM

December 4th, 2018 | Lille

5th edition:
THE GUT, INCRETINS, DIABETES

Steering Committee

Philippe Froguel
MD, Ph.D, Director of UMR CNRS 8199-University 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 Life

François Pattou
Professor of surgery, University of Lille, CHU Lille Inserm

Bart Staels
Director of UMR 1011 Inserm, University of Lille – EGID, CHU Lille, Pasteur Institute of Lille

Programme Overview

Gut-Brain glucose signalling in the control of energy homeostasis
Gilles Milhieux, Director UMR-5123-UCBL, Director of ALECS, Inserm 1213, Faculty of Medicine Lannec

Food and type 2 diabetes: Restoring the Milieu Intérieur
Roy Taylor, Professor of Medicine and Metabolism and Director, Newcastle Magnetic Resonance Centre, Newcastle University

Insights from bariatric surgery
Rachel Batterham, Professor of Obesity, Diabetes and Endocrinology – NIHR Research Professor, Head of UCLH Obesity & Bariatric Services, Head of Obesity Research, Department of Medicine, Rayne Building, University College London

Incretins, diabetes and CV disease
Nikolaus Marx, Professor of Medicine / Cardiology, Head of the Department of Internal Medicine I, University Hospital Aachen

Therapeutic potential of multi-incretin therapy — from mice to men
Aimo Kannt, Head, Comorbidities and Complications of Diabetes, Sanofi Diabetes Research

In partnership with:

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EVENT HOSTED BY

**EDCA**

December 5th, 2018 | 10.30 am - 12.30 pm | Lille

EDCA invites you to a round table during BioFIT to exchange on the hot topic of the new European In Vitro Diagnostic Regulation.

**About EDCA:**
European Diagnostic Clusters Alliance – EDCA is the first European network serving the competitiveness of the medical diagnostic industry. It federates 8 European clusters and counts 350 companies.

**The purpose of EDCA is:**
- To promote competitiveness of European industry in the area of medical diagnosis. The association will enhance the synergies between academic research, clinical research, health authorities and diagnostic companies;
- To ease the growth of European SMEs in medical diagnostic;
- To promote the development of diagnostic clusters and competitiveness clusters in Europe;
- To promote cooperation between diagnostic clusters (inter-cluster) in order to help build European collaborative projects.

**EDCA members:**
- BioTurku (Finland)
- BioWales (United Kingdom)
- BioWin (Belgium)
- Eurobiomed (France)
- Heath Capital (Germany)
- Medicen (France)
- The Oxford AHSN (United Kingdom)
- Uppsala Bio (Sweden)

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**IMODE**

December 4th, 2018 | 9.30 am - 6.00 pm | Lille

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.

**Conference Programme Overview:**

**IMODE overall presentation**  
Pr. Frédéric Affouard, University of Lille, UMET Laboratory, IMODE’s coordinator

**Electrospinning approach for drug delivery**  
Dr. Stéphanie Degoutin, University of Lille, UMET Laboratory

**Nanostructured materials: The next generation of active stents vessels**  
Dr. Ariane Boudier, University of Lorraine, Director of CITHEFOR Laboratory

**Tissue Engineering approach**  
Dr. Nicolas L’Heureux, University of Bordeaux, Director of BioTis Laboratory

**Regenerative medicine approach**  
Dr. Laurence Bordenave, CHU Bordeaux, Head of Nuclear Medicine

**Cardiovascular Disease, Restenosis and Thrombosis**  
Dr. Blandine Maurel, CHU Nantes, Vascular surgeon

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IMODE is a collaborative research project for multicomponent pharmaceutical products (co-amorphous 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.

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Organised by:  
Project partners:

project-imode.eu
PATHACOV

December 5th, 2018 | 9.30 am - 1.00 pm | Lille

Head of Project: Pr. Régis Matran, Professor of Respiratory Physiology, Lille University Hospital

Early diagnosis of human diseases through analysis of VOC in exhaled breath
The challenge is to develop and implement an innovative methodology in the health field and in particular in the early diagnosis of bronchopulmonary cancers.
The project will enable all populations on both sides of the border, regardless of socio-economic level, to have access to a simple, non-traumatic method for early detection of bronchopulmonary cancer and other human diseases.

Programme Overview:
Introduction to the Interreg France-Wallonia-Vlaanderen Programme
Pathacov Project and patient impact
Specific markers VOC (Volatile Organic Compounds)
Innovative tools for early diagnosis

Project partners:
**REGISTRATION FEES** (excl. VAT)

<table>
<thead>
<tr>
<th>Category</th>
<th>Early Bird</th>
<th>Regular Fee</th>
<th>Late Registration</th>
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<tbody>
<tr>
<td>Mature company (&gt; 5 years old)</td>
<td>€ 959</td>
<td>€ 1,199</td>
<td>€ 1,319</td>
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<tr>
<td>Investor (pre-seed, seed or Series A)</td>
<td>€ 959</td>
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<td>Cluster</td>
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<td>TTO</td>
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<td>€ 799</td>
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<td>Emerging company (≤ 5 years old) or SME (≤ 5 employees)</td>
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<td>€ 479</td>
<td>€ 527</td>
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<td>Academic scientist</td>
<td>€ 319</td>
<td>€ 399</td>
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**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:

- **Gold Sponsor** € 15,000
- **Silver Sponsor** € 10,500
- **Bronze Sponsor** € 6,000

There are many additional visibility opportunities, please contact us for a customised offer.
The Lille Region is the 3\textsuperscript{rd}-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 start-ups (AlzProtect, ImaBiotech, Innobiochips...) and dynamic mid-size biopharmaceutical companies (Diagast, Genfit, Genoscreen, LFB...).

The pharma-biotech sector in the Hauts-de-France region:
- 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)