

# SESSIONS

DAY ZERO - CEO FORUM DAY - 28/04/2025

LSX World Congress

29-30 April 2025  
Business Design Centre  
London, UK

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## Biotech Startup CEO Forum

13:30 - 15:00  
BIOTECH STARTUP CEO FORUM

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## Biotech Growth CEO Forum

13:30 - 15:00  
BIOTECH GROWTH CEO FORUM

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## Break

15:00 - 15:30

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## MedTech CEO Forum

15:30 - 17:00  
MEDTECH CEO FORUM

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## Pharma Partnering Forum

15:30 - 17:00  
PHARMA PARTNERING FORUM

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## Networking Drinks Reception

17:00 - 18:00

# SCHEDULE

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TIME	BIOTECH STARTUP CEO FORUM	BIOTECH GROWTH CEO FORUM	MEDTECH CEO FORUM	PHARMA PARTNERING FORUM
13:00	13:30 - Biotech Startup CEO Forum	13:30 - Biotech Growth CEO Forum		
15:00	15:00 - Break	15:00 - Break	15:30 - MedTech CEO Forum 15:00 - Break	15:30 - Pharma Partnering Forum 15:00 - Break
17:00	17:00 - Networking Drinks Reception	17:00 - Networking Drinks Reception	17:00 - Networking Drinks Reception	17:00 - Networking Drinks Reception

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## Registration & Breakfast

08:00 - 09:00

## LSX Welcome Address: Biotech Leaders

09:00 - 09:05

BIOTECH LEADERS MORNING KEYNOTE PLENARY

### Participants

**Chair: Mr Adam Griffiths** - Senior Conference Director, Biotech Lead, LSX

## LSX Welcome Address: MedTech Leaders

09:00 - 09:10

MEDTECH LEADERS

### Participants

**Jack Giles** - Conference Producer, LSX

## LSX Welcome Address: HealthTech Leaders

09:00 - 09:05

HEALTHTECH LEADERS

### Participants

**Nadia Konneh** - Senior Conference Director, Healthtech Lead, LSX

## Assessing Biotech Investment Trends in 2025 & Beyond

09:05 - 09:30

BIOTECH LEADERS MORNING KEYNOTE PLENARY

### Participants

**Cody Powers** - Partner, ZS Associates

## The Power of Intelligence and AI to Address the Health Equity Gap

09:05 - 09:25

HEALTHTECH LEADERS

### Participants

**Betsabeh Madani-Hermann** - Global Head of Research, Philips

## Breaking New Ground: A Review of the Most Promising Areas in Medtech

09:10 - 09:50

MEDTECH LEADERS

In an industry worth over £400B globally, innovation is plentiful and fast moving. Our panel of medtech executives and investors discuss the emerging trends in groundbreaking technology, strategies for developing technology on the cutting edge of science, and what therapeutic areas are next to grow.

- Emerging technologies including robotics, AI, neurotech and regenerative medicine
- Areas generating the most optimism among investors
- Aligning emerging technology with existing strategies of strategic partners

### Participants

**Diana Saraceni** - General Partner, Panakès Partners

**Robert Kossman** - Global Head of Medical Affairs, Fresenius Medical Care

**Carolina Aguilar** - CEO & Co-Founder, INBRAIN Neuroelectronics

**Carla Peron** - Chief Scientific Officer, Philips

**Ibraheem Elmogy** - General Manager, Science & Technology, International, GE HealthCare

## Have We Created a Privileged System of Care? Leaving No-One Behind in a Digital World

09:25 - 10:00

HEALTHTECH LEADERS

- How do we accelerate digital whilst ensuring an excellent standard of care?
- Narrowing the digital divide and not leaving out large populations
- Designing digital health products that promote health equity

### Participants

**Mark Davies** - Chief Health Officer, IBM

**Beth Wolff** - Director Digital Health Solutions, Global Corporate Strategy & BD, Lundbeck

**Emre Ozcan** - SVP, Global Head of Digital Health & Devices, Merck

## European Life Science Excellence to the World Stage: Spearheading Innovation in 2025

09:30 - 10:30

BIOTECH LEADERS MORNING KEYNOTE PLENARY

*As we steam through the first quarter of 2025, the biotech and pharmaceutical sectors in Europe are poised for significant transformation amid evolving challenges and opportunities. With the landscape marked by pivotal loss-of-exclusivity events impacting several blockbuster biologics, industry leaders must adapt to secure growth in an increasingly competitive environment. This opening keynote panel will feature seasoned experts discussing the current state of the biotech ecosystem, identifying strategies to navigate the obstacles ahead, and outlining best practices for prioritizing business objectives to thrive in the coming years.*

- Emerging trends in European life sciences, and developments shaping the biotech and pharma sectors across the EU and UK
- Assessing industry strengths and weaknesses, and current capabilities and challenges facing European biotech and pharmaceutical companies
- Pinpointing key areas and emerging fields poised for expansion in the next few years
- Insights from overcoming industry obstacles and failures to inform future success
- Strategies for managing fluctuations and uncertainties in the biotech and pharma markets as we move into 2025

### Participants

**Panelist: Mr Alexander Zehnder** - CEO, CureVac

**Panelist: Ms Anta Gkelou** - Partner, Sofinnova Partners

**Panelist: Regina Hodits** - Managing Partner, Wellington Partners

**Panelist: Tim Haines** - Executive Partner, Abingworth

## Standing on the Shoulders of Giants: Partnering with Tier 1 Medtech Companies to Drive Growth

09:50 - 10:30

MEDTECH LEADERS

As investment continues to be scarce from traditional VC firms, many medtech startups are looking to the venture arms of large medtech companies to obtain investment and partnerships. Hear from our panel of CVC executives on successful strategies they have seen from SMEs when approaching larger companies and what they are looking for from startups.

- Aligning with business strategy
- Strategies for getting in front of key decision makers
- Benefits beyond capital

### Participants

**Moderator: Joe Heanue** - CEO, Triple Ring Technologies

**Tejas Atawane** - Corporate Development Leader, Enterprise Informatics, Philips

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## Still Waiting for Our Change to Come... - The State of Play of Women's Health & How We Can Scale

10:00 - 10:30  
HEALTHTECH LEADERS

- What progress has been made and what are the persisting gaps/challenges in care, research, and investment?
- Highlighting successful initiatives, innovative approaches and tech solutions that have improved women's health outcomes
- Scaling up for impact - collaboration, partnerships, and sustainable funding models
- Looking to the future - What else can we do as an industry to close the gaps and create a more equitable future for women's health?

### Participants

**Esther Reynal de St Michel Richardot** - Founding General Partner, THENA Capital

**Anna Klepchkova** - Chief Medical Officer, Flo Health

**Eleonora Benhar** - VP of Science & Data, Natural Cycles

## Morning Break

10:30 - 11:10

## M&A Masterclass - How To Turn A 10 Person Biotech To A \$1.1Bn Acquisition In 7 Years

11:10 - 12:00  
LSX Masterclasses

### M&A Masterclass

#### Part 1: Deep Dive into the Current M&A Landscape

- **Overview of the Pharma M&A Landscape**
  - Current trends and statistics in pharma M&A
  - Impact of recent M&A deals on the industry
- **Importance of M&A for Biotechs**
  - How M&A can provide biotechs with resources, market access, and expertise
  - Strategies for biotechs to position themselves as attractive targets or acquirers
- **Key Considerations for Successful Transactions**
  - Essential elements of due diligence, valuation methods, and metrics
  - Importance of cultural fit and post-acquisition integration

#### Part 2: How to Turn a 10-Person Biotech into a \$1.1Bn Acquisition in 7 Years

*Presented by **Renee Aguiar-Lucander, CEO, Calliditas***

- Motivation Behind the Acquisition
- Process Overview
- Outcome and Lessons Learned
- Future Considerations

### Participants

**Renee Aguiar-Lucander** - Chief Executive Officer, Calliditas Therapeutics

## Navigating the Future: 2025 Investment Trends Shaping the European Biotech Sector

11:10 - 12:00  
BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT

*As European biotech companies continue to evolve, securing investment remains a critical driver for scaling innovations and bringing new therapies to market. With the global biotech sector facing shifting economic and regulatory landscapes, understanding the current and future trends in investment is more vital than ever. This panel brings together leading biotech investors who will share insights into the 2024 investment climate, funding strategies, and the factors shaping investor decisionmaking in Europe. Attendees will gain practical knowledge on how to position their biotech companies to attract capital in a competitive marketplace.*

- 2025 funding trends and key biotech sectors attracting investor attention and capital in Europe
- Overcoming Challenges: Addressing investor sentiment related to regulatory shifts, market volatility, and economic conditions
- The growing role of cross-border and cross-industry collaborations in securing investment and scaling European biotech firms

### Participants

**Panelist: Luc Dochez** - Managing Partner, DROIA Ventures

**Panelist: Ms Amanda Gett** - Partner, Kurma Partners

**Panelist: Giovanni Rizzo** - Partner Biotech Fund, Indaco Venture Partners

**Panelist: Mr João Incio** - General Partner, Biovance Capital

**Panelist: Mr Alex Hamilton** - Partner, Syncona

### The Innovation Bridge: Mastering Biotech-Pharma Collaborations for Future Success

11:10 - 12:00

BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

*As biotech and pharma continue to push the boundaries of medical innovation, collaborations between the two sectors are increasingly crucial to bringing new therapies to market. With changing market dynamics and concerns over an innovation gap, refining partnership strategies has become a key factor in achieving long-term success. In this session, top pharmaceutical leaders will share insights on how to develop effective collaboration strategies and stay ahead in this competitive landscape.*

- What key elements are needed to build a strong and successful biotech-pharma partnership?
- Critical factors that drive success and valuable lessons from past collaborations
- Emerging trends and breakthrough areas that are exciting the pharma industry.

#### Participants

**Panelist: Mr David Jenkins** - SVP, Research and External Innovation, Ipsen

**Panelist: Nathalie ter Wengel, M.D.** - European Head Worldwide Business Development, Pfizer

**Panelist: Chris Brown** - Executive Director, Business Development Transaction, GSK

**Panelist: Mr Marcel Reichen** - Exec. Director, Search and Evaluation, Novartis

**Panelist: Duncan Young** - Executive Director, Oncology R&D Business Development, AstraZeneca

### Commercial Models of the Future and How the Biopharma Launch Landscape is Changing

11:10 - 11:30

BIOTECH LEADERS - SCALING & COMMERCIALISATION

- Future implications for customer engagement models
- Challenges we anticipate, and the solutions to common shortcomings with traditional commercial models
- The evolving role of field teams, digital, omnichannel and cloud technologies and analytics
- The path to 2030 and what companies should consider now

### Don't Bury Your Head in the Sand: Medtech & AI IP Due Diligence

11:10 - 11:50

MEDTECH LEADERS

IP strategy is an often-overlooked aspect on the road to success, however, it presents a genuine chance of failure for startups. Join intellectual property experts as they discuss case studies and highlight the risks encountered when obtaining IP protection, and the benefits which can be enjoyed from an effective strategy.

- Case studies
- Due diligence red flags
- Strategies for Identifying and Overcoming Risks when Obtaining IP Protection
- A transatlantic view of IP

#### Participants

**Moderator: Markus Eustermann** - Associate Partner, DTS Patent- und Rechtsanwälte

**Christian Wende** - Patentanwalt, European Patent Attorney, Partner, DTS Patent- und Rechtsanwälte

**Sascha Berger** - Investment Director, NEOM

**Marc Lohrmann** - Managing Partner, Vesalius Biocapital

**James Greene** - Former CEO, MedLumics

### Scaling Healthtech and Digital Health Solutions in Europe – The Reimbursement Conundrum

11:10 - 12:00

HEALTHTECH LEADERS

- What is hindering us from scaling digital health beyond the first generation?
- Evaluation of the current reimbursement frameworks (France, Germany, UK)
- Insight from companies who have gone through the approval processes
- Once reimbursement has been achieved, how do you get people to buy your product/ solution?

#### Participants

**Hannes Klöpper** - CEO, HelloBetter

**Florian Koerber** - Head of Startup Relations and M&A, Flying Health

**Fiona Costello** - SVP Partnerships, Brain+

### Commercial Models of the Future and How the Biopharma Launch Landscape is Changing

11:30 - 12:10

BIOTECH LEADERS - SCALING & COMMERCIALISATION

- Future implications for customer engagement models
- Challenges we anticipate, and the solutions to common shortcomings with traditional commercial models
- The evolving role of field teams, digital, omnichannel and cloud technologies and analytics
- The path to 2030 and what companies should consider now

### The Road to Regulatory Approval: An Overview of the Current Regulatory Landscape

11:50 - 12:30

MEDTECH LEADERS

Following temporary altered approval processes globally during the COVID-19 pandemic, and the impact of EU MDR since its introduction, the regulatory landscape (both European and global) has proved a difficult one to traverse for medtech startups. Our panel of investors and regulatory leaders share the success stories they've seen and discuss what regulatory success looks like.

- Identifying the greatest barriers to CE Marking, and strategies to overcome them
- Comparing the FDA with EU MDR
- Notified body selection and global market access
- The importance of leadership in gaining regulatory approval

#### Participants

**Kathy Lee-Sepsick** - President & CEO, Femasys

**Phil Brown** - Director, Regulatory & Compliance, Association of British HealthTech Industries (ABHI)

### Unlocking Early-Stage Potential: Mastering Pre-Clinical Valuation and Funding Trends in Biotech

12:00 - 12:50  
BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT

*For early-stage biotech companies, securing funding before clinical trials is one of the most complex and critical phases of their journey. The challenge lies in demonstrating value to investors at the pre-clinical stage, where risk is high but potential rewards are significant. This panel brings together early-stage investors who will discuss how they assess pre-clinical biotech companies, key factors driving valuations, and the latest trends shaping early-stage funding. Attendees will leave with insights on how to position their companies for investment and optimize value creation at the earliest stages of development.*

- Valuation drivers and how investors assess pre-clinical biotech companies and the key metrics that influence early-stage valuations
- Risk vs. Reward: Understanding investor expectations and strategies for mitigating risks in early-stage biotech investments
- New trends in early-stage financing, including venture creation, syndicates, and milestone-based investments

#### Participants

**Panelist: Mr Arvind Shandilya** - Associate, Calculus Capital

**Panelist: Thomas Thestrup** - Principal, Angelini Ventures

**Panelist: Mukul Mohanty** - Senior Partner, Truffle Capital

### Catalyzing Life Sciences Innovation: Strengthening Collaborations Across Industry, Academia, and NPOs

12:00 - 12:50  
BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

*Many of the most groundbreaking drugs have emerged from university research, often evolving into independent biotech ventures. This panel will explore the transformative potential of partnerships between academia and industry, examining effective strategies and collaborative frameworks that drive significant advancements in life sciences. Attendees will gain valuable insights from experts who have successfully navigated the complex landscape where these two sectors intersect, enabling innovation to flourish.*

- Identifying effective frameworks that support smooth cooperation between academic institutions and the industry
- Understanding the key attributes that define successful collaborations.
- Exploring how the combined expertise, resources, and diverse perspectives can lead to revolutionary discoveries and developments

#### Participants

**Carina Santos** - Strategic Alliance Executive, Cancer Research Horizons

**Katie Anastasi-Frankovics** - Head of Innovation and Access, The Wellcome Trust

### Which Funding Models Are Most Effective for Digital Health & Healthtech?

12:00 - 12:50  
HEALTHTECH LEADERS

- Evaluating the effectiveness of the VC funding model for digital health startups
- How do alternative funding models measure up? (grants, crowdfunding, and corporate venture capital)
- Dealing with the pressure to achieve rapid growth/profitability and the challenges facing digital health startups

#### Participants

**Robert Garber** - Managing Partner, 7wire Ventures

**Samana Brannigan** - Head of Health Technologies, Innovate UK

**Abigail Bolton** - HealthTech Venture Capital, Optum Ventures

### Unlocking Biotech Success: Strategies for Driving Impactful Partnerships

12:10 - 12:50  
BIOTECH LEADERS - SCALING & COMMERCIALISATION

*In a rapidly evolving biotech landscape, understanding the key factors that drive successful deals is essential for companies looking to thrive and navigate challenges effectively. This discussion will explore best practices for enhancing the appeal of your assets to potential partners and investors, ensuring that your organization is well-positioned for future success. Attendees will gain insights into strategic approaches that can minimize obstacles and maximize opportunities in the dynamic biotech market.*

- Key elements that contribute to developing an impactful and forward-thinking business plan
- Strategies for utilizing capital effectively in today's market landscape
- Evaluating company objectives to identify whether financing or partnership is the best path forward
- Assessing the strategic implications of partnering versus retaining full control of core assets

#### Participants

**Sandra Von Meier** - Head Business Development & Licensing, Debiopharm International SA

**Celine Cartlet** - VP, Head of Transactions, Global Business Development, Galapagos

**Helen Tayton-Martin** - Chief Business Officer, Adaptimmune

### The Secret Weapon: Value Creation Through Innovation and Design

12:30 - 12:50  
MEDTECH LEADERS

*Get a rare insight into the scaling and portfolio opportunities available to Medtech businesses when they innovate with a strategic emphasis on design. Hear expert perspectives on innovation and design, demonstrated through rich case studies and methods gleaned from decades of experience of bringing category-defining products and services to market globally.*

- Successful scaling case studies
- Innovation strategies that create value
- Holistic design methodologies that put the power of brand, innovation and design in the hands of businesses
- Reimagining brands for customers globally

#### Participants

**Marcus Hoggarth** - President & Chief Creative Officer, Native

#### Lunch Break

12:50 - 14:00

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## IPO Masterclass - Navigating the Road to the US Markets

14:00 - 14:50  
LSX Masterclasses

### IPO Masterclass

#### Part 1: Understanding the IPO Landscape

- **Overview of the IPO Market**
  - Current trends and statistics in biotech IPOs
  - Key factors driving IPO activity in the sector
- **Advantages and Challenges of Going Public**
  - Access to capital, visibility, and credibility benefits
  - Regulatory, operational, and financial challenges associated with IPOs
- **Pre-IPO Preparation**
  - Key steps to ensure readiness, including financial audits and governance

Building a compelling investment story for investors

#### Part 2: Case Study – From Startup to IPO

- Strategic Decision to Pursue an IPO
- Navigating the IPO Process
- Key Outcomes and Lessons Learned
- Long-Term Strategies Post-IPO

## Fuelling Expansion: Strategic Investments for Growth Stage Biotechs

14:00 - 14:50  
BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT

*After a successful Series-A and -B, biotech companies face a new set of challenges as they scale operations, expand pipelines, and move closer to commercialization. Securing the right investment at this stage can be pivotal in accelerating growth and navigating the path toward profitability. This panel of seasoned investors will explore strategies for growth-stage funding, including what investors look for in post-Series B biotech ventures and how companies can position themselves to secure the capital needed for large-scale development. Growth-stage biotechs will gain valuable insights into optimizing funding to fuel their next phase of expansion.*

- What growth-stage investors seek in growth-stage biotechs, including financial performance, strategic vision, and risk management
- Best practices for deploying Series A+ funding effectively to support R&D, clinical trials, and market expansion
- How to balance ongoing investment with long-term goals such as acquisition, partnerships, or IPO preparation

### Participants

**Mr Mathias Vinther** - Principal, Forbion

**Felice Verduyn-van Weegen** - Partner, EQT Life Sciences

**Pierre-Louis Joffrin** - Associate Partner, Syncona

## Unlocking Potential: Strategic Approaches to Licensing in Pharma and Biotech

14:00 - 14:50  
BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

*Explore the ever-evolving world of licensing strategies in the pharmaceutical and biotechnology sectors. This panel brings together industry experts to share critical insights on managing the complexities of licensing across different therapeutic areas. Participants will gain a thorough understanding of current trends, challenges, and opportunities that can drive innovation and enhance collaboration, ultimately paving the way for successful partnerships.*

- Emerging licensing trends and latest developments and innovative models that are transforming collaborative efforts
- Best practices for designing licensing arrangements that promote innovation and mutual benefit
- Risk management in licensing and approaches to minimizing risks and ensuring productive collaborations throughout the licensing process.

### Participants

**Christopher Church** - Head of Technology Search, Evaluation and Transactions, AstraZeneca

**Bernd Muehlenweg** - SVP, Global BD, Evotec

**Anja Bitterwolf** - Business Development & Licensing Manager, Debiopharm International SA

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## Early Commercialization Planning for Biotech

14:00 - 14:50

BIOTECH LEADERS - SCALING & COMMERCIALISATION

*In the competitive world of biotech, planning for commercialization early in the product development lifecycle can be the difference between success and stagnation. As companies navigate complex regulatory environments, high R&D costs, and increasingly crowded therapeutic landscapes, a well-crafted commercialization strategy is crucial for ensuring market readiness and a strong competitive advantage. This panel will bring together experts from biotech startups, big pharma, and commercialization consultancies to discuss the key elements of early commercialization planning, helping biotech companies maximize their chances of a successful launch.*

- Exploring methods for incorporating real-world market data, patient needs, and competitive intelligence into the R&D process to better align product development with market demands
- Making the right connections early to ensure future success
- Discussing how to assemble and coordinate cross-functional teams to ensure smooth transitions from clinical trials to market launch and beyond.

### Participants

**Colleen Acosta** - CEO-Founder & CEO, Freya Biosciences

**Sana Alajmovic** - Co-Founder & CEO, Sigrid Therapeutics

**Martijn Negen** - COO, VarmX

**Jenny Barnett** - CEO, Monument Therapeutics

## The American Dream: Realities of the US Market and Strategies for Getting There

14:00 - 14:50

MEDTECH LEADERS

The United States has long been regarded as the "holy grail" for European medtech startups, due to the higher reimbursement and more attractive investment landscape. This panel reviews whether this is still the case while discussing the best strategies for moving to America.

- Benefits of the US market
- Reimbursement
- Potential pitfalls
- The benefits of strategic partnerships when leaving Europe

### Participants

**Annie Theriault** - Managing Partner, Cross-Border Impact Ventures

**Nicholas Ibery** - Lead Partner, UK & Ireland, NLC Ventures

## Ask the Experts - Working with Pharma: The Start-Up Perspective

14:00 - 14:50

HEALTHTECH LEADERS

*What does it really take to have a successful partnership with pharma? The road may be long, with many twists, turns and hurdles but the ending.. worth it?*

An interactive session with startups and pharma execs who have had successful partnerships. Our experts will share their experiences and provide valuable advice on navigating the complexities of a partnership with pharma, negotiating favourable terms, and maximizing the benefits of such collaborations. Most importantly, this is an opportunity to ask our expert panel burning questions you have.

### Participants

**John Drakenberg** - Founder & CEO, Alex Therapeutics

**Farnaz Behroozi** - Head of Pharma, Huma

**David Benshoof Klein** - Founder & CEO, Click Therapeutics

**Nipun Jain** - Head of Innovation Hubs & Partnerships for International, AstraZeneca

## Thriving in Turbulence: Strategies for Biotechs in the Public Market Arena

14:50 - 15:40

BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT

*The biotech sector has experienced significant market fluctuations, with public companies facing both opportunities and challenges in navigating today's market environment. For biotech companies nearing or already in the public stage, understanding the nuances of market sentiment, investor expectations, and timing strategies is critical for sustained success. In this panel, seasoned investors and market experts will explore the current state of public markets for biotech, offering insights on navigating volatility, optimizing investor relations, and making strategic decisions in an evolving financial landscape. Growth and public-stage biotechs will learn how to effectively position themselves in this complex environment.*

- Current market conditions and understanding the key drivers of market dynamics and trends impacting public biotech companies in 2025
- How public and institutional investors are evaluating biotech companies and adjusting their strategies
- Best practices for navigating capital raises, stock performance, and communications with shareholders in a fluctuating market

### Participants

**Mr Edoardo Negroni** - Co-Founder & Managing Partner, AurorA-TT

**Edward van Wezel** - Managing Partner, Biogeneration Ventures

**Herve de Kergrohen** - Venture Partner, Alpha Blue Ocean



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## CNS + Neurology Success: Strategies for Enhanced Collaboration in Biotech and Pharma Partnerships

14:50 - 15:40  
BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

*As the demand for innovative treatments in CNS disorders and psychiatry continues to grow, successful partnerships between pharmaceutical companies and biotech firms have become increasingly vital. This panel brings together business development leaders from the pharma industry to discuss effective strategies for collaboration in CNS research and development. Attendees will gain insights into emerging trends, challenges, and the evolving landscape of CNS partnerships, equipping them with the knowledge to foster successful alliances that drive therapeutic advancements.*

- Exploring the latest innovations and therapeutic approaches that are shaping partnerships in the neuro space
- Addressing the unique hurdles faced in CNS drug development and how collaborative strategies can help overcome them
- Best practices for establishing and maintaining fruitful alliances between biotech and pharma in the pursuit of CNS breakthroughs

### Participants

**Keld Flintholm Jørgensen** - SVP and Chief Business Officer, Lundbeck

**Olga Krylova** - Head of S&E, Europe, Global Business Development & Innovation, Otsuka

**Rowan Gardner** - CBIO, Precision Life

## Bridging the Gap: Overcoming Challenges from Research to Commercialization in Biotech

14:50 - 15:40  
BIOTECH LEADERS - SCALING & COMMERCIALISATION

*Transitioning from groundbreaking research to successful commercialization is one of the most daunting challenges facing biotech startups. Often referred to as the "valley of death," this critical phase can hinder even the most promising scientific discoveries from reaching the market. In this panel, seasoned biotech executives will share their experiences and insights on navigating this complex journey. Attendees will learn about the key challenges that arise during the transition from laboratory to market, as well as strategies for overcoming obstacles and securing the necessary resources for success.*

- Understanding the common hurdles biotech startups face during the commercialization process and how to anticipate them
- Exploring effective financing strategies to bridge the gap between research and market entry, including grants, partnerships, and investments
- How to articulate the value of scientific innovations to attract investors, partners, and ultimately, customers in the competitive biotech landscape

### Participants

**Melissa Faris** - CBO, OMass Therapeutics

**Maria Dahl** - COO and Head of Innovent Biologics (Europe), Innovent Biologics

**Audrey Dufour** - Director, Corporate Business Development, Lundbeck

## The Next Frontier: Emerging Markets and the Opportunity for Global Growth

14:50 - 15:40  
MEDTECH LEADERS

With EUMDR and reimbursement in Europe undermining Europe's position as a medtech powerhouse, startups are looking further afield for commercial growth. While the United States has long been the preferred destination for medtech companies, we will be discussing the Asia Pacific, African and South American medtech landscapes and their positions in the global medtech market.

- A holistic view of medtech in emerging markets
- Differences in commercialisation processes in different regions
- Using partnerships to your advantage when accessing the global markets
- Barriers to growth when moving away from established markets

### Participants

**Isabelle Fourthin** - Vice President, Medical Affairs Emerging Markets, Baxter

**Eliane Schutte** - CEO, Xeltis

## Ask the Experts - Digital Health Partnerships: How to Find the Right Partner

14:50 - 15:40  
HEALTHTECH LEADERS

The best partnerships are built on trust, knowledge-sharing, and co-creating mutually beneficial opportunities. As a digital health startup looking to scale, one of the hardest decisions is deciding who to partner with. Hear from our experts on identifying the right partner, assessing potential partners' strategic fit, building trust and collaboration, negotiating agreements and addressing common pitfalls and strategies for sustaining successful partnerships over time.

### Participants

**Katariina Kronholm** - Senior Commercial Director, Elekta

**Yahel Halamish** - Investment Principal, Head of Investor Relations, D&I, Nina Capital

**Regina Hodits** - Managing Partner, Wellington Partners

**Lu Zheng** - Head of Value Based Partnerships and Digital Health, Europe & Canada, Takeda

## Afternoon Break

15:40 - 16:20

## Cultivating Success: Building a Vibrant Transatlantic Biotech Culture

16:20 - 17:00  
BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY

*Establishing a thriving biotech company that spans the Atlantic is a complex challenge, where organizational culture can be the key to success or failure. This panel of seasoned biotech CEOs will explore how to effectively build management teams and leadership frameworks that foster a motivating and enduring company culture. They will share valuable insights, strategies, and best practices for creating an inspiring work environment that promotes a growth mindset and drives long-term success across borders.*

- The Impact of Leadership on Culture: Exploring how effective leadership can cultivate and sustain a positive company culture
- Understanding what employees seek from their leaders regarding culture in 2023 and how organizations can evolve to meet those expectations
- Practical steps for biotech companies to develop and transform their culture into one that supports innovation and collaboration

### Participants

**Panelist: Ms Susan Hill** - CEO, Mestag Therapeutics

**Panelist: Mr Antony Mattessich** - CEO, Amphista

**Panelist: Renee Aguiar-Lucander** - Chief Executive Officer, Calliditas Therapeutics

### Funding the Future: A Deep Dive into Medtech Financing Strategies

16:20 - 17:00  
MEDTECH LEADERS

Investment is, of course, the lifeblood of medtech startups on the path to commercialisation. In an ever-evolving funding landscape, VCs remain the cornerstone of innovation and commercial growth. However, alternative financing routes are rising in popularity among startups. Our panel of investors discuss the strategic differences between different funding sources and what they look for in their investments.

- Practical differences between private equity and venture capital
- The role of family offices in medtech
- Recipe for a successful investment

#### Participants

**Linus Rieder** - Principal, 415 Capital

**Michael Lewis** - Scientific Director of Innovation, NIHR

**Sergio Levi** - Operating Partner, Mercia Ventures

### Why Hasn't Digital Health Succeeded Yet and What Will it Take?

16:20 - 17:00  
HEALTHTECH LEADERS

A thought-provoking debate with key leaders in the industry exploring the challenges and opportunities of scaling digital health solutions and achieving profitability. Despite significant advancements in technology, digital health has yet to fully realize its potential. This debate will delve into the key barriers hindering its widespread adoption, such as regulatory/reimbursement hurdles, privacy concerns, and technological limitations. Additionally, we will discuss the necessary conditions for digital health to succeed, including increased investment, policy changes, and a focus on patient-centred care.

#### Participants

**Mike Trenell** - CEO & Co-Founder, Daiser

**Mr Damien Marmion** - Former Health Insurance Leader, Independent

**Dame Jane Dacre** - Emeritus Professor of Medical Education, UCL

**Stephen Ranjan** - Global Head of Digital Health, Roche

**Pritesh Mistry** - Fellow (Digital Technologies), The King's Fund

### From Acquisition to Integration: Winning Strategies in Global Pharma M&A

17:00 - 17:40  
BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY

*The landscape of pharma M&A is undergoing significant shifts. Following resurgence in deal-making throughout 2024, industry leaders are eager to assess the current appetite for M&A and the driving forces behind new transactions. This panel will feature Global Heads pharma business development and M&A who will share their insights into the evolving strategies for success in today's environment. They will also discuss how biotech companies can effectively engage with large pharmaceutical firms to create mutually beneficial partnerships.*

- Insights from pharma BD leaders on their observations and strategies in response to the dynamic M&A environment in 2025
- Exploring criteria and attributes that large pharmaceutical firms are prioritizing in potential partnerships and acquisitions this year
- Importance of aligning goals and expectations to foster successful partnerships in the biotech-pharma ecosystem
- Shifts in pharma M&A trends and future expectations

#### Participants

**Panelist: Matthias Müllenbeck** - SVP, Head Global BD & Alliance Management, Merck KGaA

**Panelist: Juergen Eckhardt** - EVP, Head of Leaps by Bayer, Head of Pharma BD&L, Bayer

**Panelist: Michelle Li** - Vice President and Head, BD&L Transactions, Bristol Myers Squibb

### The Power of Partnering: Strategic Partnerships and Their Benefits to Medtech Startups

17:00 - 17:40  
MEDTECH LEADERS

A higher risk of failure for startups in the medtech space has highlighted further the necessity for experience and smart decision making along the road to commercialisation. The panel will review how effective partnerships can address challenges, improve resilience and power long-term growth for both new, and established players in medtech.

- Different types of partnerships
- Strategies for finding the right partnership for you
- What to put on a pitchdeck when approaching tier 1 companies
- Risks and common pitfalls

#### Participants

**Koen Harms** - Global Director Strategy & Business Development - ISV & AI partnerships and ecosystems, Philips

**Andreas Wüpper** - Managing Director, Fresenius Medical Care Ventures

**Aneta Gawlowska** - Global Business Development & Strategy Director, Medtronic

### Global Expansion for Healthtech and Digital Health Startups

17:00 - 17:40  
HEALTHTECH LEADERS

- Keys to success as a digital health startup when looking to expand into new markets
- Scaling in Europe vs scaling in the US
- Evaluating funding availability, investor preferences, and market size in Europe and the US
- Going to the US can be seen as the "easier" option – what's the truth in this? What are the challenges of entering the US market?
- How can Pharma & VC's help with geographic expansion?

#### Participants

**Pablo Prieto** - Managing Director, CG Health Ventures

**Erki Mölder** - Managing Partner, Verge Healthtech Fund

**Guillem Masferrer** - Partner, Asabys

### Close of Day 1 - Drinks Reception

17:40 - 18:30

### Networking Party

18:30 - 20:00

# SCHEDULE

DAY ONE - 29/04/2025

LSX World Congress

29-30 April 2025  
Business Design Centre  
London, UK

TIME	BIOTECH LEADERS MORNING KEYNOTE PLENARY	MEDTECH LEADERS	HEALTHTECH LEADERS	LSX MASTERCLASSES	BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT	BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING	BIOTECH LEADERS - SCALING & COMMERCIALISATION	BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY
08:00	08:00 - Registration & Breakfast	08:00 - Registration & Breakfast	08:00 - Registration & Breakfast	08:00 - Registration & Breakfast	08:00 - Registration & Breakfast	08:00 - Registration & Breakfast	08:00 - Registration & Breakfast	08:00 - Registration & Breakfast
09:00	<p>09:00 - LSX Welcome Address: Biotech Leaders</p> <p>09:05 - Assessing Biotech Investment Trends in 2025 &amp; Beyond</p> <p>09:30 - European Life Science Excellence to the World Stage: Spearheading Innovation in 2025</p>	<p>09:00 - LSX Welcome Address: MedTech Leaders</p> <p>09:10 - Breaking New Ground: A Review of the Most Promising Areas in Medtech</p> <p>09:50 - Standing on the Shoulders of Giants: Partnering with Tier 1 Medtech Companies to Drive Growth</p>	<p>09:00 - LSX Welcome Address: HealthTech Leaders</p> <p>09:05 - The Power of Intelligence and AI to Address the Health Equity Gap</p> <p>09:25 - Have We Created a Privileged System of Care? Leaving No-One Behind in a Digital World</p>					
10:00	10:30 - Morning Break	10:30 - Morning Break	<p>10:00 - Still Waiting for Our Change to Come... - The State of Play of Women's Health &amp; How We Can Scale</p> <p>10:30 - Morning Break</p>	10:30 - Morning Break	10:30 - Morning Break	10:30 - Morning Break	10:30 - Morning Break	10:30 - Morning Break

# SCHEDULE

DAY ONE - 29/04/2025

LSX World Congress

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TIME	BIOTECH LEADERS MORNING KEYNOTE PLENARY	MEDTECH LEADERS	HEALTHTECH LEADERS	LSX MASTERCLASSES	BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT	BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING	BIOTECH LEADERS - SCALING & COMMERCIALISATION	BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY
11:00		<p><b>11:10</b> - Don't Bury Your Head in the Sand: Medtech &amp; AI IP Due Diligence</p> <p><b>11:50</b> - The Road to Regulatory Approval: An Overview of the Current Regulatory Landscape</p>	<p><b>11:10</b> - Scaling Healthtech and Digital Health Solutions in Europe – The Reimbursement Conundrum</p>	<p><b>11:10</b> - M&amp;A Masterclass - How To Turn A 10 Person Biotech To A \$1.1Bn Acquisition In 7 Years</p>	<p><b>11:10</b> - Navigating the Future: 2025 Investment Trends Shaping the European Biotech Sector</p>	<p><b>11:10</b> - The Innovation Bridge: Mastering Biotech-Pharma Collaborations for Future Success</p>	<p><b>11:10</b> - Commercial Models of the Future and How the Biopharma Launch Landscape is Changing</p> <p><b>11:30</b> - Commercial Models of The Future and How the Biopharma Launch Landscape is Changing</p>	
12:00	<p><b>12:50</b> - Lunch Break</p>	<p><b>12:30</b> - The Secret Weapon: Value Creation Through Innovation and Design</p> <p><b>12:50</b> - Lunch Break</p>	<p><b>12:00</b> - Which Funding Models Are Most Effective for Digital Health &amp; Healthtech?</p> <p><b>12:50</b> - Lunch Break</p>	<p><b>12:50</b> - Lunch Break</p>	<p><b>12:00</b> - Unlocking Early-Stage Potential: Mastering Pre-Clinical Valuation and Funding Trends in Biotech</p> <p><b>12:50</b> - Lunch Break</p>	<p><b>12:00</b> - Catalyzing Life Sciences Innovation: Strengthening Collaborations Across Industry, Academia, and NPOs</p> <p><b>12:50</b> - Lunch Break</p>	<p><b>12:10</b> - Unlocking Biotech Success: Strategies for Driving Impactful Partnerships</p> <p><b>12:50</b> - Lunch Break</p>	<p><b>12:50</b> - Lunch Break</p>
14:00		<p><b>14:00</b> - The American Dream: Realities of the US Market and Strategies for Getting There</p> <p><b>14:50</b> - The Next Frontier: Emerging Markets and the Opportunity for Global Growth</p>	<p><b>14:00</b> - Ask the Experts - Working with Pharma: The Start-Up Perspective</p> <p><b>14:50</b> - Ask the Experts - Digital Health Partnerships: How to Find the Right Partner</p>	<p><b>14:00</b> - IPO Masterclass - Navigating the Road to the US Markets</p>	<p><b>14:00</b> - Fuelling Expansion: Strategic Investments for Growth Stage Biotechs</p> <p><b>14:50</b> - Thriving in Turbulence: Strategies for Biotechs in the Public Market Arena</p>	<p><b>14:00</b> - Unlocking Potential: Strategic Approaches to Licensing in Pharma and Biotech</p> <p><b>14:50</b> - CNS + Neurology Success: Strategies for Enhanced Collaboration in Biotech and Pharma Partnerships</p>	<p><b>14:00</b> - Early Commercialization Planning for Biotech</p> <p><b>14:50</b> - Bridging the Gap: Overcoming Challenges from Research to Commercialization in Biotech</p>	

# SCHEDULE

DAY ONE - 29/04/2025

LSX World Congress

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TIME	BIOTECH LEADERS MORNING KEYNOTE PLENARY	MEDTECH LEADERS	HEALTHTECH LEADERS	LSX MASTERCLASSES	BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT	BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING	BIOTECH LEADERS - SCALING & COMMERCIALISATION	BIOTECH LEADERS AF-TERNOON KEYNOTE PLENARY
15:00	15:40 - Afternoon Break	15:40 - Afternoon Break	15:40 - Afternoon Break	15:40 - Afternoon Break	15:40 - Afternoon Break	15:40 - Afternoon Break	15:40 - Afternoon Break	15:40 - Afternoon Break
16:00		16:20 - Funding the Future: A Deep Dive into Medtech Financing Strategies	16:20 - Why Hasn't Digital Health Succeeded Yet and What Will it Take?					16:20 - Cultivating Success: Building a Vibrant Transatlantic Biotech Culture
17:00	17:40 - Close of Day 1 - Drinks Reception	17:00 - The Power of Partnering: Strategic Partnerships and Their Benefits to Medtech Startups 17:40 - Close of Day 1 - Drinks Reception	17:00 - Global Expansion for Healthtech and Digital Health Startups 17:40 - Close of Day 1 - Drinks Reception	17:40 - Close of Day 1 - Drinks Reception	17:40 - Close of Day 1 - Drinks Reception	17:40 - Close of Day 1 - Drinks Reception	17:40 - Close of Day 1 - Drinks Reception	17:00 - From Acquisition to Integration: Winning Strategies in Global Pharma M&A 17:40 - Close of Day 1 - Drinks Reception
18:00	18:30 - Networking Party	18:30 - Networking Party	18:30 - Networking Party	18:30 - Networking Party	18:30 - Networking Party	18:30 - Networking Party	18:30 - Networking Party	18:30 - Networking Party

# SESSIONS

PHARMA LEADERS FORUMS - 29/04/2025

LSX World Congress

29-30 April 2025  
Business Design Centre  
London, UK

# SCHEDULE

PHARMA LEADERS FORUMS - 29/04/2025

LSX World Congress

29-30 April 2025  
Business Design Centre  
London, UK

TIME

# SESSIONS

DAY TWO - 30/04/2025

LSX World Congress

29-30 April 2025  
Business Design Centre  
London, UK

## Registration & Breakfast

08:00 - 09:00

## LSX Welcome Address

09:00 - 09:05  
BIOTECH LEADERS MORNING KEYNOTE PLENARY

## Participants

**Chair: Mr Adam Griffiths** - Senior Conference Director, Biotech Lead, LSX

## LSX Welcome Address: MedTech Leaders

09:00 - 09:10  
MEDTECH LEADERS

## Participants

**Jack Giles** - Conference Producer, LSX

## LSX Welcome Address: HealthTech Leaders

09:00 - 09:10  
HEALTHTECH LEADERS

## Participants

**Nadia Konneh** - Senior Conference Director, Healthtech Lead, LSX

## The Big Biotech IPO: Charting a Path Through Opportunities and Challenges

09:05 - 09:45  
BIOTECH LEADERS MORNING KEYNOTE PLENARY

*As the biotech landscape evolves, initial public offerings (IPOs) remain a pivotal avenue for companies seeking to secure funding and fuel growth. This panel brings together seasoned biotech executives and venture capitalists to explore the current state of biotech IPOs, examining the key factors that contribute to successful launches and the unique challenges companies face in this competitive environment. Attendees will gain valuable insights on navigating the IPO process, enhancing their strategies, and positioning their ventures for success in the public market.*

- Identifying the critical elements that lead to successful biotech IPOs, including market timing, investor sentiment, and strategic positioning
- Addressing the hurdles that biotech companies encounter during the IPO process, such as regulatory compliance, market volatility, and operational readiness
- Realistic expectations for the IPO market

## Participants

**Dirk Kersten** - General Partner, Forbion

**Alastair Kilgour** - Founder, Parkwalk Advisors

**Max Klement** - Principal, Novo Holdings

## More Than Just a Seat at the Table: an Overview of Women in Medtech, What More Needs to be Done?

09:10 - 09:50  
MEDTECH LEADERS

The medtech industry, like much of healthcare, has historically been the focus of criticism related to gender imbalance. The underrepresentation of women in the medtech world has led to inequity, with the medical needs of women not receiving the funding and research they deserve, and generic technologies being insufficiently tested on female populations leading to complications. However, there have been some fantastic inroads made in recent years thanks to some excellent initiatives. These inroads will be discussed in depth along with conversations on what more is needed from the sector to ensure women receive proper representation on the medtech stage.

- Role of communities and societies in increasing gender balance
- Next steps in ensuring female representation is here to stay
- Advances in femtech, addressing traditionally female medical needs

## Participants

**Marissa Fayer** - CEO, DeepLook Medical

**Umaima Ahmad** - CEO & Co-founder, 52 North Health

**Beatriz Almansa** - Investment Director, Philips Ventures

## Easing The Burden on Patients – Human Centric AI Design in Clinical Trials

09:10 - 09:50  
HEALTHTECH LEADERS

- What does the future of AI-powered but human centred clinical trials look like?
- How do we validate technologies before they get introduced into clinical trials?
- Exploring the use of AI in the various clinical trial stages
- How can we ensure that algorithms are unbiased and fair?
- Can AI help to improve access to clinical trials for underserved populations?

## Participants

**Stephen Ranjan** - Global Head of Digital Health, Roche

**Christian Hein** - Board Member, QuantHealth

## Mastering Pharma Deals: Strategies for Effective Transactions Across Top Therapeutic Areas

09:45 - 10:30  
BIOTECH LEADERS MORNING KEYNOTE PLENARY

*Join us for an engaging panel discussion where industry leaders will explore the nuances of negotiation within the pharmaceutical sector. This session will cover proven strategies for successful dealmaking, from designing effective deal frameworks to executing transactions with ease. Participants will gain essential insights into the rapidly changing pharmaceutical landscape, learning how to navigate potential hurdles while capitalizing on emerging opportunities.*

- Analysing various deal frameworks and their influence on fostering enduring partnerships and collaborations
- Strategies for balancing potential risks and benefits in agreements to create win-win outcomes
- Identifying compliance-related challenges and exploring solutions to facilitate smooth transaction processes

## Participants

**Monika Vnuk** - SVP, Global Partnering & Business Development, Sanofi

**Ms Konstantina Katcheves** - SVP, Global Business Development and Acquisitions, Teva Pharmaceuticals

**Nerida Scott** - Head of Johnson & Johnson Innovation EMEA, Johnson & Johnson Innovation

## Building the Winning Team: Importance of a Good Leadership Team

09:50 - 10:30  
MEDTECH LEADERS

Ideas and technology are undoubtedly crucial in bringing a medtech solution to market, however, arguably as important is the leadership team assembled to drive the technology through development and to market. Hear from investors and medtech company CEOs as they discuss why a strong leadership team is so important, and the successful strategies they have seen employed to build the team.

- The value of a strong leadership team when targeting milestones in the journey to commercialisation
- The value of a strong leadership team when investors are doing their due diligence
- Relinquishing the reins, knowing when to look for a new CEO
- The benefit of experienced executives

## Participants

**Moderator: Darwin Shurig** - CEO & Co-Founder, Shurig Solutions, Inc.

**Gautam Kainth** - Partner, TCPAM



### Integration & Adoption of Digital Health Innovation into Healthcare Systems

09:50 - 10:30

HEALTHTECH LEADERS

- Deploying digital health tools within large, complex health systems: key considerations for adoption and implementation
- Analysing current frameworks for digital health implementation and evaluating if they work in the real world
- Beyond the pill - examples of digital technology being used in clinical practice
- Looking to the future and effective frameworks - How can we empower healthcare professionals to adopt digital health tools effectively?

#### Participants

**Devika Rani Wood** - Chief Commercial Officer, Brain+

**Yacine Hadjati** - Innovation in Health Science & Digital Health, Dubai Health

**Heather Cook** - CEO, Wellmind Health

### Morning Break

10:30 - 11:10

### Leveraging Debt for Growth: Financing the Future of Biotech Innovation

11:10 - 12:00

BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT

*In today's competitive biotech landscape, securing the right funding is crucial to advancing research and accelerating time-to-market for breakthrough therapies. While equity financing has been a common approach for biotech and pharma, debt financing has emerged as an attractive option, enabling companies to maintain ownership stakes while accessing capital. This panel discussion will explore the strategic benefits of debt financing, from funding R&D and clinical trials to supporting acquisitions and scaling production capacity. Industry experts will discuss how debt can fuel growth while managing financial risk, offering a roadmap for biotech companies to optimize their capital structures for sustained innovation.*

- Examining how debt financing can provide needed capital without diluting existing ownership, preserving control for founders and early investors in biotech startups.
- Analyzing how debt financing can be strategically layered with other capital sources to support long-term goals like scaling R&D, expanding facilities, or acquiring complementary technologies.
- Discussing the discipline that debt brings to financial planning, helping companies focus on cash flow management and realistic growth trajectories.

#### Participants

**Julien Michaux** - Investment Management, Hayfin Capital Management

**Joey Mason** - Venture Partner, Claret Capital Partners

**Tassos Konstantinou** - Managing Director, Life Sciences, SPRIM Global Investments

**Aris Constantinides** - Managing Director, BlackRock

### Advancing AI Partnerships: Taking Drug Discovery to New Heights

11:10 - 12:00

BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

*As the biotech and pharma industries face growing challenges in drug discovery—from rising R&D costs to complex disease targets—AI is reshaping what's possible. Partnerships that leverage AI bring new opportunities to accelerate discovery timelines, increase the precision of drug candidate selection, and lower failure rates in clinical trials. This panel brings together experts in biotech, AI development, and pharmaceutical research to explore how strategic AI partnerships are paving the way for transformative advancements in drug discovery, improving both the speed and success rate of bringing life-saving drugs to market.*

- Exploring key considerations and frameworks for forming successful AI partnerships, including aligning goals, handling data privacy, and fostering agile workflows.
- Discussing how AI-driven approaches, like deep learning and predictive modeling, are identifying novel targets, optimizing drug compounds, and accelerating preclinical and clinical phases.
- Addressing the ethical implications, regulatory hurdles, and need for transparency in AI-driven drug discovery to gain stakeholder and public trust

### From Lab to Launch: Building Effective Commercial Teams in Biotech

11:10 - 12:00

BIOTECH LEADERS - SCALING & COMMERCIALISATION

*Transitioning from scientific discovery to commercial success in biotech requires more than innovative products; it demands a strong and skilled commercial team capable of effectively marketing and selling biopharmaceuticals. This panel will bring together seasoned biotech executives who will share their insights on the critical considerations involved in assembling a successful sales and marketing team. Attendees will learn how to bridge the gap between science and commerce, ensuring that their products reach the market and resonate with healthcare providers and patients alike.*

- Understanding the essential skills and expertise needed for a commercial team, from sales professionals to marketing strategists
- Strategies for ensuring that commercial teams can effectively communicate the scientific value and clinical benefits of biopharmaceutical products
- Creating an environment that fosters collaboration between scientific and commercial teams to drive shared goals and success in the marketplace

#### Participants

**Sohail Zaidi** - CEO, Ananda Scientific

**Christer Ahlberg** - CEO, Cinclus Pharma

### IP Workshop - Welcome and Opening Presentation

11:10 - 11:30  
LSX Masterclasses

- **Introductions by Moderator (2 mins)**
  - The importance of licensing in fostering biotech growth and innovation
- **Opening Presentation (15 mins)**
  - **Overview of Licensing in Biotech**
    - Current trends and statistics in biotech licensing deals
    - Impact of recent high-profile licensing agreements on the industry
  - **Importance of Licensing for Biotech**
    - How licensing can provide biotech with access to new technologies, funding, and markets
    - Strategies for biotech to position their intellectual property for successful licensing deals
  - **Key Considerations for Successful Licensing Agreements**
    - Essential elements of due diligence in licensing negotiations, valuation methods, and metrics
    - Importance of partnership alignment, ensuring mutual benefit, and managing expectations

### (Clinical) Trials and Tribulations: The Benefits of Effective Clinical Trial Planning

11:10 - 12:00  
MEDTECH LEADERS

Clinical trials can signal a pivotal moment in the growth of a medtech startup, proving safety and efficacy whilst providing a springboard to success in the journey to commercialisation. Our panel of medtech leaders discuss winning strategies to get the most out of your clinical trials and to ensure your technology is safe for all.

- Strategies for satisfying the requirements of multiple regulatory boards in a single data set
- The role of vulnerable/underrepresented groups in clinical trials
- Approaching clinical trial planning as part of a long-term strategy

#### Participants

**Ken Mariash** - CEO, Sinaptica Therapeutics

### People vs Computers: Artificial Intelligence vs Actual Intelligence

11:10 - 11:30  
HEALTHTECH LEADERS

#### Participants

**Mike Trenell** - CEO & Co-Founder, Daiser

**Prof Pearse Keane** - Professor of Artificial Medical Intelligence, UCL

### IP Workshop - Biotech Licensing Case Study & Fireside Chat

11:30 - 11:45  
LSX Masterclasses

- **Introduction to the Case Study**
  - Presentation of a successful biotech licensing deal and its impact on both parties
- **Fireside Chat Questions:**
  - **Motivation Behind the Licensing Agreement**
    - What drove the decision to pursue the licensing deal? What factors were considered?
  - **Process Overview**
    - Steps taken from initial IP identification and valuation to the signing of the licensing agreement, including challenges encountered and how they were addressed
  - **Outcome and Lessons Learned**
    - Key insights gained from the process and the impact of the licensing deal on the biotech's growth
  - **Future Considerations**
    - What to expect in future licensing activities based on current market trends and evolving technology

### Is the AI Craze Distorting the VC Market?

11:30 - 12:10  
HEALTHTECH LEADERS

- What is the value of AI in healthcare and how far are we making a real change in patients lives?
- How is AI creating competitive advantage for companies?
- How are VC's and CVC's navigating the AI hype and identifying promising investments?
- Investing in AI companies - success and proof points

#### Participants

**Joanna Soroka** - Principal, Hitachi Ventures

**Yara Alenazi** - Investor, HealthTech, MassMutual Ventures

**Vishal Gulati** - Founder & Managing Partner, Recode Ventures

### IP Workshop - Q&A and Discussion

11:45 - 12:00  
LSX Masterclasses

- **Open Floor for Questions (10 mins)**
  - How should biotech companies prepare their IP for licensing discussions?
  - What specific attributes do potential licensees look for in a biotech company's portfolio?
  - How can licensing be used strategically to drive growth and innovation in biotech?
- **Wrap-Up Discussion (5 mins)**
  - Summarize key takeaways from the workshop
  - Highlight actionable insights for biotech companies considering licensing opportunities

### Aligning Vision and Execution: What Board Members Expect from Biotech Leadership

12:00 - 12:50  
BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT

*Board members of biotech companies bring a wealth of industry experience and strategic insight, guiding organizations through the complexities of development, funding, and commercialization. This panel discussion provides a unique window into board members' expectations for biotech leadership teams—from financial accountability to regulatory compliance and long-term growth strategy. By understanding these expectations, biotech leaders can foster stronger board relationships, streamline decision-making, and align organizational goals more effectively.*

- What board members look for in biotech strategy, particularly in product development and competitive positioning
- Expectations for transparency in budgeting, forecasting, and managing investor relations to drive sustainable growth
- How board members view regulatory and operational risks, and their expectations for robust compliance and governance practices

#### Participants

**Edwin Moses** - Chairman of the Board, Achilles Therapeutics, Avantium NV and LabGenius

**Mette Agger** - Advisor & CEO, Esrum Biotech

**Piers Morgan** - CFO, Pangea Bio

# SESSIONS

DAY TWO - 30/04/2025

LSX World Congress

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## Early Bird Gets the Deal? Pioneering Early for to Advance Therapeutic Innovation

12:00 - 12:50

BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

*Join industry leaders as they share their insights, strategies, and success stories regarding early-stage collaborations between pharmaceutical companies and biotech firms. This panel will delve into the critical intersections of research, development, and business, highlighting how these partnerships can catalyze groundbreaking innovations and expedite the transition from concept to market. Engage in an informative discussion about the challenges, opportunities, and best practices that shape early collaborations with pharma, ultimately influencing the future of transformative healthcare advancements.*

- Exploring the unique benefits that arise from collaborating at the early stages of development
- Identifying the various opportunities available for biotech companies to partner with pharma
- Understanding what large pharmaceutical companies prioritize when considering investment opportunities

### Participants

**Khatereh Ahmadi** - Executive Director, MSD

**Nuno Alves** - Associate Director, Business Development, Astellas

## Key Drivers of Biotech Partnerships: Strategic Priorities and Future Directions

12:00 - 12:50

BIOTECH LEADERS - SCALING & COMMERCIALISATION

The evolving landscape of the biotech industry demands innovative strategies to remain competitive and overcome challenges. To maximize future success and attract potential partners and investors, what strategies can enhance the appeal of your assets?

- Core elements of building a forward-thinking business strategy
- Evaluating effective capital use in today's market environment
- Aligning organizational goals to determine the optimal path: funding or partnership
- Weighing the choice between collaboration and retaining ownership of key assets

### Participants

**Peng Leong** - CBO and Therapeutic Area Head, Brain Aging, BioAge

**Holger Kissel** - VP Business Alliances, BioNtech

**Faical Miyara** - CBO, IO Biotech

## How is Artificial Intelligence Revolutionising the Medtech Space?

12:00 - 12:50

MEDTECH LEADERS

Much has been made of the role of artificial intelligence, not just in healthcare but universally across industries. With headlines of virtual doctors and specialists being replaced by machines, it is only natural that AI is generating significant buzz within the space. Though arguably more important than the high-level game changing AI technologies are those not seen by the general public, the uses of AI which can improve workflow and optimise efficiency. Our panel of medtech AI experts and investors discuss the technologies they are most excited about and the future of AI in the medtech industry.

- A holistic view of AI in medtech, and where AI can go in the near future
- Navigating new AI regulatory guidelines
- Patient and general population trust of AI and the impact that has on usage
- Uses of AI as an administrative tool

### Participants

**Marina Massingham** - Board Member, Aifred Health

**James Pink** - Senior Director – Medical, Element Materials Technology

## Integrating Digital Health & DTx Solutions into Pharma

12:10 - 12:50

HEALTHTECH LEADERS

- How are pharmaceutical companies integrating digital therapeutics and digital health solutions into their overall business?
- Can pharma make DTx a healthy business?
- Medication & software - Are combination products the future?
- How can digital therapeutics and digital health companies leverage collaborations with pharma for commercial success?

### Participants

**Maryam Atakhorrami** - Senior Director, Strategic Collaborations, Novo Nordisk

**Hakim Yadi** - CEO & Co-Founder, Closed Loop Medicine

**Gregoire Guillet** - Chief Business and Value Officer, WeHealth Digital Medicine, Servier

**David Benshoof Klein** - Founder & CEO, Click Therapeutics

**Dominic James** - Advisory Board Member, Daiser

### Lunch Break

12:50 - 14:00

## Thriving Amidst Turbulence: Building Resilience in Life Sciences

14:00 - 15:00

BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY

*In an ever-evolving landscape, the life sciences sector faces numerous uncertainties, from regulatory changes to market fluctuations. This panel brings together experts from pharma and venture capital to discuss adaptive strategies that empower biotech companies to thrive despite challenges. Attendees will gain valuable insights into how to foster resilience within their organizations, enabling them to navigate volatility while seizing growth opportunities.*

- Proactive risk management, and exploring techniques for identifying and mitigating risks to enhance operational resilience and maintain momentum
- Discussing the importance of adaptability in business models and decision-making to respond effectively to market changes
- Highlighting the role of partnerships and alliances in strengthening capabilities and resources to navigate uncertainty effectively

### Participants

**Jeremy Skillington** - CEO, Poolbeg Pharma

**John Boghossian** - CEO, Kadence Bio

**Gautam Kainth** - Partner, TCPAM

## Diversifying Revenue Streams: Friend or Foe?

14:00 - 14:40

MEDTECH LEADERS

With the medtech world finding itself in a capital scarce environment much has been made of medtech companies' ability to diversify revenue streams as an opportunity to generate greater revenue, and also as a way to de-risk potential investment from venture capital companies and strategic partners. This panel of investors and medtech executives discuss the pros and cons of diversified revenue and strategies for entering new markets or therapeutic areas.

- Investor insights into diversified revenue streams
- Ensuring revenue streams are sufficiently aligned
- The danger of spreading resources too thin
- Strategies for effective diversification

### Participants

**Joachim Holter** - CEO, Lifecare AS

**Nicholas Ibery** - Lead Partner, UK & Ireland, NLC Ventures

**Lauren Edison** - Investment Director, Apposite Capital

### Anticipating the Global Impact of the EU AI Act – What Does it Mean for Investment, Innovation & Care?

14:00 - 14:40  
HEALTHTECH LEADERS

- What impact will the EU AI Act have on healthcare and the quality of care?
- Opportunities and challenges for business - Are businesses/ startups ready and prepared for the changes ahead?
- MDR vs EU AI Act- How do these two coexist?
- Strategies for compliance and leveraging the EU AI Act to gain a competitive advantage
- Analysing the potential effects of the EU AI Act on Research, development, and investment

#### Participants

**Helena Ije** - COO & Co-Founder, Better Medicine

**Sridevi Nagarajan** - Former Global Head Digital Regulatory Strategy, AstraZeneca

### Unlocking the NHS: A Roadmap for Medtech Adoption in the National Health Service

14:40 - 15:20  
MEDTECH LEADERS

With a new UK government pledging to make Britain a “powerhouse for life sciences and medical technology”, and separate regulations from EU MDR on the way, could the UK soon be the place to be for medtech startups in Europe? Our panel of medtech experts discuss the role of the NHS in the medtech landscape and strategies to maximise the chances of adoption.

- The role of NICE and the NHS Innovation Centre
- Strategies to ensure good market fit
- The role of AI in healthcare systems
- Barriers to adoption

#### Participants

**Steve Roest** - CEO, PocDoc

**Konrad Dobschuetz** - Former National Director, NHS Innovation Accelerator

### Care at Home - Increasing Healthcare Accessibility, Convenience & Burden on Hospitals

14:40 - 15:20  
HEALTHTECH LEADERS

- Is home the next frontier for patient-centric healthcare?
- Highlighting the role of digital health solutions in enabling effective home-based care
- Remote monitoring vs virtual wards – Are they the same thing?
- Strategies for incentivizing at home care adoption, including value-based payment models and risk-sharing arrangements

#### Participants

**Marie-Louise Little** - Director of Strategy & Business Development, TW Medical A/S (Family Office)

**Ventsislav Dobrev** - Global Lead Digital Health, Ypsomed AG

**Francesca Markland** - Senior Programme Manager for Remote Monitoring & Virtual Wards, NHS England

**Chris Malone** - UK Managing Director, United Kingdom

### The Future of Funding: Emerging Trends in Life Sciences Investments

15:00 - 16:00  
BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY

*As the life sciences sector continues to evolve, so too do the funding models and investment strategies that support it. This panel convenes leading venture capitalists to analyze the emerging trends that are redefining how biotech companies secure funding. Attendees will gain insights into innovative financing approaches and the investment opportunities that are shaping the future of life sciences, enabling them to align their strategies with the shifting landscape.*

- Analyzing how advancements in digital health technologies and AI are influencing investment decisions and creating new opportunities for funding
- Understanding how venture capitalists are changing their evaluation criteria for biotech investments, including a focus on sustainability, impact, and long-term viability
- Discussing effective strategies for biotech companies to engage with investors, communicate their value propositions, and foster long-term partnerships

#### Participants

**Ryan Richardson** - Chief Strategy Officer, BioNTech

**Laurence Barker** - Partner - DDF, SV Health Investors

**Magdalena Jonika** - Lead Partner, Syncona

### University Challenge: The Role of Universities in the European Medtech Landscape

15:20 - 16:00  
MEDTECH LEADERS

Universities, particularly in the UK, have established themselves as integral pieces of the medtech landscape. We will discuss the role they play in greater detail, as well as discussing strategies to make the most of the support universities can provide.

- The importance of universities in UK medtech innovation
- The role of universities in Europe in protecting innovation
- Strategies to maximise the support offered by university programmes

#### Participants

**Lotus Qi** - Head of MedTech, Capital Enterprise

**Daniel Green** - Fellow in Entrepreneurship, Imperial College London

**James Wong** - Ventures Senior Portfolio Manager, Foresight Group

### Data & Trust – Managing Data Transparently in Digital Health

15:20 - 16:00  
HEALTHTECH LEADERS

*In the era of digital health, data plays a crucial role in improving patient outcomes and driving innovation. However, the collection and use of patient data raise significant concerns about privacy, security, and trust. Our key digital health experts will discuss strategies for managing data transparently in digital health.*

- Developing and deploying digital health solutions that prioritize data privacy and security
- How do we build better trust with patients and healthcare providers?
- Best practices for data anonymization and pseudonymization
- Patient rights - the importance of informed consent in data sharing, and empowering patients to take control of their own health data

#### Participants

**Avi Mehra** - Associate Partner & CSO – Healthtech, IBM

**Tuomo Pentikäinen** - CEO, Veil.AI

### Close of Congress

16:00 - 16:05

# SCHEDULE

DAY TWO - 30/04/2025

LSX World Congress

29-30 April 2025  
Business Design Centre  
London, UK

TIME	BIOTECH LEADERS MORNING KEYNOTE PLENARY	MEDTECH LEADERS	HEALTHTECH LEADERS	BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT	BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING	BIOTECH LEADERS - SCALING & COMMERCIALISATION	LSX MASTERCLASSES	BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY
08:00	08:00 - Registration & Breakfast	08:00 - Registration & Breakfast	08:00 - Registration & Breakfast	08:00 - Registration & Breakfast	08:00 - Registration & Breakfast	08:00 - Registration & Breakfast	08:00 - Registration & Breakfast	08:00 - Registration & Breakfast
09:00	<p>09:00 - LSX Welcome Address</p> <p>09:05 - The Big Biotech IPO: Charting a Path Through Opportunities and Challenges</p> <p>09:45 - Mastering Pharma Deals: Strategies for Effective Transactions Across Top Therapeutic Areas</p>	<p>09:00 - LSX Welcome Address: MedTech Leaders</p> <p>09:10 - More Than Just a Seat at the Table: an Overview of Women in Medtech, What More Needs to be Done?</p> <p>09:50 - Building the Winning Team: Importance of a Good Leadership Team</p>	<p>09:00 - LSX Welcome Address: HealthTech Leaders</p> <p>09:10 - Easing The Burden on Patients – Human Centric AI Design in Clinical Trials</p> <p>09:50 - Integration &amp; Adoption of Digital Health Innovation into Healthcare Systems</p>					
10:00	10:30 - Morning Break	10:30 - Morning Break	10:30 - Morning Break	10:30 - Morning Break	10:30 - Morning Break	10:30 - Morning Break	10:30 - Morning Break	10:30 - Morning Break
11:00		<p>11:10 - (Clinical) Trials and Tribulations: The Benefits of Effective Clinical Trial Planning</p>	<p>11:10 - People vs Computers: Artificial Intelligence vs Actual Intelligence</p> <p>11:30 - Is the AI Craze Distorting the VC Market?</p>	<p>11:10 - Leveraging Debt for Growth: Financing the Future of Biotech Innovation</p>	<p>11:10 - Advancing AI Partnerships: Taking Drug Discovery to New Heights</p>	<p>11:10 - From Lab to Launch: Building Effective Commercial Teams in Biotech</p>	<p>11:10 - IP Workshop - Welcome and Opening Presentation</p> <p>11:30 - IP Workshop - Biotech Licensing Case Study &amp; Fireside Chat</p> <p>11:45 - IP Workshop - Q&amp;A and Discussion</p>	

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12:00	12:50 - Lunch Break	12:00 - How is Artificial Intelligence Revolutionising the Medtech Space? 12:50 - Lunch Break	12:10 - Integrating Digital Health & DTx Solutions into Pharma 12:50 - Lunch Break	12:00 - Aligning Vision and Execution: What Board Members Expect from Biotech Leadership 12:50 - Lunch Break	12:00 - Early Bird Gets the Deal? Pioneering Early for to Advance Therapeutic Innovation 12:50 - Lunch Break	12:00 - Key Drivers of Biotech Partnerships: Strategic Priorities and Future Directions 12:50 - Lunch Break	12:50 - Lunch Break	12:50 - Lunch Break
14:00		14:00 - Diversifying Revenue Streams: Friend or Foe? 14:40 - Unlocking the NHS: A Roadmap for Medtech Adoption in the National Health Service	14:00 - Anticipating the Global Impact of the EU AI Act – What Does it Mean for Investment, Innovation & Care? 14:40 - Care at Home - Increasing Healthcare Accessibility, Convenience & Burden on Hospitals					14:00 - Thriving Amidst Turbulence: Building Resilience in Life Sciences
15:00		15:20 - University Challenge: The Role of Universities in the European Medtech Landscape	15:20 - Data & Trust – Managing Data Transparently in Digital Health					15:00 - The Future of Funding: Emerging Trends in Life Sciences Investments
16:00	16:00 - Close of Congress	16:00 - Close of Congress	16:00 - Close of Congress	16:00 - Close of Congress	16:00 - Close of Congress	16:00 - Close of Congress	16:00 - Close of Congress	16:00 - Close of Congress