Course Format
07:30 - 08:30

The Advanced Business Development course is instructed by experienced dealmakers and industry experts. It's a blend of lectures and also incorporates Case Studies, which include a mock valuation, negotiation and deal making exercise designed to apply concepts learned during the course and challenge participants. The Case Study is often cited as the participant's favorite part of the course.

The course is instructed by Joe Dillon, Lesley Stolz, Patrick Duxbury, and Kenneth Krisko. View the course leader's bios here.

Course will take place: November 3–5, 2023
H4 Hotel München Messe
Konrad-Zuse-Platz 14,
81829 Munich, Germany

Three-Day Course Schedule
Friday, November 3, 8:30 a.m. - 6:00 p.m. CET
(Inclusive of Evening Networking Reception)
Saturday, November 4, 8:30 a.m. - 5:45 p.m. CET
Sunday, November 5, 8:30 a.m. - 5:00 p.m. CET

Day One - Valuation and Deal Structuring Skills
- Friday, November 3
08:30 - 18:00
Advanced Business Development Course - Nov 3

Topics covered:
• Valuation and Deals Structuring Concepts and Trends
• Valuation Methodologies, Techniques and Major Factors
• Case Study Work & Break Out Sessions
• Forecasting, Analysis and Decision-support
• Deal Structuring and Terms

5 - 6pm: Evening Networking Reception

Day Two - Negotiation Strategies and Intellectual Property
- Saturday, November 4
08:30 - 17:45
Advanced Business Development Course - Nov 4

Topics covered:
• Negotiation Preparation
• Case Study Work
• Managing the Process and Influence Strategies
• Types of IP: Freedom to Operate, Issues in Due Diligence
• Creating a Protection Timeline, Research Exemption, Competition Law

Day Three - Contracts and Case Study Wrap-up
- Sunday, November 5
08:30 - 17:00
Advanced Business Development Course - Nov 5

Topics covered:
• Key Concepts and Building Blocks of a Block Buster Deal
• Select Topics of Advanced Deal Structures
• Trap Doors, Dead Ends, and other Do's and Don'ts
• Current Trends in Licensing Deals
• Case Study Completion
• Case Study Review

Contact Information:
+49 892 3121 7290
informaconnect.com/bioeurope/
EBDcustomerservice@ebdgroup.com
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<tr>
<th>TIME</th>
<th>ADVANCED BUSINESS DEVELOPMENT COURSE - NOV 3</th>
<th>ADVANCED BUSINESS DEVELOPMENT COURSE - NOV 4</th>
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<td>07:00</td>
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Pre-event registration and badge pick-up
(14:00 - 19:00 CET)
14:00 - 14:30
Time: 14:00 - 19:00 CET
Location: Messe München (Trade Fair Center Munich)
Entrance East (U2 Subway Stop Messestadt Ost)
Munich | Germany

BiotechBikers networking ride
14:30 - 14:35
BiotechBikers Networking Ride 11:30-15:30
• When: Sunday, 5 November 11:30am – 15:30pm
• Where: Meeting point - Munich Messe, Entrance East (U2 Subway Stop "Messestadt Ost")
• What: Join BiotechBikers for a networking ride through the countryside around Munich. Two rides will be offered (~30km and ~60km), with a chance to re-fuel and enjoy some German gemütlichkeit at the end.

Bike rentals are available.

Please note: This ride is not a city tour. You should have experience riding a road racing bicycle and be comfortable riding at least 2 hours over a route with hills. You do not have to be fast but you do need some fitness.

FULLY BOOKED

BiotechBikers and BIO-Europe are supporting Care for Rare. The Care-for-Rare Foundation bases its commitment on the guiding principle “recognize – understand – cure”. It promotes the development of new therapies, finances the training of doctors and scientists, raises awareness for rare diseases, honours outstanding medical discoveries and helps in individual cases through clinical treatment. Please consider donating as part of your ride.

Tour to the biotech hub in Martinsried
14:30 - 18:00
Tour to the Biotech Hub in Martinsried
Sunday, 5 November
14:30 - 18:00
En-route to the biotech hotspot in Martinsried, you will enjoy a brief city tour, showcasing some of the highlights of the City of Munich. Points of interests include the Viktualienmarkt, Lenbachplatz, Königsplatz, the Museum Quarter and the famous quarter of Schwabing (please note all is subject to change depending on traffic).

In Martinsried, you will experience the impressive density of research institutions and companies at this Munich life science hub. In the state-of-the-art Faculty Club G2B (Gateway to Biotech), we will present the Innovation and Start-up Center Biotechnology (IZB) and BioM Biotech Cluster Development GmbH.

Local start-ups and SMEs will present their current research and talk about the amazing ecosystem of the Munich region.

Afterwards, you will have the opportunity to interact with campus stakeholders. The visit will finish with a visit to the newly established BioM MAxL incubator.

Meeting point for coach (pick up and drop off): Alfons-Goppel-Straße 5, opposite the ticket booth of the Bavarian State Opera

FULLY BOOKED

Brainlab HQ tour
15:00 - 16:30
Brainlab Headquarters Tour
Sunday, Nov 5, 2023
15:00-16:30
Today’s tour will introduce you to the world of Brainlab and the Brainlab headquarters.

The visit, lasting 1.5hrs, will start with a general introduction of the company, their vision and mission, followed by a tour through the HQ building.

At Brainlab, we digitize medical workflows, from diagnosis to therapy, to offer clinicians and patients better treatment possibilities. Our innovative digital ecosystem forms the basis for modern healthcare technology in 6300 hospitals in 120 countries. At the forefront of health technology for over 30 years, Munich-based Brainlab employs around 2200 people with expertise across the entire healthcare value chain in 25 locations worldwide.

Participation is free of charge.

FULLY BOOKED

Meeting point: Biolab HQ, Olof-Palme-Straße 9, 81829 Munich
Please note that there is no transfer arranged as the Brainlab HQ are adjacent to the Messe München. For those traveling from the city center, we suggest to arrive by public transportation: U2 stop Messestadt West

* Please note there is a maximum capacity of 60 persons for the visit to the Brainlab HQ on a first come, first served basis.
Munich walking tour
15:00 - 17:00
Munich Walking Tour
Sunday, Nov 5, 2023
15:00-17:00
On this exciting tour through Munich's old town, you will discover the most important sights and get to know the state capital through interesting anecdotes and funny facts told by our guide. Those who are in Munich for the first time should not miss this tour through the old town. This historical and beautiful part of Munich's city centre has many stories to share.
Meeting point: In front of the Fischbunnen fountain at the New Town Hall on Marienplatz
FULLY BOOKED.

Bavarian State Reception
18:00 - 21:00

Date: Sunday, November 5 2023
Time: 18:00 - 21:00 CET

Venue:
Residenz Munich
Residenzstraße 1, 80333 München
Entrance via Hofgarten

NO SEPARATE REGISTRATION REQUIRED

Entry Requirements for BIO-Europe Bavarian State Reception:

• Your quick entry QR code. All registered attendees will receive an email with their quick entry QR code with the subject line “E-Badge”

OR

• Your name badge, collected at the Messe München, on Sunday, November 5, between 14:00-19:00

BIO-Europe badge pick-up will be available from 18:00 CET onwards.
<table>
<thead>
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<th>BRAINLAB HEADQUARTERS TOUR</th>
<th>BIOTECHBIKERS NETWORKING RIDE 11:30-15:30</th>
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<th>MUNICH WALKING TOUR</th>
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Registration and badge pick-up opens (All day) / Exhibition opens (All day) / Light breakfast (7:45 - 10:45)
07:45 - 09:00
Location: Messe München (Trade Fair Center Munich)
Light Breakfast: served until 10:45

Partnering: one-to-one meetings (9:00 - 18:30 CET)
09:00 - 09:30
One-to-one meetings at BIO-Europe will be scheduled during the hours below:
Meetings on this day will start at 9:00 – 18:30 CET.

p1 power session: essentials
09:30 - 09:45
Relax & Learn
Location: Exhibit Hall Stage
Learn everything you need to know to power up your partnering! This session is for delegates new to partnering. In this workshop, we will go over what you can expect out of partnering and what others will expect from you. We will provide an overview of the platform and discuss principles around timing and best practices to get the most out of partneringONE. Come away from the session with a clear understanding of what you can do to generate the best return on investment from partnering, at this and future events.

Opening plenary I: global trends and next wave of biopharma innovation
10:30 - 11:00
Business Development
Location: Room Stockholm
The opening plenary session will explore the dynamic landscape of the biopharmaceutical industry, highlighting global trends that are shaping the next wave of innovation. Leading experts will discuss emerging technologies, regulatory shifts, and market forces, providing insights into the future of biopharma and its potential impact on healthcare.

Participants
Panelist: Daniel Chancellor - Thought Leadership and Consulting Director, Citeline
Panelist: Isma Hachi - Director, IQVIA
Panelist: Alexandra Zemp - Partner, McKinsey & Company

Opening plenary II: AI shaping therapeutics destiny: illuminating the future of biopharma
11:00 - 11:30
Business Development
Location: Room Stockholm
The emergence of AI technologies provides immense potential to revolutionize the life science landscape. It equips the industry with new tools and approaches for drug discovery, diagnostics, personalized medicine and patient care. This session brings together key stakeholders involved in the entire value chain, who will discuss and evaluate the transformative potential and regulatory and ethical challenges of AI, whilst sharing their personal experiences and tapping into the future of the AI.

Participants
Moderator: Simon Turner - Partner, Sofinnova Partners
Panelist: Najat Khan, Ph.D. - Chief Data Science Officer and Global Head, Strategy, Portfolio & Operations, R&D, Janssen Pharmaceutical Companies of Johnson & Johnson
Panelist: Thomas Clozel - CEO, OWKIN

Lunch
12:00 - 13:00
Lunch

Company presentations: drug delivery, drug discovery & development
13:00 - 15:15
Company Presentations
Location: Room San Sebastian
13:00 – 13:15 Algen Biotechnologies
Drug Discovery & Development
Drug Discovery & Development
13:30 – 13:45 NanoTemper Technologies GmbH
Drug Discovery & Development
13:45 – 14:00 Rejuvenate Biomed
Drug Discovery & Development
14:00 – 14:15 ANeuroTech
CNS/Neurology
14:15 – 14:30 Mecoxcuremed
Drug Delivery
14:30 – 14:45 ReCode Therapeutics
Drug Delivery
14:45 – 15:00 AULBIO
Diabetes
15:00 – 15:15 Inhalon BioPharma
Drug Delivery
How rich is your pipeline?
13:30 - 14:15
Therapeutic Insights

Location: Room Stockholm
Auditing the strength of pharma pipelines and identifying partnering opportunities

Participants
Moderator: Mike Ward - Global Head of Thought Leadership, Decision Resources Group, part of Clarivate
Panelist: Nisha Nanda - Group VP, Business Development, Eli Lilly and Company
Panelist: John Copeland - Head of Commercial BD&L, MSD International
Panelist: Vincent Ruland - Head of R&D Strategy, Portfolio & Operations, Bayer Pharmaceuticals
Panelist: Nathalie ter Wengel - European Lead Worldwide Business Development, Pfizer

Break & breathe
14:00 - 14:15
Relax & Learn

Location: Exhibit Hall Stage
Experience how a few breaths and stretches can de-stress you in just a few minutes. Take a moment to exhale and move your body. Calm your mind and feel the difference.

These sessions are designed to refresh your body and mind so you can get through a full conference day with more ease.

Open to all, without prerequisites. Standing and seated (chair) exercises only.

The revolution in obesity treatment: in conversation with Axel Haupt
14:15 - 15:00
Therapeutic Insights

Location: Room Barcelona
In conversation with market leading Eli Lilly and Company, this session uncovers the latest trends and market size of the therapeutic area. The discussion will also highlight the story behind the discovery (and commercialization) of the novel drug and why the therapy is thriving in uncertain times, creating further opportunity in the industry.

Participants
Moderator: Melanie Senior - Senior Writer & Analyst, Nature Portfolio; Evaluate Pharma
Panelist: Axel Haupt - SVP, Early Clinical Investigation for Diabetes & Obesity and Complications, Eli Lilly and Company

A perfect symbiosis: what we can learn from Munich as the petri dish of the European life sciences industry
15:00 - 15:30
Ecosystem Innovation

Location: Exhibit Hall Stage
This session delves into the rapidly evolving landscape of the life sciences industry. As new technologies and players disrupt the traditional pharma model, the session highlights how Munich has become a thriving hub of innovation in biotech and life sciences. With its rich ecosystem of 250 life sciences companies, top-tier academic institutions, active VC community, and tech giants’ presence, Munich serves as an exemplar of industry collaboration and symbiosis. The session explores the vital role of such ecosystems in tackling global challenges, particularly in the context of the recent COVID-19 pandemic. By hosting BIO-Europe, Munich brings together key stakeholders and experts to foster innovation, emphasizing the importance of cooperation and networking in delivering efficient, life-changing innovations to patients worldwide.

Participants
Moderator: Julia Groß - Editor, Focus Money
Panelist: Laura Lane - VP - Venture Sciences (Europe Head), Eli Lilly and Company
Panelist: Ralf Huss - Managing Director, BioM Biotech Cluster Development GmbH
Panelist: Heinrich Moisa - President & Managing Director, Novartis Germany
Panelist: Hubert Birner - Managing Partner, TVM Life Science Management GmbH

Pharma goes all in: the rise of artificial intelligence
15:30 - 16:15
Business Development

Location: Room Stockholm
The recent spotlight on the use of AI in the life sciences has led to questions around the potential and ‘readiness’ of various AI platforms to drive efficiencies and productivity in target discovery, shrink development timelines and reduce attrition. This session explores how pharma and biotech companies are currently implementing AI across both internal R&D as well as to support external innovation strategy and business development. Ultimately the objective will be to begin to gauge how continued development and validation of AI approaches may ultimately transform the hunt for new breakthrough therapies.

Participants
Moderator: Ed Saltzman - Senior Strategic Advisor, Lumanity
Panelist: Najat Khan, Ph.D. - Chief Data Science Officer and Global Head, Strategy, Portfolio & Operations, R&D, Janssen Pharmaceutical Companies of Johnson & Johnson
Panelist: Richard Law - CBO, Exscientia
Panelist: Michelle Chen - CBO, Insilico Medicine
Panelist: Matthias Müllenbeck - SVP, Head Global Business Development & Alliance Management, Merck KGaA

The European pharmaceutical legislation – will it keep the light on for biotech in Europe?
15:30 - 16:00
Business Development

Location: Exhibit Hall Stage
Love it or hate it - The European Pharmaceutical Legislation is going to redefine the business model of biotechnology in Europe. This panel will discuss what the legislation brings, its potential impact on businesses and what needs to be done to change the legislation in its journey to a final version, that it works for both, the biotech ecosystem, maintaining innovation pipelines, and patients.

Participants
Moderator: Claire Skentelbery - Director General, EuropaBio
Panelist: Daniel Steiners - Managing Director & General Manager Pharmaceutical Business Germany, Bayer Vital GmbH

The European flagship partnering event
November 6–8, 2023 | Munich, Germany
November 14–15, 2023 | Digital Partnering
### Company presentations: next generation technology & tools

**15:30 - 17:35**  
Company Presentations

**Location:** Room San Sebastian

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<th>Company/Presenter</th>
<th>Topic</th>
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<td>Biotts SA</td>
<td>Drug Delivery</td>
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<td>15:40 – 15:50</td>
<td>AlgoTx</td>
<td>Pain Management</td>
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<td>15:50 – 16:00</td>
<td>Terrapeutics Pharma</td>
<td>Discovery &amp; Development</td>
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<td>16:00 – 16:10</td>
<td>Oncolize BV</td>
<td>Oncology</td>
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<td>THERAtRAME</td>
<td>Oncology</td>
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<td>16:20 – 16:30</td>
<td>CARTemens Therapeutics GmbH</td>
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<td>16:30 – 16:40</td>
<td>National Cancer Center</td>
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<td>Protea</td>
<td>Technologies</td>
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<td>FunPep Co., Ltd</td>
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<td>VALANX Biotech GmbH</td>
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<td>STAICLA SA</td>
<td>CNS/Neurology</td>
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### From pharma to VC: in conversation with Nigel Sheail

**16:30 - 17:00**  
Business Development

**Location:** Room Stockholm

This fireside chat offers a unique opportunity to learn from a professional who has successfully navigated the transition from being a pharmaceutical executive to a venture capitalist and unravels the pivotal role venture capital plays in shaping the future of healthcare.

**Participants**

**Moderator:** Ed Saltzman - Senior Strategic Advisor, Lumanity  
**Panelist:** Nigel Sheail - Venture Partner, Versant Ventures

### The dynamic role of data in rare diseases and personalized medicine

**16:30 - 17:00**  
Business Development

**Location:** Room Barcelona

The panels will cover how the power of data in the field of rare diseases has ushered in a new era of personalized medicine. By harnessing the insights gained from genomics, data sharing, AI, and other technological innovations, researchers and healthcare providers can develop more accurate diagnoses, tailored treatments, and improved outcomes for individuals with rare diseases.

**Participants**

**Moderator:** Lucie Ellis-Taitt - Executive Director - In Vivo, Citeline  
**Panelist:** Lori Badura - VP Head of Global Partnering Rare Disease and Neuroscience, IPSEN  
**Panelist:** Prof. Dr. med. Christoph Klein - Director, Care-for-Rare Foundation  
**Panelist:** Eric Mertz - SVP Head of International Business Development & Strategic Delivery Management - Pharma, CENTOGENE

### Mozart and Lady Gaga vs. leadership and management of teams

**17:00 - 18:00**  
Business Development

**Location:** Exhibit Hall Stage

Join the Quarteto Mystico orchestra who demonstrate how poor and positive leadership, along with weak and strong communication, impacts the performance of a team. Understand the importance of the supportive team and find out if being either a hierarchical, old-school or empathic leader is the secret to success in this new era of the life sciences.

**Participants**

**Moderator:** Stephanie Oestreich - Managing Director, MMRF

### Exhibit hall reception

**18:00 - 21:00**  
**Location:** Messe München , Exhibit Hall

**Time:** 18:00 – 21:00

**Exhibitors:**

- Bachem - BOOTH #21
- Bayern Innovativ - BOOTH #70
- BioM - BOOTH #70
- Biopartner UK - BOOTH #50
- biosaxony - BOOTH #133
- BiotechBikers - Lounge next to meeting room #336
- BioWin - BOOTH #20
- Celonic - BOOTH #79
- CITELINE - BOOTH #85
- Cluster Biotechnology Bavaria - BOOTH #70
- Dentons - BOOTH #128
- Flanders Investment&Trade - BOOTH #73
- Health~Holland - BOOTH #263
- Johnson&Johnson Innovation - BOOTH #86
- Life Science Nord - BOOTH #116
- Ontario - Canadian Pavilion - BOOTH #264
- Prague Bio - BOOTH #72
- Rentschler Biopharma - BOOTH #35
- Swiss Biotech - BOOTH #51
- Wallonia Export & Investment - Booth #73
- WuXi AppTec - BOOTH #95
- EBD Group - BOOTH #218
- partneringONE plus – BOOTH #219
- Schott Pharma - BOOTH #225
- evotec - BOOTH #81
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<th>LUNCH</th>
<th>THERAPEUTIC INSIGHTS</th>
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Rise and run  
06:30 - 07:30
This year, you can choose one of two routes:
For those staying in the city centre, you will enjoy the sights running the streets of Munich.
For those staying closer to the Messe, you will enjoy the green outskirts of the city
MEETING POINT:
Route 1: Meeting point in the lobby of HILTON MUNICH CITY, Rosenheimer Strasse 15, Munich
Route 2: Meet in the lobby of MASEVEN München Messe Dornach, Bahnhofstraße 6, Aschheim
DURATION: 60 minutes, 6:30-7:30 am

All spaces are currently booked up!

Registration and badge pick-up opens (All day) / Exhibition opens (All day) / Light breakfast (7:45 - 10:45)
07:30 - 08:00
Location: Messe München (Trade Fair Center Munich)
Light Breakfast: served until 10:45

Partnering: one-to-one meetings (8:00 – 18:30 CET)
08:00 - 09:00
One-to-one meetings at BIO-Europe will be scheduled during the hours below.
Meetings on this day will start at 8:00 – 18:30 CET.

Navigating the changing pharmaceutical dealmaking landscape  
09:30 - 10:15
Business Development
Location: Room Barcelona
This session dives into the ever-evolving landscape of dealmaking and VC investment and unravels the forces reshaping the industry's dynamics. Hear real-world case studies and expert insights on strategies for forging strategic alliances, securing partnerships, investing in and driving innovation, to address the healthcare challenges of the future. Whether you're a pharmaceutical executive, investor, or innovator, this session navigates the intricacies of dealmaking and provides guidance for success, in this transformative era.

Participants
Moderator: Christopher Maggos - Managing Director, Cohesion Bureau
Panelist: Bradley Hardiman - Senior Director, Astellas Venture Management
Panelist: Philippe Lopes-Fernandes - Executive VP, VP, CB, IPSEN
Panelist: Detlev Mennerich - SVP, Global Head of Business Development & Licensing, Boehringer Ingelheim
Panelist: Erica Horwitz - VP, Mergers & Acquisitions, Bristol-Myers Squibb
Panelist: Matthias Müllenbeck - SVP, Head Global Business Development & Alliance Management, Merck KGaA

Company presentations: large pharma  
09:30 - 10:15
Company Presentations
Location: San Sebastian
9:30 – 9:45 Novartis, Large Pharma
9:45 – 10:00 MSD, Large Pharma
10:00 – 10:15 Almirall, Large Pharma

p1 power session: essentials  
09:30 - 09:45
Relax & Learn
Location: Exhibit Hall Stage
Learn everything you need to know to power up your partnering! This session is for delegates new to partnering. In this workshop, we will go over what you can expect out of partnering and what others will expect from you. We will provide an overview of the platform and discuss principles around timing and best practices to get the most out of partneringONE. Come away from the session with a clear understanding of what you can do to generate the best return on investment from partnering, at this and future events.

Oncology: what's new?  
10:00 - 10:45
Therapeutic Insights
Location: Room Stockholm
In this session, the panelists will explore the latest trends and developments in oncology. They will also share insights on successful deal-making in the space, with a particular focus on the creating effective partnerships between the (small) biotech players and pharma heavyweights (companies)

Participants
Moderator: Lucie Ellis-Taitt - Executive Director - In Vivo, Citeline
Panelist: Jean-Paul Kress - CEO, MorphoSys
Panelist: Susanne Schaffert - Board Director, Novo Holding, Incyte, Galapagos, Vetter, ARTBio

+49 892 3121 7290
informaconnect.com/bioeurope/
EBDcustomerservice@ebdgroup.com
How biotechs are benefitting from the close collaboration between CROs, VCs, and the fundraising/partnering community

10:00 - 10:45
Ecosystem Innovation

Location: Exhibit Hall Stage

This session will explore the rise in close collaborations between CROs and other Service Providers with the Venture Capital and Fundraising/Partnering community. The panel will discuss how biotechs are benefiting from these collaborations through: better early engagement, development planning, scientific and therapeutic advice, and budget forecasting. Finally, we will discuss how these collaborations are helping biotechs achieve their fundraising and partnering goals.

Participants
Moderator: Brandon Early - VP Project Delivery, ICON plc
Panelist: Linus Lin - Manging Director, Chorus, Eli Lilly and Company
Panelist: Stefan Luzi - Partner, Gilde Healthcare

Company presentations: oncology
10:15 - 12:00
Company Presentations

Location: San Sebastian

10:15 - 10:30  Immuneering Corporation - Oncology
10:30 - 10:45  Insilico Medicine  - Oncology
10:45 - 11:00  InSphero  - Oncology
11:00 - 11:15  Jaguar Health, Inc. - Oncology
11:15 - 11:30  Theriva Biologics, Inc. - Oncology
11:30 - 11:45  WMT AG  - Oncology
11:45 - 12:00  ZTI Biociences - Oncology

Late-stage deal strategies: case study of a late-stage deal in practice

10:30 - 11:00  Business Development

Location: Room Barcelona

This session evaluates the strategies around late-stage deal-making, when M&A is more suitable than licensing, the role of late-stage when building a sustainable pipeline, why Ipsen is interested in late-stage and why biotech’s should do late-stage deals. Further, unravel the key stages of the process through the case study of Albireo and understand the pre-deal steps, peri-deal (transition etc.) and post-deal considerations based on environmental changes.

Participants
Moderator: Linda Pullan - Founder, Pullan Consulting
Panelist: Jean-Patrick Hennebelle - SVP, Head of Global Late-Stage Partnering, IPSEN

The cell & gene therapy frontier: partnerships, progress, and prospects
11:00 - 11:45  Therapeutic Insights

Location: Room Stockholm

This session delves into the landscape of Cell and Gene Therapy (C&GT) with a focus on its current status and emerging trends. Experts will share valuable insights into the opportunities and challenges confronting C&GT, shedding light on its promising potential. The discussion will also spotlight the legislative and procedural aspects involved in bringing C&GT innovations to market, with emphasis on Europe. Ultimately, this session aims to ensure accessibility for those in need, while shaping the future of the life science industry.

Participants
Moderator: Mike Ward - Global Head of Thought Leadership, Decision Resources Group, part of Clarivate
Panelist: Miguel Forte - CEO, Kiji Therapeutics
Panelist: Lutz Bonacker - SVP and General Manager of Commercial Operations Europe, CSL Behring
Panelist: Daniel Forler - Director Business Development, Bayer Pharmaceuticals

The new, centralized assessment process relevant for reimbursement of pharmaceuticals in the EU

11:00 - 11:30  Ecosystem Innovation

Location: Exhibit Hall Stage

From 2025, a centralized clinical evaluation of new pharmaceuticals will take place in the European Union (EU). The new procedure is a milestone, because until now reimbursement has been exclusively at the level of the individual member states of the EU. Although initial reimbursement and pricing will remain in the hands of the individual EU countries, the future centralized clinical evaluation will provide a uniform basis for reimbursement decisions in the individual EU countries. The new procedure is therefore one of the most far-reaching innovations in EU pharmaceutical legislation for decades. This talk will focus on how companies with innovative products can best prepare for the new procedure. What do I have to do today to ensure that my product finds its way to patients in the EU from 2025? How do I have to set up my clinical studies now so that they meet the new requirements? What points are still open?

Participants
Moderator: Fabian Berkemeier - Managing Director, IGES Institute
Panelist: Kevin Rieger - Director Corporate Affairs Germany, BeGene

Strategies and insights: navigating open innovation in life sciences with Johnson & Johnson Innovation and Evotec
11:15 - 12:00  Business Development

Location: Room Barcelona

Join experts from Johnson & Johnson Innovation and Evotec as they debate the benefits and challenges of open innovation between companies. They will share their views on the vital ingredients for partnerships and strategies that lead to enduring relationships between companies, and review the trends and market dynamics that are shaping the R&D landscape and could impact future shared R&D models in life sciences.

Participants
Moderator: Bernd Mühlenweg - SVP of Global Business Development (Missions), Evotec
Panelist: Matthias Evers - CB0, Evotec
Panelist: Sonal Patel - VP of Oncology Scientific Innovation, Johnson and Johnson Innovation
Panelist: Prabhu Velusami - Senior Director, Early Innovation Partnering (Retina & Data Sciences), Johnson & Johnson Innovation
**How to resolve existing CMC and supply chain bottlenecks**

11:45 - 12:00  
Ecosystem Innovation  

**Location: Exhibit Hall Stage**

This talk will focus on the solutions and lessons learned to overcome supply chain challenges, which were documented during and post pandemic, that lead to the issue of two draft guidance's by the FDA, asking for risk mitigation plans. This session will uncover how to ensure supply and reduce bottlenecks by establishing mitigation and business continuity plans, that include a global supply chain network with a dual sourcing strategy, from a 30,000 and 10,000 feet perspective.

**Participants**

**Speaker:** Benjamin Minow  - Managing Director, WuXi Biologics Germany

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**Lunch**

12:00 - 14:00

**Company presentations: oncology**

12:00 - 12:15  
Company Presentations  
Location: San Sebastian  
12:00 – 12:15 NEXT: Oncology

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**p1 power session: expert tips**

12:30 - 12:45  
Relax & Learn  
Location: Exhibit Hall Stage  

Learn everything you need to know to power up your partnering! This session is for delegates familiar with partnering who want to take their partnering practice to the next level. This session will go over specific tools and top tips for collaborating with colleagues, saving time, as well as increasing response rates and acceptance rates. Come away from the session with a clear understanding of how partnering ONE can support your company to maximize ROI from partnering, at this and future events.

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**Cross-Fertilization, what can biotech industry learn and adapt from other tech industries and ecosystems?**

13:00 - 13:25  
Ecosystem Innovation  

**Location: Exhibit Hall Stage**

To what degree can biotech industry implement business models from other industries such as the semiconductor industry to accelerate advanced biomanufacturing? - IMEC model of manufacturers-equipment-materials- new models of cooperation in drug development? - value chain model to cooperate with academics & university hospitals and other actors? - how to support new ideation and newcos? - what are the differences with e.g. semis? - e.g. clinical trials? patients? GMP?

**Participants**

**Moderator:** Pieter De Maeght  - Science & Technology Counselor, Flanders Investment & Trade  
**Panelist:** Jan Wauters  - Science & Technology Counselor, Flanders Investment & Trade  
**Panelist:** Urmi Prasad Richardson  - President, EMEA, Thermo Fisher Scientific

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**Company presentations: immuno-oncology**

13:00 - 14:30  
Company Presentations  
Location: San Sebastian  
13:00 – 13:15 Accession Therapeutics Limited  
**ImmuNo-Oncology**  
13:15 – 13:30 Aptevo Therapeutics Inc.  
**ImmuNo-Oncology**  
13:30 – 13:45 Elpiscience Biopharma  
**ImmuNo-Oncology**  
13:45 – 14:00 Epsilogen  
**ImmuNo-Oncology**  
14:00 – 14:15 QBiotics  
**ImmuNo-Oncology**  
14:15 – 14:30 LIfT BioSciences  
**ImmuNo-Oncology**

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**Day in the life of an experienced dealmaker**

13:30 - 14:15  
Business Development  

**Location: Room Barcelona**

This ever-popular session takes a deep dive into the current state of the life sciences industry with the expertise of today's leading pharma dealmakers and venture investors. Join this engaging discussion to learn how to navigate the current climate of the biotech industry.

**Participants**

**Moderator:** Anton Gueth  - Managing Director, EVOLUTION Life Science Partners  
**Moderator:** Evonne Sepsis  - Managing Director, ESC Advisors  
**Panelist:** Guillaume Vignon  - Global Head BD&L Transactions, Novartis  
**Panelist:** John McDonald  - Corporate VP, Head of Business Development and M&A, Novo Nordisk  
**Panelist:** Graziano Seghezzi  - Managing Partner, Sofinnova Partners

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**Choose the right ingredients for successful collaborations between biotech startups and big pharma**

14:00 - 14:45  
Startup Spotlight  

**Location: Stockholm**

During this session, panelists will discuss the essential ingredients that need to be brought to the table, from both sides, to cook together and form a partnership/ successful collaboration, along with the lessons learned.

**Participants**

**Moderator:** Juliette Lemaignen  - Partner, Inartis Foundation  
**Panelist:** Regina Hodits  - Managing Partner, Wellington Partners  
**Panelist:** Peter Nell  - Co-founder and CEO, Stealthmode Company  
**Panelist:** Ben Panter  - Founder & CEO, Blackford Analysis  
**Panelist:** Isabelle Scarabin  - Business Licensing Officer, Bayer
Break & breathe
14:00 - 14:15
Relax & Learn

Location: Exhibit Hall Stage

Experience how a few breaths and stretches can de-stress you in just a few minutes.
Take a moment to exhale and move your body. Calm your mind and feel the difference.

These sessions are designed to refresh your body and mind so you can get through a full conference day with more ease.

Open to all, without prerequisites.
Standing and seated (chair) exercises only.

Unlocking pharma innovation: maximizing value through out-licensing strategies
14:30 - 15:15
Business Development

Location: Room Barcelona

In today's dynamic pharmaceutical landscape, optimizing asset utilization is pivotal for sustained growth and innovation. This session explores how pharmaceutical companies can create substantial value by externalizing deprioritized assets to biotech partners and actively participating in the innovation ecosystem. We delve into the transformative power of data mining, asset repositioning, and the strategic integration of Artificial Intelligence (AI) in out-licensing activities. Join us as we navigate the evolving landscape of pharma-biotech collaborations, unveiling new avenues for generating value, fostering innovation, and reshaping the future of healthcare.

Participants

Speaker: Peng Jiao - President & CEO, BiBo Biopharma Engineering Co., Ltd.

Company presentations: cell & gene therapies
14:30 - 15:15

Location: San Sebastian

Moderator/ Judge: Jan-Philipp Kruse - Senior Director BD&L & OI - Lead Bayer Co.Lab, Bayer Pharmaceuticals
Judge: Jörg Knäblein - Scientific Finder Collaborate to Cure Hub EMEA, Bayer Pharmaceuticals
Judge: Christoph Broja - Managing Director, EQT Life Sciences
Judge: Carolin Clement - Head of Unit Biotech and Pharma, Berlin Partner for Business and Technology

The 4th revolutionary wave of biologics manufacturing
14:30 - 14:55
Ecosystem Innovation

Location: Exhibit Hall Stage

Introduction of the first three waves of biologics manufacturing: Biologics manufacturing has undergone three waves since the 1980s, driven by biologics technological innovation and socio-economic development. These three waves of biologics manufacturing differentiate themselves by their technology platform, facility capacity scale, and mode of operation.

Challenges of continuous global manufacturing capacity gap and the rise of the 4th revolutionary wave of biologics manufacturing: With a broader global biologics market, increasing demand, and explosion of new products, the problem of capacity shortages in biologics manufacturing has become increasingly prominent. The capacity gap in EU & US reached 5.3 million litres in 2021, and there is a gap of 15-25 million litres in China by 2030 (with current capacity of only 1.84 million litres). Large-scale commercial production based on CDMOs has become an industry trend. These factors entail a 4th wave of biologics manufacturing, symbolized by 30,000-liter ultra-large scale technology and million-litre total capacity Mega-factory in the CDMO model.

Participants

Speaker: Peng Jiao - President & CEO, BiBo Biopharma Engineering Co., Ltd.

Company presentations: cell & gene therapies
14:30 - 15:15

Location: San Sebastian

Moderator: Begona Carreno - Chief Business Development Officer, Vectura Fertin Pharma
Panelist: Peter Dolan, Ph.D., J.D. - Director, Global Out-Licensing, Sanofi
Panelist: Sandra von Meier - Head of Business Development & Licensing, Debiopharm
Panelist: Ji Li - Principal, JL Biopharma Consulting

Startup spotlight pitch competition
15:00 - 17:00

Location: Stockholm

The Startup Spotlight is a pitch competition featuring the most innovative startup biotech companies. This live competition will give a group of hand selected startups the opportunity to pitch in front of the BIO-Europe audience. A panel of esteemed judges will evaluate the pitches and select the winners.

Sponsored by: Bayer

Startup Spotlight Presenters: *In order
Asgard Therapeutics
Bloomsbury Genetic Therapies
Captain T Cell
Cellbricks GmbH
Luminary Therapeutics, Inc.
Pantheri
PROSION Therapeutics
Recology AG
RNATICS GmbH
VRG Therapeutics
Translational funds – a new player in the early stage venture capital market in Europe
15:30 - 16:15
Business Development
Location: Room Barcelona

Translational Funds represent an exciting development in the European venture capital landscape, as they provide a unique funding and support mechanism for startups at the intersection of science and entrepreneurship. Funds invest in the most exciting innovative biotech projects originated at top class universities and research institutes across Europe.

Participants
Moderator: Ed Saltzman - Senior Strategic Advisor, Lumanity
Panelist: Ingrid Kelly - Partner, Xista Science Ventures
Panelist: Bert Klebl - Managing Director, Khanu Management GmbH
Panelist: Jaromir Zahradka - CEO and Managing Partner, i&i Biotech Fund I
Panelist: Stefaan Allemeersch - Executive Director, Centre for Drug Design & Discovery (CD3)
Panelist: Martin Raditsch - Managing Director, CARMA Fund Management GmbH

Ireland: Europe's biopharma hotspot
15:30 - 15:45
Ecosystem Innovation
Location: Exhibit Hall Stage

A Tale of Irish Biopharma: The Evolution of One of the Leading Global Biopharma Hubs
Growth of the Sector: Creating an Ecosystem with the National Institute for Bioprocessing Research and Training (NIBRT)
Innovation-driven culture: collaboration between enterprise, academia, and government
Ready for the Future: Digitalization and Cell and Gene Therapies
Why Ireland for you?

Participants
Panelist: Vishal Dakhole - VP Life Sciences - Germany & Northern Europe, IDA Ireland
Panelist: Gillian Lawless - Head New Business & Marketing, BioPharma, IDA Ireland

Innovation at the core of regional development
16:00 - 16:30
Ecosystem Innovation
Location: Exhibit Hall Stage

Lifesciences is one of the most globalized sectors so, how do you drive innovation and support development from a more regional/local point of view? In this session, the panelists will share the different drivers of innovation and how in their respective ecosystems, they are able to scale up the innovations at a global scale. The question of the impact of these innovations will also be addressed, in terms of concrete economic and social returns. Other key topics that will be covered within this session include talent attraction, investments, scale up support and the cluster's catalyst's role.

For all those present, this session will be followed by the opportunity to grab a drink, network and follow up the conversation.

Participants
Moderator: Anaïs Le Corvec - Managing Director, Council of European BioRegions asbl
Panelist: Tero Piispanen - Senior Executive, Turku Science Park
Panelist: Amel Tounsi - CEO, Bridge2Health (B2H)
Panelist: Margot Jehle - Project Manager, BioRegio STERN Management GmbH

Company presentations: cell & gene therapies
16:15 - 17:15
Company Presentations
Location: San Sebastian

16:15 – 16:30
Immunis Inc. Cell & Gene Therapies
16:30 – 16:45
Lumosa Therapeutics Cell & Gene Therapies
16:45 – 17:00
Genprex, Inc. Cell & Gene Therapies
17:00 – 17:15
Regend Therapeutics Cell & Gene Therapies

Where is the money behind the money?
16:30 - 17:15
Business Development
Location: Room Barcelona

As the new era begins to redefine the structure of fundraising, a stronger relationship between the pharmaceutical industry and early-stage investors has formed. Join this session to discover the dynamic between the pharmaceutical cooperate venture arms and investors, the benefits that the partnership offers, and how it proves to be an effective strategy for pharma to tap into early-stage companies which are driving innovation in the life sciences ecosystem.

Participants
Moderator: Stefan Fischer - Managing Partner, TVM Capital Life Science
Panelist: Brad Robling - VP Lilly New Ventures, Eli Lilly and Company
Panelist: Christian Stiebner - Senior Investment Manager, KfW Capital
Panelist: Cedric Bisson - Partner, Teralys Capital
Panelist: Sonya Pauls - Partner, Clifford Chance

Break & breathe
17:00 - 17:15
Relax & Learn
Location: Exhibit Hall Stage

Experience how a few breaths and stretches can de-stress you in just a few minutes. Take a moment to exhale and move your body. Calm your mind and feel the difference.

These sessions are designed to refresh your body and mind so you can get through a full conference day with more ease.

Open to all, without prerequisites. Standing and seated (chair) exercises only.
Fireside chat in collaboration with YVC
17:30 - 18:30
Business Development

Location: Room Barcelona

Join us for a conversation between VC industry veterans and emerging VCs about the pitfalls in biotech, the lessons learnt and how to stay passionate, followed by drinks.

Participants
Moderator: Vanessa Carle - Associate, Forbion
Moderator: Christoph Kocher - Senior Associate, GIMV
Panelist: Rianne Ellenbroek - Principle, BGV (BioGeneration Ventures)
Panelist: Andreas Jurget - Partner, Life Sciences, GIMV
Panelist: João Ribas - Principal, Novo Holdings
Panelist: Rebecca Canter - Senior Director - Venture Sciences, Eli Lilly and Company

Evening networking reception
19:00 - 23:00

Location 1: Paulaner am Nockherberg - Dine and Dance
Time: 19:00 – 23:00
Hochstr. 77
81541 Munich

Location 2: Hofbräukeller - Dine & Network (NOT Hofbräuhaus)
Time: 19:00 – 22:30
Innere Wiener Str. 19
81667 Munich
https://www.hofbraeukeller.de/

Shuttle Buses from Messe München to Evening Event
Start Time: 18:30
End Time: 19:15
<table>
<thead>
<tr>
<th>TIME</th>
<th>BUSINESS DEVELOPMENT</th>
<th>THERAPEUTIC INSIGHTS</th>
<th>ECOSYSTEM INNOVATION</th>
<th>COMPANY PRESENTATIONS</th>
<th>RELAX &amp; LEARN</th>
<th>LUNCH</th>
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<td>09:30 - Navigating the changing pharmaceutical dealmaking landscape</td>
<td>09:30 - Company presentations: large pharma</td>
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<td>15:30 - Translational funds – a new player in the early stage venture capital market in Europe</td>
<td>15:30 - Ireland: Europe’s biopharma hotspot</td>
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07:45 - 08:00
Location: Messe München (Trade Fair Center Munich)
Light Breakfast: served until 10:45

Partnering: one-to-one meetings (8:00 – 17:00 CET)
08:00 - 09:30
One-to-one meetings at BIO-Europe will be scheduled during the hours below:
Meetings on this day will start at 8:00 – 17:00 CET.

The dealmakers: meet J&J and Nanobiotix
09:30 - 10:15
Business Development
Location: Room Stockholm
Participants
Moderator: Linda Pullan - Founder, Pullan Consulting
Panelist: Patrick Tricoli - CEO Nanobiotix US, Head of Business Development, Nanobiotix
Panelist: Joe Lawson - Senior Director, Johnson & Johnson

Company presentations: antibodies
09:30 - 10:30
Company Presentations
Location: Room San Sebastian
9:30 – 9:45  MOLCURE Inc.  Antibodies
9:45 – 10:00  Multitude Therapeutics  Antibodies
10:00 – 10:15  Tiziana Life Sciences  Antibodies
10:15 – 10:30  Lunos Pharma Inc  Rare and Orphan Diseases

p1 power session: expert tips
09:30 - 09:45
Relax & Learn
Location: Exhibit Hall Stage
Learn everything you need to know to power up your partnering! This session is for delegates familiar with partnering who want to take their partnering practice to the next level. This session will go over specific tools and top tips for collaborating with colleagues, saving time, as well as increasing response rates and acceptance rates. Come away from the session with a clear understanding of how partneringONE can support your company to maximize ROI from partnering, at this and future events.

Unlocking financial synergy: collaborative approaches for mid-stage startups and cash management
10:00 - 10:25
Ecosystem Innovation
Location: Exhibit Hall Stage
In the dynamic landscape of mid-stage startups, efficient management of cash flow is a critical factor for survival and growth. In this session, EVERSANA's Rohit Sood will be joined by Shorla Oncology's CEO, Sharon Cunningham, to delve deep into the world of optimizing investments to manage cash flow and collaborative approaches to empower these innovators.

This engaging discussion will explore the collaborative strategies and innovative approaches that mid-stage startups can employ to optimize cash management. Key topics to be addressed include:

- The Cash Crunch Dilemma: Understanding the vital considerations like resource allocation and the financial challenges faced by mid-stage startups
- Collaboration as a Growth Catalyst: How strategic partnerships can optimize cash flow and resource allocation
- Navigating Risk: Risk assessment and management strategies to navigate the uncertainties of the business environment
- Case Studies and Best Practices: Real-world examples of successful cash management strategies, including those experienced by Shorla Oncology

Join us for this conversation, where Rohit Sood and Sharon Cunningham will uncover the collaborative solutions that will shape the future of life sciences finance.

Participants
Panelist: Rohit Sood - Executive VP, EVERSANA COMPLETE Commercialization®
Panelist: Sharon Cunningham - CEO & Co-Founder, Shorla Oncology

Company presentations: pain management and immunology
09:30 - 10:30
Company Presentations.
Location: Room Barcelona
9:45 – 10:00  Doron Therapeutics  Pain Management
10:00 – 10:15  AATec Medical GmbH  Immunology
10:15 - 10:30  Phaim Pharma  Immunology
Event echoes & insights: a media round-up
10:30 - 11:15
Business Development
Location: Room Stockholm
This exclusive media round-up brings together a comprehensive recap of BIO-Europe 2023. Capture the pulse of the event by diving into the highlights, fresh perspectives, key insights, and impactful takeaways shared by speakers and participants, until we welcome you again at BIO-Europe 2024, in Stockholm!

Participants
Moderator: Catherine Featherston - Media & Communications Consultant, MC Services AG
Panelist: Kevin Grogan - Managing Editor, Europe, Scrip
Panelist: Georg Kääb - Managing Editor, transkript / Biocom GmbH
Panelist: Mike Ward - Global Head of Thought Leadership, Decision Resources Group, part of Clarivate

Company presentations: CNS/neurology, autoimmune/inflammation
10:30 - 12:00
Company Presentations
Location: Room San Sebastian
10:30 – 10:45 Amyle Therapeutics, CNS/Neurology
10:45 – 11:00 OrganonTherapeutics, CNS/Neurology
11:00 – 11:15 Kii Therapeutics, Autoimmune/Inflammation
11:15 – 11:30 Tonix Pharmaceuticals Holding Corp., CNS/Neurology
11:30 – 11:45 InflaRx N.V., Autoimmune/Inflammation
11:45 – 12:00 Acadia Pharmaceuticals Inc., CNS/Neurology

Break & breathe
11:00 - 11:15
Relax & Learn
Location: Exhibit Hall Stage
Experience how a few breaths and stretches can de-stress you in just a few minutes. Take a moment to exhale and move your body. Calm your mind and feel the difference.

These sessions are designed to refresh your body and mind so you can get through a full conference day with more ease.

Open to all, without prerequisites. Standing and seated (chair) exercises only.

Company presentations: other therapeutic areas
12:00 – 12:30
Company Presentations
Location: Room Barcelona
12:00 – 12:15 Synaffix BV, Technologies & Tools

Japanese bioindustry strategy update
11:30 - 11:55
Ecosystem Innovation
Location: Exhibit Hall Stage
Japan’s biotech ecosystems are flourishing with numerous opportunities for collaboration. Representative from JETRO Bruxelles Japan Machinery Center for Trade and Investment Brussels Office will present an overview of the new government policy and initiatives to accelerate biotech innovation in Japan. Moreover, case studies of companies, representing Japanese Bioindustry will be presented.

Participants
Panelist: Taku Sato - Director in charge of Healthcare industry, Overseas Business Development Department, Japan External Trade Organization (JETRO)
Panelist: Kozo Saiki - Director General, Japan Machinery Center for Trade and Investment Brussels Office
Panelist: Akihiro Imura - CEO, COGNANO Inc.
Panelist: Satoshi Tamaki - CSO, MOLCURE Inc.
Panelist: Kajikawa Masunori - President and CEO, Rebirthel Co., Ltd.
Panelist: Reina Kodera - Deputy Director, Bio-Industry Division, Commerce and Service Industry Policy Group, METI

Lunch
12:00 - 14:00
Lunch

Company presentations: other therapeutic areas
12:00 – 12:15 Synaffix BV, Technologies & Tools

Company presentations: CNS/neurology, autoimmune/inflammation
12:00 - 12:15
Company Presentations
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Company Presentations
Location: Room San Sebastian
12:00 – 12:15 GBIOLOGICS Inc., Autoimmune/Inflammation
p1 power session: essentials
14:00 - 14:15
Relax & Learn
Location: Exhibit Hall Stage
Learn everything you need to know to power up your partnering! This session is for delegates new to partnering. In this workshop, we will go over what you can expect out of partnering and what others will expect from you. We will provide an overview of the platform and discuss principles around timing and best practices to get the most out of partneringONE. Come away from the session with a clear understanding of what you can do to generate the best return on investment from partnering, at this and future events.

Closing reception to welcome BIO-Europe 2024 in Stockholm
16:00 - 17:00
This exclusive media round-up brings together a comprehensive recap of BIO-Europe 2023. Capture the pulse of the event by diving into the highlights, fresh perspectives, key insights, and impactful takeaways shared by speakers and participants, until we welcome you again at BIO-Europe 2024, in Stockholm!
Location: Bavarian Host Booth: #70
Time: 16:00 - 17:00
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<th>TIME</th>
<th>BUSINESS DEVELOPMENT</th>
<th>COMPANY PRESENTATIONS</th>
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<th>ECOSYSTEM INNOVATION</th>
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**SCHEDULE**

**DAY 3 - 08/11/2023**

**BIO-Europe**

**EUROPE'S FLAGSHIP PARTNERING EVENT**

November 6–8, 2023 | Munich, Germany

November 14–15, 2023 | Digital Partnering

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