

PROGRAMME



Biofit

FOSTERING
INNOVATION
& TRANSFER

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



NEW DESTINATION

MARSEILLE

FRANCE

8th edition

DECEMBER

10 & 11

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www.biofit-event.com

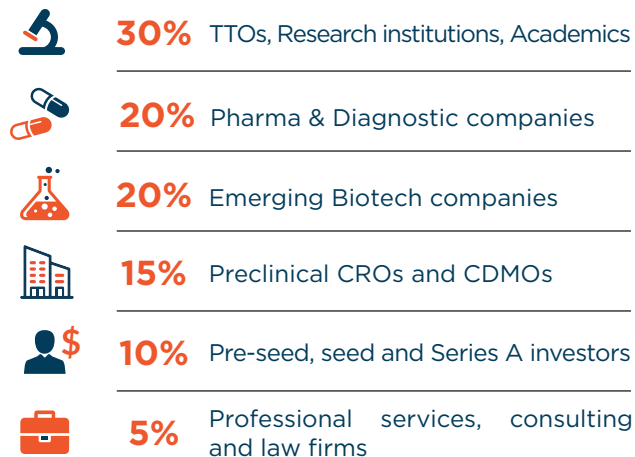
 @BIOFIT_EVENT

BIOFIT AT A GLANCE

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



WHO WILL YOU MEET?



STEERING COMMITTEE

PHARMA, BIOTECH

- Maria Bobadilla**
SENIOR DIRECTOR, EXTENDING INNOVATION NETWORK,
ROCHE 🇫🇷
- Adrian Carter**
CORPORATE VICE PRESIDENT AND GLOBAL HEAD OF DISCOVERY RESEARCH COORDINATION,
BOEHRINGER INGELHEIM 🇩🇪
- Sami Chtourou**
EXECUTIVE VICE PRESIDENT INNOVATION & SCIENTIFIC AFFAIRS, **LFB** 🇫🇷
- Florence Dal Degan**
R&D INNOVATION SOURCING DIRECTOR, **NOVO NORDISK** 🇩🇰
- Guy Hélin**
CEO,
SYNGULON 🇫🇷
- Stephan Lensky**
CHIEF OPERATING AND CHIEF BUSINESS OFFICE,
EPIMAB BIOTHERAPEUTICS 🇫🇷
- Sabrina Lesage**
STRATEGIC ALLIANCES MANAGER,
PFIZER 🇫🇷
- Sara Nunez-Garcia**
SENIOR DIRECTOR,
ROIVANT SCIENCES 🇫🇷
- Marie-Ange N'Zoutani**
DIRECTOR, EXTERNAL INNOVATION DRUG DISCOVERY, BUSINESS DEVELOPMENT & LICENSING,
SANOFI 🇫🇷
- Frédéric Scaërou**
SENIOR DIRECTOR, HEAD OF EXTERNAL INNOVATION EUROPE AND ASIA,
IPSEN INNOVATION 🇫🇷
- Joachim Vogt**
DIRECTOR, SEARCH AND EVALUATION, WESTERN EUROPE, **ABBVIE** 🇩🇪
- Nadine Weisslinger-Darmon**
MEDICAL DIRECTOR SPECIALTY PRODUCTS, CLINICAL RESEARCH AND ACADEMIC ALLIANCES, **GSK** 🇫🇷

ACADEMIA, TTOs

- Hervé Ansanay**
OPERATIONS DIRECTOR,
SATT AXLR 🇫🇷
- Jürgen Bauer**
DEPUTY MANAGING DIRECTOR, **EMBLEM TECHNOLOGY TRANSFER** 🇩🇪
- Garold Breit**
CEO,
BREIT IDEAS LLP 🇫🇷
- Jean-Luc Chagnaud**
HEALTHCARE BUSINESS DEVELOPMENT MANAGER & INTELLECTUAL PROPERTY MANAGER, **AQUITAINE SCIENCE TRANSFERT** 🇫🇷
- Anthony Daccache**
BUSINESS DEVELOPER,
SATT NORD 🇫🇷
- Caroline Dreyer**
PRESIDENT,
SATT CONECTUS 🇫🇷
- Lilla Farkas**
HEAD, OFFICE OF THE MANAGING DIRECTOR, RESEARCH COORDINATOR, **MPI-CBG, MAX PLANCK INSTITUTE OF MOLECULAR CELL BIOLOGY AND GENETICS** 🇩🇪
- Esther Lange**
INDUSTRY LIAISON MANAGER,
ASCENION 🇩🇪

INVESTORS

- Frank Hensel**
PRINCIPAL,
HIGH-TECH GRÜNDERFONDS 🇩🇪
- Jérôme Majoie**
GENERAL MANAGER, **FOUNDATION FOURNIER-MAJOIE** 🇫🇷
- Anta Gkelou**
ANALYST,
SOFINNOVA PARTNERS 🇫🇷
- Lotfi Yelles Chaouche**
PARTNER,
THEODORUS FUND 🇫🇷

ASSOCIATIONS, CLUSTERS & LAW FIRMS

- Nicolas Carboni**
PRESIDENT,
RÉSEAU C.U.R.I.E. 🇫🇷
- Barbara Freischem**
MANAGING DIRECTOR, **EBE - EUROPEAN BIOPHARMACEUTICAL ENTERPRISES** 🇫🇷
- 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** 🇫🇷
- Marco Pintore**
GENERAL MANAGER,
BIOVALLEY FRANCE 🇫🇷
- Christian Policard**
MEMBER OF THE BOARD, CHAIRMAN OF THE BUSINESS DEVELOPMENT SUB-COMMITTEE,
FRANCE BIOTECH 🇫🇷
- Emilie Royere**
GENERAL MANAGER,
EUROBIOMED 🇫🇷
- Cécile Théard-Jallu**
PARTNER ATTORNEY,
DE GAULLE FLEURANCE & ASSOCIÉS 🇫🇷
- Etienne Vervaecke**
GENERAL MANAGER,
EURASANTÉ & NHL CLUSTER 🇫🇷

THEY TRUSTED US IN 2018

PHARMA

AbbVie | Bayer Healthcare | Boehringer Ingelheim
| GSK | J&J Innovation | Lilly | Merck | MSD |
Novo Nordisk | Pfizer | Roche | Sanofi | Santen |
Sumitomo Dainippon Pharma...

VETERINARY

Bayer Animal Health | Boehringer Ingelheim Animal
Health | Ceva Animal Health | MSD Animal Health |
Vetoquinol | Virbac | Zoetis...

BIOTECH

Biogazelle | Genfit | LFB | LNC Therapeutics | Oxurion
(former ThromboGenics) | Syngulon | TiGenix...

TTOs AND ACADEMIA

Ascenion | CNRS | EMBLEM | Imperial Innovations
| INRA | LifeArc | Max Planck Institute | NIH |
Princeton University | University of Birmingham...

INVESTORS

(PRE-SEED, SEED, SERIES A)

Andera Partners | Fund+ | Gimv | High-Tech
Gründerfonds | Julz Co | Medicxi | MS Ventures |
Sofinnova Partners | Truffle Capital | TVM Capital...

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PARTNERING

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

- 1** **LOG IN** to the partnering platform and **IDENTIFY** today's innovative products, technologies, licensing opportunities as well as potential project partners
- 2** **REQUEST** and **PRE-SCHEDULE** one-to-one meetings with the most qualified players in the Life Sciences field
- 3** **MEET** your future partners and **DEVELOP** new collaboration and partnerships.



Partnering at BioFIT is powered by  **inova**

PITCH SESSIONS

The early-stage innovations you need

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

START-UP SLAMS

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

Pitch fees: Free for all BioFIT registrants.

COLLABORATIVE AND LICENSING OPPORTUNITY PRESENTATIONS

The Collaborative and Licensing Opportunity Presentations are a great opportunity for **TTOs, universities, research institutes and companies** to showcase their early-stage assets in front of potential partners, in order to entail a collaborative project and/or an opportunity to out-license.

Pitch fees: Free for all BioFIT registrants.

SERVICE PRESENTATIONS

The Service Presentations are a great opportunity for **service providers and technology platforms with an innovative offer** to showcase their offers in front of potential clients.

Pitch fees: From €200 to €350 additional fees to the registration fees if selected.

HOW DOES IT WORK?



WOULD-BE CEO

Are you a bioentrepreneur seeking a project? Or do you have projects needing a CEO?

As talented CEOs are frequently sought-after by many actors of the biotech industry, this Would-be CEO 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 important issue.

Any bioentrepreneur looking for a project to get involved in is welcome to join BioFIT and particularly the Would-be CEO session. Any incubator or tech transfer entity looking for an entrepreneur to lead their start-up projects is also welcome to join.

Bioentrepreneurs workshop:

- Panorama of European entrepreneurial training programmes
- How I met my co-entrepreneur?



HOSTED EVENT

R&D DATING FOR ANIMAL HEALTH AND INNOVATION

DECEMBER 10TH & 11TH, 2019



BioFIT 2019 will host the 5th edition of the “R&D dating for Animal Health and Innovation” business convention, at the French association for the animal health-care industry (SIMV)’s initiative, on December 10th and 11th, 2019 in Marseille.

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.

Animal health-related roundtable discussions during BioFIT:

- How is the digitalisation transforming the animal health industry?
- Cross-sectorial success stories: Fruitful collaborations between animal and human health sectors

Organised by:



 simv.org

Contact: secretariat@simv.org

CONFERENCE PROGRAMME

1 TRACK

Best practices in academia-industry R&D collaborations

2 TRACK

Nurturing and licensing early-stage assets

3 TRACK

Early-stage innovation: Identify the right funding sources

PLENARY SESSION

WHAT IS PHARMA LOOKING FOR NOWADAYS? COLLABORATION AND LICENSING OPPORTUNITIES PHARMA IS LOOKING FOR, WHILE CHANGING FROM A DRUG DEVELOPER TO A HEALTHCARE SOLUTION PROVIDER

A lot of pharma companies declare that they no longer want to be purely developers of drugs, and thus they progressively transition to become healthcare solution providers, trying to seek broader solutions to answer the patient needs, and changing the way they look at assets: What does it mean for the industry in terms of orientation of their scouting efforts, particularly for early-stage assets? This session aims to understand pharma's viewpoint, the consequences for the orientation of deals, the way it is going to influence the relationships with academia and biotech start-ups. How does this strategic intention modify the type and the nature of deals that pharma have with start-ups & academic institutions? How is it affecting early-stage licensing deals?

1 TRACK

Best practices in academia- industry R&D collaborations

WHAT ARE THE OUTCOMES OF LONG-LASTING COMMITMENT BETWEEN UNIVERSITIES AND PHARMACEUTICAL COMPANIES?

To which needs do these numerous collaboration schemes answer? What are the specificities of these agreements in terms of management models and R&D means mutualisation. Are short-term reports and industry constraints coherent with multi-years academic agreements?

HOW CAN BIG DATA FUEL COLLABORATIONS BETWEEN PHARMA AND ACADEMIC INSTITUTIONS?

How to ensure the full transparency and compliance in the use of academic-origin data in order to abide by ethics? How can consolidating and mutualising data between industrial and academic players unlock the full potential of these partnerships?

WHAT ARE THE RECENT SUCCESSFUL INDUSTRY-ACADEMIA COLLABORATIONS IN ARTIFICIAL INTELLIGENCE?

What are the good examples of partnerships in this field? How have they proved to be fertile in innovation for the benefit of both parties?

MANAGING PRE-COMPETITIVE COLLABORATION IN LIFE SCIENCES: TESTIMONIALS ON OUTCOMES, LIMITS, CONSTRAINTS AND BENEFITS OF EUROPEAN CONSORTIA.

Which research topics are considered good candidates for competitive consortia at the time of precision medicine? Are the current collaborative models (IMI, H2020...) adapted to the research needs? How to balance each party's interests and define the domain of precompetitive research. How can IP problematics be managed?

TO WHAT EXTENT ARE PATIENT ORGANISATIONS QUALIFYING AS A PARTNER WHEN COLLABORATING WITH PHARMA AND ACADEMIA?

Everybody wants an increasing commitment of patient organisations in collaborative projects in healthcare, as they bring background, knowledge and real-life evaluation to the table. How do they influence the way collaborations are carried? How do they participate to R&D financing efforts? How to capitalise on patient organisations' legitimacy as real life evaluation experts?

2 TRACK

Nurturing and licensing early-stage assets

HOW TO VALUATE AN EARLY-STAGE THOUGH PROMISING ASSET?

To what extent do experimented actors help the bio-entrepreneur to aim for a realistic maturation and validation roadmap? How do they help the managing team to understand value inflection points? How do the industry players (pharma, biotech, VC) handle this issue of granting of value to those assets? How industrial players could help academic institutions and TTOs avoid making mistakes at the very early development stages?

WHAT ARE THE KEY QUESTIONS AN ACADEMIC PROJECT SHOULD ADDRESS TO ENSURE A VALUABLE LICENSING DEAL IN THE VIEW OF PHARMACEUTICAL INDUSTRIES?

How can a biotech company prepare for a due diligence by big pharma? Which areas are usually underestimated when preparing for a due diligence? What is an efficient due diligence plan? How to prepare an attractive asset to pharma and investors? What are the fundamentals of Due diligence? What are the legal aspects to get prepared to?

WHICH NEW FORMS OF ACADEMIA-INDUSTRY PARTNERSHIPS TO CREATE SEED AND PRE-SEED TOOLS?

Numerous tools have been created in the last years, how do these early-stage financing vehicles work? On which bases do they ground funds allocation? What are the expectations of the limited partners? Who are the players involved in such investment tools, and what do they await from their involvement in such early-stage funding and investment tools?

WHAT DO TTOS WANT TO ENSURE THE CREATION OF A VIABLE SPINOUT OPPORTUNITY?

What does viable mean for TTOs, and do we have the same definition everywhere around Europe? On which grounds are TTOs advising to create a spin-off rather than out-licensing the IP or a contract-based R&D collaboration? Which are the benefits, limits, constraints and indication of the spin-out model? What are the key factors to create a well-conceived spin-off company, how to exploit and maximise the value creation?

3 TRACK

Early-stage innovation: Identify the right funding sources

WHAT'S HOT, WHAT'S NOT? WHAT'S ON THE INVESTORS' WISHLIST FOR 2020?

How do the deals and lessons-learned from 2019 investment let us peak at what can be expected for 2020? What are the tips for success for next year? Which therapeutic area will gain or reinforce interest from the VCs? How can you make sure that your business will be on VC's radar?

ON WHICH BASES DOES THE PHARMA DECIDE TO GET INVOLVED IN THE VENTURE CAPITAL ARENA?

Whether that 'd be as a limited partner of a firm, or creating its own corporate venture tool, what are the expectations of pharma to get involved in financing?

HOW TO SHAPE THE CORPORATE GOVERNANCE OF BIOTECHS AT THEIR VERY FIRST STEPS TO MAKE THEM BANKABLE?

How to cope with a pre-established governance from an academic spin-off? How can clashes of culture between researchers and industrials be beneficial and craft a balanced managing team? How are VCs expressing their demands and expectations and how are they filled up? To what extent is leaning on international strategic and scientific committees as soon as they are born a recipe of success?

CHALLENGING CONVENTIONAL WISDOM: IS EARLY-STAGE CAPITAL AS SATISFYINGLY AVAILABLE IN EUROPE AS WE LIKE TO BELIEVE?

How is it crucial to question the accepted common idea that Europe only lacks bigger funds for bigger roundtables and for more mature companies? Compared to European later-stage investment markets which are positively underfunded, it seems at first glance that the early-stage capital market is healthy and well-fuelled, but is it genuinely the case? Is the European early-stage capital market as rich in players and capital as it is said to be?

WHICH FUNDING MODELS TO ACCELERATE ANTI-PARASITIC AND ANTI-INFECTIOUS INNOVATION?

Which funding to support new vaccines, drugs and treatment strategies in Africa? What is the role of philanthropic funding? How can foundations and governments form alliances to fund better R&D?

JOIN BIOFIT 2019

REGISTRATION FEES (excl. VAT)

REGISTRATION FEES

Fees per person | (excl. VAT)

Mature company (> 5 years old)

Investor (pre-seed, seed or Series A)

Cluster | Association

TTO | Research institution

Emerging company (≤ 5 years old)
or **SME** (≤ 5 employees)

Academic scientist

	SUPER EARLY BIRD Before March 29 th , 2019 included	EARLY BIRD From March 30 th to June 28 th , 2019 included	REGULAR FEE From June 29 th to November 4 th , 2019 included	LATE REGISTRATION From November 5 th , 2019
Mature company (> 5 years old)	€ 1,032	€ 1,199	€ 1,349	€ 1,484
Investor (pre-seed, seed or Series A)	€ 1,032	€ 1,199	€ 1,349	€ 1,484
Cluster Association	€ 879	€ 1,022	€ 1,149	€ 1,264
TTO Research institution	€ 688	€ 799	€ 899	€ 999
Emerging company (≤ 5 years old) or SME (≤ 5 employees)	€ 420	€ 488	€ 549	€ 604
Academic scientist	€ 344	€ 399	€ 449	€ 494

EXHIBITION FEES (excl. VAT)

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(excl. VAT)

6 m² equipped stand + 1 full pass

9 m² equipped stand + 1 full pass

12 m² equipped stand + 1 full pass

18 m² equipped stand + 2 full passes

	SUPER EARLY BIRD Before March 29 th , 2019 included	EARLY BIRD From March 30 th to June 28 th , 2019 included	REGULAR FEE From June 29 th to November 4 th , 2019 included
6 m² equipped stand + 1 full pass	€ 2,200	€ 2,400	€ 2,600
9 m² equipped stand + 1 full pass	€ 3,300	€ 3,500	€ 3,700
12 m² equipped stand + 1 full pass	€ 4,400	€ 4,600	€ 4,800
18 m² equipped stand + 2 full passes	€ 6,600	€ 6,800	€ 7,000

SPONSORSHIP PACKAGES (excl. VAT)



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€ 15,500



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Bronze Sponsor
€ 6,500

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EVENT VENUE

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Marseille

One of the best innovative hubs for biotech in Europe

The Aix-Marseille-Provence Metropolis and the Sud Provence-Alpes-Côte d'Azur Region are a dynamic hotbed for biotech and pharma innovations, providing unrivalled assets and cutting edge resources. This is due in particular to its leading research and training centres, its incubators which boost R&D projects, Eurobiomed, the cluster which supports innovations' development all along their development and its dedicated network including clusters, industries, SMEs and start-ups.



Organised by:



Institutional partners:

