



**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

8<sup>th</sup> edition **DECEMBER**  
**10 & 11**  
**2 0 1 9**

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## Editorial

*Since its first edition, in 2010, BioFIT has become the leading European partnering event for early-stage deals and investment rounds in the Life Sciences field.*

*Today, we are very pleased to welcome you to Marseille for the 8<sup>th</sup> edition of BioFIT which gathers over 1,300 attendees from 35 countries, representing large companies, medium-sized businesses, start-ups as well as tech transfer organisations, academics and investors. Thanks to the quality and diversity of its participants, BioFIT looks certain to generate, this year again, excellent collaboration opportunities.*

*We wish you a fruitful and enjoyable two-day event, full of meetings and partnerships, and we hope to see you next year in Strasbourg on December 1<sup>st</sup> and 2<sup>nd</sup>, 2020 for the 9<sup>th</sup> edition of BioFIT, for even more meetings, deals and discoveries of early-stage innovations in Life Sciences!*



**Etienne Vervaecke**

General Manager of **Eurasanté** and **NHL Cluster**



**Emilie Royere**

General Manager of **Eurobiomed**



**Marco Pintore**

General Manager of **BioValley France**

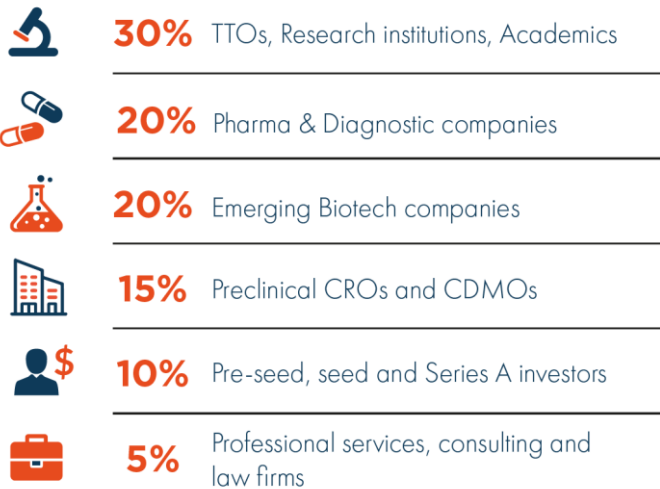
## Key numbers of BioFIT 2019

- **1,300** registered delegates
- **35+** countries represented
- **80** international speakers
- **100** exhibitors
- **4** hosted events
- **16** conferences

# BioFIT, the leading European partnering event for early-stage deals and investment rounds in the field of Life Sciences

## BioFIT at a glance

As one of the top three European business conventions thanks to its record figures, BioFIT is the leading partnering event in Europe for technology transfer, academia-industry collaborations and early-stage innovation deals in the field of Life Sciences. BioFIT is also the European marketplace for pre-seed, seed and Series A investment in Life Sciences. For this eighth edition, BioFIT welcomes 1,300 international key players from 35 countries such as big pharma, emerging and small biotech companies, diagnostic companies, pre-seed / seed / Series A investors as well as professionals from tech transfer, academia and research institutions.

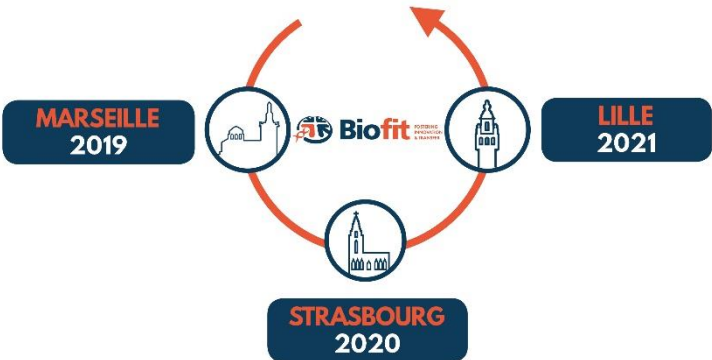


## Three regions with strong and dynamic innovation ecosystems in France are joining forces to support BioFIT’s growth

A unique partnership between three powerful ecosystems (Provence-Alpes-Côte d’Azur, Grand Est and Hauts-de-France regions) has been announced last year, at BioFIT 2018.

Thanks to an unprecedented partnership between the Clubster-NHL, BioValley France and Eurobiomed competitiveness clusters, as well as Eurasanté and the local

authorities of these three French regions, BioFIT has now a foothold in Marseille (2019), Strasbourg (2020) and Lille (2021). As such, BioFIT supports the dynamics of industry and academic stakeholders in the sector and move towards the status of European leader in its core function: early-stage innovation deals in Life Sciences. Building on the strengths and assets of each region in which BioFIT is now organised, the event provides its participants with an ideal setting fostering interactions and significantly increasing partnership and funding opportunities.



### **Why BioFIT in Marseille?**

The Provence-Alpes-Côte d'Azur region is the second largest French centre for Life Sciences research and the second French region for patent applications and clinical trials. It is also one of the most concentrated hospital networks in France with a vast array of research platforms and one of the most dynamic clinical, industrial and academic research activities in France. The region's academic research laboratories stand out in immuno-oncology with the Marseille Immunopôle cluster, infectious and tropical diseases and clinical microbiology hosted by the Institut Hospitalo-Universitaire Méditerranée Infection (IHU) and rare and orphan diseases and neurosciences.

### **Why BioFIT in Strasbourg?**

The Grand Est region is a hotspot for Life Sciences, in a cross-border region characterised by a strong Franco-German-Swiss culture of cooperation and concentrating a dense population of renowned stakeholders in life and health sciences with seven Nobel Prize winners, leading universities, world-renowned research institutes and over 600 companies, ranging from innovative start-ups to giants in the pharmaceutical sector such as Lilly, Novartis, Sanofi and Roche. More generally, the region excels in biotechnology, medical devices and digital health.

### **Why BioFIT in Lille?**

The Hauts-de-France region has a health sector with 1,000 companies in Life Sciences for 30,800 employees and a value of more than 12 billion euros. The pharma-biotech-nutrition sector employs 12,875 people and represents more than 50% of the regional turnover and 80% of the sector's export turnover. Some of the major names in the Hauts-de-France region include Bayer, GENFIT, LFB, Lesaffre, AlzProtect and Diagast.



## **An event designed to foster innovation in the Life Sciences sector**

### **Fostering cooperation and partnerships between academia, TTOs, big companies, start-ups, SMEs and financial backers**

For its eighth edition, BioFIT will bring together all the Life Sciences actors involved in the early-stage innovation phases. TTOs, research institutes, academia, pharma & diagnostic companies, biotech companies, preclinical CROs and CDMOs, investors and professional services, consulting & law firms from all over the world source, thanks to BioFIT, those types of early-stage deals. BioFIT provides the ideal environment for academia and industry actors to build partnerships, to source innovative and competitive early-stage R&D projects, to facilitate the emergence of collaborative projects, to increase licensing opportunities, to obtain funding and to facilitate market access.

The partnering activity is the most efficient way to identify and connect with future project partners, obtain funding and accelerate innovation. Participants can schedule one-to-one meetings with the participants of their choice over both days. In 2019, a total of 10,000 meetings were generated.

The BioFIT business convention offers, in addition to the one-to-one meetings, a Would-be CEO session. It aims to bring together start-ups, incubators, TTOs, scientific founders and Would-be CEOs, and allows bioentrepreneurs seeking a project to lead, to find newly created company or even in process of being created, to become involved in it as a CEO. This Would-be CEO session allows projects in need of CEOs, to find their future leaders. During this session, the attendees will have the opportunity to discover a panorama of European entrepreneurial training programme and to listen to bioentrepreneurs and investors reflect on the questions: “How do I find the right co-founders? Which networks to activate? How do we find the risk takers and the co-entrepreneurs?”. They will also be able to receive some feedback and best practices when launching companies.

### **Collaborations and early-stage deals in Life Sciences at the heart of the BioFIT programme**

Over 80 international experts, from research, industry and investment worlds, share their experience and vision throughout 16 innovation-focused topics relative to academia-industry collaborations, investment trends, pre-seed, seed and Series A in the field of Life Sciences.

For this eighth edition’s Plenary Session, a panel of international speakers will discuss the collaboration and licensing opportunities pharma is looking for, while changing from a drug developer to a healthcare solution provider status. Moderated by Gerald Law (Innovation DB (UK Innovation Forum)), the accomplished experts Phil L’Huillier (Merck Sharp & Dohme), James Eshelby (Pfizer), Joachim Vogt (AbbVie) and Tomas Landh (Novo Nordisk) will address this burning question: *What is pharma looking for nowadays?* It aims at understanding pharma’s viewpoint, the consequences for the orientation deals, the way it is going to influence the relationships with academia and biotech start-ups.

Also, the *One Health* concept will be explored through two conferences about animal healthcare solutions and animal health industry, organised by the French Association for the Animal Healthcare Industry (SIMV) and through the Animal Health Collaborative Opportunity Presentations session where innovative start-ups and technologies will be introduced to the BioFIT audience.

## Facilitating access to financing for bioentrepreneurs

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

The pitch sessions are a great opportunity for bioentrepreneurs to showcase their project in front of potential partners: the *Start-up Slams* for start-ups seeking to raise a seed or Series A financing round, the *Collaborative and Licensing Opportunity Presentations* for TTOs, universities, research institutes and companies to promote their early-stage technologies and the *Service Presentations* for service providers and technology platforms that have an innovative offer to present.

This year, **50 innovative projects have been selected among 100+ application forms received.**

The innovative start-ups will present their projects in 6 different categories:

- Cell-Therapy:
  - **BioFOR-Nerve:** Biocompatible Organ Regeneration | Peripheral Nerve Regeneration | Nerve Hollow Tube/Connector (IR)
  - **INNOVGEL:** Hydrogels for 3D cell culture | Bio-inks for bioprinting | Tissue engineering and regenerative medicine (FR)
  - **TRINCE:** Transfection | Photoporation | Cell-based therapy (BE)
  - **DenovoMATRIX GmbH:** Coating | Stem cells (DE)
  
- Cardio-Metabolic:
  - **ENTEROSYS:** Type 2 diabetes | Enteric nervous system | Gut-brain communication (FR)
  - **Balmes Transplantation:** Ischemia-reperfusion injury | Acute Kidney Injury | Chronic Kidney Disease (FR)
  
- Wound-Care:
  - **EvoBiotech:** Biotech | Pharma | Medical device (IT)
  - **REGULAXIS:** Gonarthrosis | Cartilage | Peptide (FR)
  
- Animal Health:
  - **AND BioPharma:** Inhibitory action | DNA Self toxicity | Extracellular DNA (exDNA) (BE)
  - **PathoSense:** Rapid diagnostic | Infectious diseases | Animal health (BE)
  - **Biocheck.ugent:** Biosecurity | Farm | Coaching (BE)
  
- Cancer:
  - **MediSieve Ltd.:** Sepsis | Blood-borne diseases | Platform therapeutic (UK)
  - **Apmunia Therapeutics:** Immuno-oncology | Drug peptides | Precision medicine (FR)
  - **Immune insightT:** Immuno-monitoring | Regulatory T cells (Tregs) | Predict and anticipate clinical trials or therapeutic treatments failure (FR)
  - **Nanoligent.SL:** Metastasis | Oncology | Selective (ES)
  - **SideROS:** Small molecules | Refractory/resistant cancer | Persister cancer cell (FR)
  - **Elphogene:** Liquid biopsy | CtDNA | Colorectal cancer (CZ)



- CNS:
  - o **Agent**: Alzheimer's | Machine Learning | Blood diagnosis (FR)
  - o **MT-act**: Tauopathy | Neurodegeneration | Optic nerve (FR)

During the **Award Ceremony, on Wednesday, December 11<sup>th</sup> from 4.00 pm**, the winners of the 4 following categories will be announced: most innovative start-up, most promising technology, most innovative service offer and most innovative animal health project.





## BioFIT proudly hosts events initiated by third parties

### R&D dating for Animal Health and Innovation

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 after initiating 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 enhances the visibility of cutting-edge research in France and in Europe, encourages investments and leads to therapeutic innovation.

The organisation of R&D dating for Animal Health and Innovation during BioFIT makes sense. Indeed, 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 physio pathological 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 encourages a provocative, straightforward and realistic discussion on what each side needs from the other to set up mutual beneficial partnerships.

### Translational Neuroscience Day

NeurATRIS has already set up and organised “Translational Neuroscience Day” with 2 first editions in December 2017 and January 2019.

For the third edition, Dhune (French centre of excellence on neurodegeneration) and NeurATRIS (French research infrastructure in neurosciences) decided to join their expertise to offer an event that highlights innovative translational research for neurodegenerative diseases with a market focus. Thus, academia-industry relationships will be developed not only from the science and technology point of view but also through training / education required to constantly remain at the forefront of innovation.

This new edition gathers experts in neurodegenerative diseases and foster interactions between researchers, clinicians, biotech and pharmaceutical companies. [www.cobra-2seas.eu](http://www.cobra-2seas.eu)

### PIXR – Patient Innovation Xperience by Roche

Roche is organising PIXR – Patient Innovation Xperience during BioFIT 2019. The day is dedicated to conferences, roundtables and pitches around Health Innovation.

Participants will be able to actively network and interact during the day using their Mobile Device:

- Digital Q&A, discussions and voting enable you to share their ideas and opinions about the discussed topics.
- Shared slides and documents instantly available.

### **European Project Imode**

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

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 Regional Development Fund (ERDF).



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 gastrointestinal conditions that lack or have inadequate treatment, all while keeping medical costs low.















# BioFIT 2019 agenda – Day one


|                      |   | Conferences and roundtable discussions   |  | Pitch sessions           | Partnering               |
|----------------------|---|--|--|--------------------------|--------------------------|
| 7.30 am<br>9.00 am   | ☕ NAME BADGE PICKUP & WELCOME COFFEE  |  |  |                          |                          |
| 9.00 am<br>9.30 am   | <b>LILLE ROOM</b>   | <b>STRASBOURG ROOM</b>   | <b>INNOV'AREA</b>  | 🤝<br>One-to-one meetings |                          |
| 9.30 am<br>10.30 am  | <b>SORMIOU ROOM*</b><br><br><b>PRESS CONFERENCE</b><br>Working with corporate venture funds? | What are the outcomes of long-lasting commitment between universities and pharmaceutical companies?              | Collaborative and Licensing Opportunity Presentations                                      |                          |                          |
| 10.30 am<br>11.00 am | ☕ NETWORKING BREAK  |  |  |                          |                          |
| 11.00 am<br>12.30 pm | <b>LILLE ROOM</b><br><b>PLENARY SESSION</b><br>What is pharma looking for nowadays?   |  |  |                          |                          |
| 12.30 pm<br>2.00 pm  | 🍴 LUNCH   |  | <b>STRASBOURG ROOM</b><br>🍴 INVESTORS' LUNCH   |                          | 🤝<br>One-to-one meetings |
| 2.00 pm<br>3.00 pm   | <b>LILLE ROOM</b>   | <b>STRASBOURG ROOM</b>   | <b>INNOV'AREA</b>  |                          |                          |
| 3.15 pm<br>4.15 pm   | What are the milestones to be reached for an academic asset?  | Managing pre-competitive collaboration in Life Sciences  | Start-up Slams:<br>- Cell-therapy<br>- Cardio-metabolic<br>- Wound-care<br>- Animal Health |                          |                          |
| 3.15 pm<br>4.15 pm   | <b>LILLE ROOM</b>   | <b>STRASBOURG ROOM</b>   | 🤝<br>One-to-one meetings   |                          |                          |
| 4.15 pm<br>4.45 pm   | How can big data fuel collaborations between industry and academic institutions?  | Which funding models to accelerate anti-parasitic and anti-infectious innovation?                                |  |                          |                          |
| 4.15 pm<br>4.45 pm   | ☕ NETWORKING BREAK  |  |  |                          |                          |
| 4.45 pm<br>6.15 pm   | <b>LILLE ROOM</b>   | <b>STRASBOURG ROOM</b>   | <b>INNOV'AREA</b>  | 🤝<br>One-to-one meetings |                          |
| 4.45 pm<br>6.15 pm   | Challenging conventional wisdom: Is early-stage capital as satisfyingly available in Europe as we like to believe?  | How is AI based on wearables and sensors a major driver for the future of Animal Health and veterinary sciences? | Sponsors' Presentations:<br>- Sanofi<br>- Pfizer<br>- MSD<br>- MSD Animal Health           |                          |                          |
| 6.30 pm<br>20        |    |  |  |                          |                          |


# BioFIT 2019 agenda – Day two

|                      |  | Conferences and roundtable discussions  | Pitch Sessions  | Partnering   |  |
|----------------------|--|---|---|--|--|
| 7.30 am<br>9.00 am   |  WELCOME COFFEE                                   |   |   |  |  |
| 9.00 am<br>10.00 am  | <b>LILLE ROOM</b><br>How to prepare your package for a due diligence by a pharma player?   | <b>STRASBOURG ROOM</b><br>What are the recent successful industry-academia collaborations in Artificial Intelligence? | <b>INNOVAREA</b><br>Animal Health Collaborative Opportunity Presentations   | <br>One-to-one meetings |  |
| 10.00 am<br>10.30 am |  NETWORKING BREAK                                 |   |   |  |  |
| 10.30 am<br>11.30 am | <b>LILLE ROOM</b><br>How to shape the corporate governance of biotech start-ups at their very first steps to make them successful? |   | <b>INNOVAREA</b><br><br>Service Presentations   |  |  |
| 11.45 am<br>12.45 pm | <b>LILLE ROOM</b><br>Which new forms of academia-industry partnerships to better mature assets?                                    | <b>STRASBOURG ROOM</b><br>Would-be CEO Workshop   |   |  |  |
| 12.45 pm<br>2.00 pm  |  LUNCH  |   |   |  |  |
| 2.00 pm<br>3.30 pm   | <b>LILLE ROOM</b><br>What's hot, what's not? What's on the investors' wishlist for 2020?   | <b>STRASBOURG ROOM</b><br>Which promises to be delivered by high potential vaccines?                                  | <b>INNOVAREA</b><br>Start-up Slams:<br>- Cancer<br>- CNS  |  |  |
| 3.30 pm<br>4.00 pm   |  NETWORKING BREAK                               |   |   |  |  |
| 4.00 pm<br>5.30 pm   | <b>STRASBOURG ROOM</b><br>What to ensure before the creation of a viable spinout opportunity?                                      |   | <b>INNOVAREA</b><br><br>Award Ceremony |  |  |

 **TRACK 1**  
Best practices in academia-industry R&D collaborations

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

 **TRACK 3:**  
From pre-seed to Series A: Accessing early-stage investment

 **ANIMAL HEALTH HIGHLIGHTS**

\*SORMIOU ROOM is located within the Palais des Congrès.

## Organisers



**Eurasanté** – [www.eurasante.com](http://www.eurasante.com) @Eurasante

Eurasanté is a technology transfer tool, an incubator, an accelerator and a cluster manager in the Health field in Northern France. Eurasanté assists French and foreign companies, entrepreneurs, scientists and clinicians with their innovation and development projects. The region includes over 1,000 healthcare companies with 30,800 employees in this sector. Eurasanté also promotes and develops the Eurasanté bio-business Park which hosts 8 hospitals, 4 universities, 7 specialised schools, 170 companies and 50 laboratories within a European-wide scientific and medical site. Eurasanté also organises four international healthcare-related partnering events that aim to increase and improve interaction between academia and industry: BioFIT (Life Sciences), MedFIT (MedTech, Diagnostic, Digital Health), NutrEvent (Food, Feed, Nutrition, Health) and AgeingFit (Healthy Ageing).



**Clubster NHL** – [www.clubstersante.com](http://www.clubstersante.com) @ClubsterNSL

NHL Clubster is a competitiveness cluster and a network gathering 350 members committed to innovation in Life Sciences. NHL Clubster aims to connect academia, industry and health professionals and to foster innovation for better health and sustainable food. Its goal is to bring together and support stakeholders from the health and food sectors in designing, developing and financing their future products and processes.



**BioValley France** – [www.biovalley-france.com](http://www.biovalley-france.com) @BioValleyFrance

Competitiveness cluster since 2005, BioValley France aims to federate, develop and promote the healthcare sector in the Grand Est region through innovation. The cluster is based on a dynamic network of companies, a leading academic and clinical research, as well as an integrated network of key stakeholders in innovation. BioValley France supports its members in their R&D Innovation approach and gives them access to high value-added expertise, in a market approach. The Cluster contributes to the networking of the various actors and the creation of regional, national and international partnerships. Finally, BioValley France actively participates in the territory's structuring projects, such as Nextmed, which aims to create a Medical Technologies campus in Strasbourg that hosts an entire ecosystem of excellence dedicated to the development of tomorrow's health technologies.



**Eurobiomed** – [www.eurobiomed.com](http://www.eurobiomed.com) @PoleEurobiomed

Founded in 2009 by regional stakeholders, EUROBIOMED is the Life Science cluster from Southern France. We gather more than 390 innovative biotech and medtech companies, as well as leading research institutes, hospitals and universities. We lead territorial initiatives and help our members businesses and research organisations to innovate, finance, develop and achieve their scientific and business objectives, to ultimately improve the treatment and the lives of patients.

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



## Institutional Partners



**Préfet de la Région Provence-Alpes Côte d'Azur** – [www.prefectures-regions.gouv.fr/provence-alpes-cote-dazur](http://www.prefectures-regions.gouv.fr/provence-alpes-cote-dazur)



**Région Provence-Alpes-Côte d'Azur** – [www.maregionsud.fr](http://www.maregionsud.fr) @ MaRegionSud

The South Region is the 2<sup>nd</sup> health scientific research centre, 2<sup>nd</sup> French region for innovation patents et clinical trials. The region as one of the heaviest French hospital network, a large variety of research platforms and a strong dynamic in clinical, industrial and academic research. The research laboratories are highly renowned in immuno-oncology with Marseille Immunopole cluster, infectious and tropical diseases with Institut hospitalo-universitaire Méditerranée Infection, rare and orphan diseases and neurosciences.



**Métropole Aix-Marseille-Provence** – [www.marseille-provence.fr](http://www.marseille-provence.fr) @AMPMetropole

From Basic research to receiving patients and including medical cosmetology and the expertise from innovative therapies, the metropolis encompasses a very wide scope in the healthcare field. Infectious diseases, immunology, oncology, neurology, innovative therapies: an integrated organization, supported by a very high-level training base and supported by leading companies and laboratories and Eurobiomed Cluster. Backed by publicly funded research, this sector has extensive international connections. The Metropole Aix-Marseille-Provence proposes a Strategic Roadmap for the development of the Metropolitan Health Tech, which makes the health sector one its priorities, and which is concretized by a 3 year program of actions.



**Ville de Marseille** – [www.marseille.fr](http://www.marseille.fr) @marseille

The health sector has long been a major sector of the regional economy, with nearly 170,000 employees and an estimated turnover of 18 billion euros. The Bouches-du-Rhône department alone accounts for 42% of this wealth. Provence, the gateway to continental Europe, has become a strategic destination for biotechnology companies. State-of-the-art infrastructure and entrepreneurship have created a favourable environment for technological initiatives, partnerships, extensions and relocations, particularly for start-ups employing impatriates. Extremely dynamic and dense, the sector is a major research hub in Europe. Marseille is the second most important city in France for scientific research, particularly public and academic research. More than 80 laboratories, belonging to the major French public research organisations (CNRS, INSERM, Universities, Federal Research Institutes, etc.) offer a wide variety of disciplines in medical research and life sciences.

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SAVE THE DATE



**Biofit** FOSTERING  
INNOVATION  
& TRANSFER

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

**DECEMBER  
1<sup>ST</sup> & 2<sup>ND</sup>  
2020**

**STRASBOURG  
FRANCE**

**9<sup>TH</sup>  
EDITION**

Organisers:



Institutional partners:

