

# SESSIONS

FORUMS AND WORKSHOPS (APRIL 29)

LSX World Congress

29th-30th April 2024  
Business Design Centre  
London

## REGISTRATION & BREAKFAST

08:00 - 09:00

## MEDTECH CEO FORUM

11:10 - 12:40  
CEO FORUMS

11:10 - Welcome and Introductions

### 11:15 - Crossing Borders: Navigating Medical Device Innovation Stateside

This discussion will delve into the challenges of moving from the European market, to the U.S, addressing regulatory and business hurdles encountered along the way. SurePulse Medical, a UK-based company known for its innovative approach to neonatal care, has made significant strides since inception. James Carpenter, CEO, will share experiences in device approval, FDA 510(k) clearance, whilst dealing with cyber-security requirements as well as business difficulties and opportunities whilst launching in the United States. This is an opportunity for entrepreneurs, healthcare professionals, and investors to understand the challenges and opportunities in bringing a medical innovation to a new market.

**Moderated by; William Garvin**, Shareholder, **Buchanan Ingersoll & Rooney PC**, **Tina Hu-Rodgers**, Shareholder & Life Sciences Industry Group Co-Leader, **Buchanan Ingersoll & Rooney PC**, **Adam Wicks**, Shareholder and Private Equity & Venture Capital Practice Group Leader, **Buchanan Ingersoll & Rooney**

**Speaker: James Carpenter**, CEO, **SurePulse Medical**

### 11:50 - Death by a 1000 cuts

Join us for a dynamic discussion on the challenges faced in product development, from navigating unclear target customer/application without thorough vetting, to managing delayed design direction changes, and balancing the pursuit of market trends with leveraging core strengths/IP. We'll delve into strategies for handling premature regulatory hurdles, navigating the balance between MVP product development and FDA requirements, and the importance of timely selection of engineering partners and contract manufacturers.

**Moderated by; Bryant Grigsby**, CEO, **Phoenix DeVentures**

12:25 -General Discussion (suggested topics to include but not limited to)

- Fundraising challenges and opportunities
- Overcoming barriers to market and regulatory approval
- Creating the right deals and partnerships to move your business forward
- Internationalising and company growth

12.40 - End of Forum

## Participants

**Session Host: Bryant Grigsby** - CEO, Phoenix DeVentures

**Session Host: William Garvin** - Shareholder, Buchanan Ingersoll-Rooney PC

**Session Host: Tina Hu-Rodgers** - Shareholder and Life

Sciences Industry Group Co-Leader, Buchanan Ingersoll-Rooney PC

**Session Host: Adam Wicks** - Shareholder and Private Equity & Venture Capital Practice Group Leader, Buchanan Ingersoll-Rooney PC

**James Carpenter** - CEO, SurePulse Medical

## PHARMA BD LEADERS FORUM

11:10 - 12:50  
PHARMA LEADERS FORUMS

**Chaired private and exclusive roundtable series.**

### 11.10am (1hr 40mins) Roundtable One

- M&A, deal environment, anti-trust landscape analysis, general discussion and peer commentary from BD heads

11.10 Introductions

11.15 **Current and Impending Anti-trust and Regulatory Threats**

*General Discussion and Peer Perspectives*

- Perceptions and perspectives on current deal making environment: what are BD heads observing and how are they responding?
- How should big pharma M&A strategies evolve given the regulatory and anti-trust context?

For further information regarding the Pharma BD Leaders Forum, please contact:

Matthew Pullan, Managing Director, LSX

[matt@lsxleaders.com](mailto:matt@lsxleaders.com)

## LUNCH BREAK

12:50 - 14:00

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### PHARMA BD LEADERS FORUM

14:00 - 15:40  
PHARMA LEADERS FORUMS

#### 2pm (2hrs) Roundtable Two – Global BD Heads *only*

Pier discussion and exploration of solutions to presented challenges.

Potential topics to include:

- IRA developments
- M&A landscape
- Current challenges and success stories
- Anti-trust
- Regulatory update
- AI and relevance, impact on dealmaking

For further information regarding the Pharma BD Leaders Forum, please contact:

Matthew Pullan, Managing Director, LSX

[matt@lsxleaders.com](mailto:matt@lsxleaders.com)

### MEDTECH BD LEADERS FORUM

14:00 - 15:00  
MEDTECH LEADERS FORUMS

Join our exclusive, invite only, Medtech BD Leaders Forum—an unparalleled gathering of 15-20 industry trailblazers, including top-tier BD leaders and private equity executives.

Our forum will include insightful conversations, featuring case studies which foster candid and open dialogue about the challenges shaping the Medtech landscape.

Connect with like-minded professionals, forge strategic alliances, and expand your professional network. The forum provides a unique environment for fostering meaningful connections and gain valuable insights that will empower your strategic decision-making.

Our forum operates under ? **Chatham House Rule:** Promoting a free-flowing exchange of ideas, the Chatham House Rule ensures a confidential and productive environment, encouraging open and honest discussions.

### Break

15:40 - 16:10  
CEO FORUMS

### Break

15:40 - 16:20  
PHARMA LEADERS FORUMS

### Break

15:40 - 16:20  
Female Founders

### BIOTECH STARTUP CEO FORUM

16:10 - 17:40  
CEO FORUMS

16:10 - Welcome and Introductions

**Moderator: Fiona McFarlane, Legal Director, Bird & Bird**

16:15 - CEO-Led Case Study - Successful Adaptation of Fundraising Strategy in the Life Sciences/Biotech Sector

- Initially funded to Phase 1 for lead asset, planned Series A for Phase 2 study
- Market shift led to investor demand for more de-risking data before committing to larger funding
- Adapted strategy by advancing FDA "IND" opening, a significant value inflection point
- Successfully opened pre-Series A convertible note for smaller Phase 2a study, paving the way for larger funding round with a leading VC partner

**John Boghossian, CEO, Kanna Health; Co-Founder, Pangea Bio**

16:30 - Early Considerations for Life Sciences Companies – Funding and beyond

*This will be a session for executives of early-stage life sciences and healthcare companies to share their experiences of running a start-up. There will be a short introduction to venture capital financing and other foundational issues, followed by a panel discussion and Q&A session where the attendees can ask questions of company representatives who have successfully navigated the early stage funding arena and investor-side representatives who provide funding to early-stage companies. The session will be operated under the Chatham House Rule to promote a free-flowing exchange of ideas in a confidential and productive environment and to encourage open and honest discussions.*

**Fiona McFarlane, Legal Director, Bird & Bird**  
**Mario Subramaniam, Partner, Bird & Bird**

17:00 - Biotech Breakthroughs: Navigating the Journey from Concept to Commercialization for Early-Stage Pioneers

- Building long-term ecosystem partnerships from the start
- Get it right first time and become attractive to investors and the global market
- Ensure quality methods are developed through each phase and confidently move through key inflection points

**Jette Cowan, Head of Commercial, Pharmaceutical, RSSL**

17:30 - Final Discussion, Q&A

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17.40 - End of Forum

### Participants

**Fiona McFarlane** - Legal Director, Bird & Bird

**Mario Subramaniam** - Partner, Bird & Bird

**Jette Cowan** - Head of Commercial, Pharmaceutical, UK

**John Boghossian** - CEO and Co-Founder, Kanna Health

### PHARMA DIGITAL LEADERS FORUM

16:20 - 17:40

PHARMA LEADERS FORUMS

The forum will be bringing together pharma execs who are leading digital strategy, digital transformation & digital innovation within their companies, for benchmarking, peer advice and networking.

**16:20** - Welcome and Introductions

Richard Cassidy, SVP Rx+ Business Accelerator, Astellas Pharma

**16:25 - Learnings from a Phase V Study: Digital RWE Generation for Migraines**

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

**16:45 - Building Sustainable, Value-Based Strategic Digital Health Partnerships**

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

**17:05 - AI Enabled Prediction of Clinical Trial Success**

Christian Hein, Former VP, Global Head of Digital Transformation & Innovation Execution, Novartis

**17:25 - Group Discussion**

Themes/ topics the group will be looking to discuss;

- How are companies continuing to build their digital strategy and capabilities?
- What are the persisting challenges in scaling digital and analytics?
- Recruiting & retaining talent in the digital space
- Effective partnerships – what has been successful?
- AI use in Pharma (analytics, leveraging RWE, AI modelling & increasing efficiency & effectiveness) – How well is this working?

17.40 - End of Forum

### Participants

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

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

**Christian Hein** - Executive Advisor, Health Tech, Independent

**Moderator: Richard Cassidy** - SVP Rx+ Business Accelerator, Astellas Pharma

### Female Founders Networking Drinks Reception

16:20 - 17:45

Female Founders

Join us and meet fellow women leaders and supporters of progressing diversity in life sciences in person, make lifelong connections, and enjoy a drink or two to discuss the how we can come together to support female leaders in life sciences and stimulate investment.

# SCHEDULE

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TIME	CEO FORUMS	PHARMA LEADERS FORUMS	MEDTECH LEADERS FORUMS	FEMALE FOUNDERS
08:00	08:00 - REGISTRATION & BREAKFAST	08:00 - REGISTRATION & BREAKFAST	08:00 - REGISTRATION & BREAKFAST	08:00 - REGISTRATION & BREAKFAST
11:00	11:10 - MEDTECH CEO FORUM	11:10 - PHARMA BD LEADERS FORUM		
12:00	12:50 - LUNCH BREAK	12:50 - LUNCH BREAK	12:50 - LUNCH BREAK	12:50 - LUNCH BREAK
14:00		14:00 - PHARMA BD LEADERS FORUM	14:00 - MEDTECH BD LEADERS FORUM	
15:00	15:40 - Break	15:40 - Break		15:40 - Break
16:00	16:10 - BIOTECH STARTUP CEO FORUM	16:20 - PHARMA DIGITAL LEADERS FORUM		16:20 - Female Founders Networking Drinks Reception

# SESSIONS

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### REGISTRATION & BREAKFAST

08:00 - 09:00

### HEALTHTECH CEO FORUM

11:10 - 12:10  
CEO FORUMS & WORKSHOPS

#### Pathways to success: Navigating Growth in Healthtech

This session is for established healthtech senior executives to share their experiences of growing and scaling up businesses in the healthtech sector.

#### 11.10 – Introductions

Moderators: Susanna Stanfield, Head of Life Sciences Practice, Withers Tech & Thomas Meyers, Partner, Withers US

#### 11.20 – Panel Discussion

There will be a panel discussion of senior executives from healthtech companies who will share their experiences of growing and scaling up their businesses in the healthtech sector. Topics to cover include:

- Fundraising and attracting investors
- Navigating turbulent market conditions
- Product development cycle
- The role of collaborations and business combinations
- Expanding to US and other jurisdictions

Bea Bakshi, CEO & Co-Founder, C the Signs

Inga Deakin, Principal, Molten Ventures

Anna Dixon, Chief Operating Officer, Binx Health

#### 11.50 – Q&A and Closing Remarks

Attendees will be given the opportunity to ask the panellists questions arising from the panel discussion and share their own experiences.

#### Participants

**Susanna Stanfield** - Head of Life Sciences Practice, Withers Tech

**Thomas Meyers** - Partner, Withers US

**Inga Deakin** - Principal, Molten Ventures

**Bea Bakshi** - Former Managing Director, C the Signs

**Anna Dixon** - Chief Operating Officer, Binx Health

### IPO WORKSHOP

11:10 - 12:15  
LEADERS FORUMS & WORKSHOPS

#### 11.10 - Welcome and Introductions

**Moderator: Zafar Aziz**, Director, Head of Strategic Sales & DR Investor Relations Advisory Group, Deutsche Bank

**11.15 – Opening Presentation – IPOs: what is the current state of the market and what should companies expect from their advisors?**

**Presenter: James Taylor**, Co-Head of Investment Banking, Deutsche Numis

#### 11.45 – Expert Panel Discussion – IPO opportunities: US vs UK?

- How is London is changing its rules to make it easier for companies to list?
- Is there a valuation difference between the UK and the US?
- Are you a small fish in a big pond if you choose the US?
- Is it better to be dual-listed?
- With the rise of passive funds, is indexation an important consideration?
- How should you approach investor relations if dual listed?
- Execution of listing: Necessary steps to prepare
- Life as a public company

**Moderator: Zafar Aziz**, Director, Head of Strategic Sales & DR Investor Relations Advisory Group, Deutsche Bank

**James Taylor**, Co-Head of Investment Banking, Deutsche Numis

**Tim Davis**, Regional Head, UK Primary Markets, London Stock Exchange

**Isabella Schidrich**, Senior Managing Director, NASDAQ

#### 12.15 – Q&A and Discussion

#### Participants

**Zafar Aziz** - Director, Head of Strategic Sales & DR Investor Relations Advisory Group, Deutsche Bank

**James Taylor** - Co-Head of Investment Banking, Deutsche Numis

**Tim Davis** - Regional Head, UK Primary Markets, London Stock Exchange

**Isabella Schidrich** - Senior Managing Director, NASDAQ

### LUNCH BREAK

12:50 - 14:00

### BIOTECH GROWTH CEO FORUM

14:00 - 15:40  
CEO FORUMS & WORKSHOPS

#### 14:00 - Welcome and Introductions

**Moderator: Sophie McGrath**, Partner, Goodwin

#### 14:05 - Raising capital to support later-stage growth

- Market Update – Later stage rounds are challenging to get away and IPO market increasingly pressurising the valuations of private companies.
- Valuation Pressure – dangers of structuring preference rights to prop up a higher valuation / avoid a down round.
- How to continue to incentivisation when there is an increasing liquidation preference.
- How to set yourself up for a successful exit

**Sophie McGrath**, Partner, Goodwin  
**Kenny Walker-Durrant**, Partner, Goodwin

#### 14:40 - The Ins and Outs of Raising a Recent Series C

**Scott Shively**, CEO, Bexion Pharmaceuticals

#### 15:00 - General Discussion and Q&A

#### 15:40 - End of Forum

#### Participants

**Kenny Walker-Durrant** - Partner, Goodwin

**Scott Shively** - CEO, Bexion Pharmaceuticals

**Sophie McGrath** - Partner, Goodwin

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### M&A WORKSHOP

14:00 - 15:00

LEADERS FORUMS & WORKSHOPS

The M&A workshop led by Hogan Lovells will consider the different means through which early/late stage biotech and pharma assets can be most effectively monetised, including through M&A, collaboration/JV and licensing structures.

The workshop will consider the pros and cons of each structure from both a seller's and buyer's/investor's perspective. The format will be interactive and factor in current trends (e.g. the increased use of AI and integration of healthcare services into technology platforms) and growth products and therapies (e.g. ADC's, RLT's, GLP-1, health span and pre-emptive medicine and chronic/orphan disease).

### Participants

**Penny Powell** - Partner, Hogan Lovells

**Arne Thiermann** - Partner, Hogan Lovells

**Jörg Herwig** - Partner, Hogan Lovells

**Tom Brassington** - Partner, Hogan Lovells

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### CLOSE

15:40 - 15:45

# SCHEDULE

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<b>TIME</b>	<b>CEO FORUMS &amp; WORKSHOPS</b>	<b>LEADERS FORUMS &amp; WORKSHOPS</b>
<b>08:00</b>	<b>08:00</b> - REGISTRATION & BREAKFAST	<b>08:00</b> - REGISTRATION & BREAKFAST
<b>11:00</b>	<b>11:10</b> - HEALTHTECH CEO FORUM	<b>11:10</b> - IPO WORKSHOP
<b>12:00</b>	<b>12:50</b> - LUNCH BREAK	<b>12:50</b> - LUNCH BREAK
<b>14:00</b>	<b>14:00</b> - BIOTECH GROWTH CEO FORUM	<b>14:00</b> - M&A WORKSHOP
<b>15:00</b>	<b>15:40</b> - CLOSE	<b>15:40</b> - CLOSE

# SESSIONS

DAY 1 – MONDAY, 29 APRIL - 29/04/2024

LSX World Congress

29th-30th April 2024  
Business Design Centre  
London

## REGISTRATION & BREAKFAST

08:00 - 09:00

## LSX WELCOME ADDRESS

09:00 - 09:05  
BIOTECH LEADERS KEYNOTE PLENARY

### Participants

**Adam Griffiths** - Portfolio Manager, LSX Leaders

## LSX WELCOME ADDRESS

09:00 - 09:10  
MEDTECH LEADERS

### Participants

**Caitlin McNally** - Conference Director- Medtech Lead, LSX

## LSX WELCOME ADDRESS

09:00 - 09:10  
HEALTHTECH LEADERS

### Participants

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

## Assessing Biotech Investment Trends in 2024 And Beyond

09:05 - 09:30  
BIOTECH LEADERS KEYNOTE PLENARY

- State of biopharma sector today – top line, bottom line, financial markets
- Contemporary deal flow vs. historical norms
- Impact of rally / downturn at time of presentation - how will other variables follow - IPO, private rounds
- Boomerang to early-stage deals versus later stage deals
- Inflation Reduction Act – impact on the sector, how companies are responding

### Participants

**Cody Powers** - Partner, ZS Associates

## Keynote Panel: Elevating Global Recovery Through Strategic Partnerships

09:10 - 09:50  
MEDTECH LEADERS

In an increasingly interconnected world, the path to global recovery and progress is intricately woven with strategic partnerships. This discussion delves into the transformative potential of collaborative alliances. From forging partnerships with Tier 1 manufacturers to tackle regulatory hurdles, to navigating the complexities of privacy and data management in joint ventures and harnessing the power of academic research for market success, we explore how these symbiotic relationships can redefine and elevate the recovery landscape on a global scale.

- Partnerships with tier 1 manufacturers to navigate regulatory challenges
- Privacy and data management in collaborative ventures
- Academic research to market success in the partnership equation

### Participants

**Moderated by: Hannah Musisi** - International Healthcare Executive, UK

**Stuart Hart** - Chief Medical Officer, Integra Lifesciences

**Jan Kimpen** - Former CMO Philips, Venture Partner, Sanara Partners, Sanara Ventures

**Kathleen Van Vlierberghe** - VP Healthcare Solutions & Partnerships EMEA, Boston Scientific

## Future of Digital Health: How Can We Accelerate?

09:10 - 09:50  
HEALTHTECH LEADERS

Identifying innovative frontiers in digital health and forging new technological paths are vital for improving healthcare accessibility and delivery. A panel of industry leaders discuss strategies for navigating the evolving landscape effectively.

- Examining Industry evolution - a look at successes and failures
- Identifying future digital health frontiers for innovation
- Forging new technological paths for enhanced healthcare delivery

### Participants

**Emre Ozcan** - VP, Global Head of Digital Health, Merck

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

**Soren Ostegaard** - VP, Strategic Development & Digital Transformation, Global Drug Discovery, Novo Nordisk

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

**Nicolas Pivert** - Senior Business Director, Cardiac Rhythm Management, Western Europe, Medtronic

**Moderator: Fraser Wood** - Independent Digital Strategist (Former Global Incubator Lead, MSD), Independent



### Unveiling the Future - The Current Landscape and Spotlighting EU & UK Biotech and Pharma Excellence

09:30 - 10:30  
BIOTECH LEADERS KEYNOTE PLENARY

Creating a more efficient biotech ecosystem that focuses on the fundamentals and takes a new path forward will involve addressing many challenges and transformations. With the beginning of 2023 seeing a landmark loss-of-exclusivity event (LOE), along with 4 other blockbuster biologics which generated more than \$14 Billion in 2022 also facing LOEs towards the end of 2023, what fresh challenges does this present the industry with in 2024? This keynote panel of industry vets and experts discuss the current landscape as we enter Q2 in 2024, addressing strategies to secure future growth, navigating a constantly shifting and challenging environment, and optimizing business priorities to blaze through the year booming.

- Recent trends and developments in European life sciences
- Current strengths and weaknesses of the European biotech and pharma industries
- Identification of key growth areas and emerging fields
- Lessons learned from overcoming obstacles and failures in the path to success
- Managing volatility and market fluctuations in the industry

#### Participants

**Kate Bingham** - Managing Partner, SV Health Investors

**Moderator: Sage Revell** - Partner, Brown Rudnick

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

**Laura Lane** - Vice President, Lilly Ventures (Head of Europe), Eli Lilly

**Tim Haines** - Managing Director, Abingworth

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

### How Are We Defining Innovation?

09:50 - 10:30  
MEDTECH LEADERS

The surge in innovations within the global medical technology sector, coupled with an 8% R&D investment rate, highlights the escalating importance of customer centricity in product design. As companies prioritize meeting customer needs and achieving breakthrough growth, a critical question arises: What constitutes true innovation in this sector, and how can medtech companies strategically navigate the intersection of customer centricity and innovation to drive progress?

- What strategic approaches can be adopted to innovate effectively in a capital constrained market
- How can companies stay ahead of emerging trends and remain agile in responding to evolving customer needs
- How can customer-centric product design be leveraged for market differentiation

#### Participants

**Moderated by: Gautam Kainth** - Partner, The Capital Partnership

**Isabelle Fourthin** - VP Medical Affairs, Baxter

**Antonio Sanchez-Cordero** - Group Vice President, Strategy & Business Development (M&A), Speciality Diagnostics, Thermofisher

**Jennifer Joe** - Global Medical Strategy & Population Health Director, AstraZeneca

**Mark Green** - Senior Business Development & Strategy Director, Diabetes International, Medtronic

**Ariana Adjani** - Co-Founder & Managing Director, FINE TREATMENT

### Balancing Patient-Centric Digital Therapeutics with Scalable Profitability

09:50 - 10:30  
HEALTHTECH LEADERS

*The healthcare landscape is evolving with a strong emphasis on patient-centred care and the integration of DTx, this discussion reflects this shift and addresses the challenges and opportunities it presents. This includes the need to strike a balance between patient-focused solutions and sustainable business models, navigate evolving regulatory considerations, and foster collaborations between DTx companies and pharmaceutical firms to enhance patient care. In this dynamic context, the panel aims to provide insights and strategies for effectively navigating the evolving healthcare terrain.*

- Insights from 2023 - Lessons from DTx companies that didn't succeed
- Unlocking DTx potential and commercialization - Are we there yet?
- Agile approaches to business and go-to-market models are crucial
- Evaluating the effectiveness of DTx partnerships with Pharma

#### Participants

**Marc Sluijs** - Managing Partner, DigitalHealth.Network

**Kamran Adle** - VC Investor, Octopus Ventures

**Hannes Klöpffer** - CEO, HelloBetter

**Christian Lautner** - Managing Partner, Heal Capital

**Marek Ostrowski** - Founder & CEO, Prosoma

**Moderator: Laura Wamprecht** - Former Managing Director, Flying Health

#### MORNING BREAK

10:30 - 11:10

## Charting the Course: The 2024 Investment Landscape for European Biotechs

11:10 - 11:50

BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT

Join industry leaders and financial experts for an in-depth exploration of the dynamic investment landscape shaping European biotech in 2024. Our panel discussion will provide invaluable insights into funding trends, investor sentiments, and the strategies that biotech innovators need to thrive in this evolving financial ecosystem.

- Analyze the prevailing trends in biotech investments across Europe in 2024
- Impact of macroeconomic factors and global events on the investment climate
- Insights into the criteria and priorities of investors considering biotech opportunities in Europe
- Explore the role of innovation, market positioning, and scalability in attracting funding in 2024

### Participants

**Arthur Franken** - Managing Partner, Gilde Healthcare

**Woody Stileman** - Managing Director, Strategic Partnerships, RTW Investments

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

**Claire Brown** - Investor, Oxford Science Enterprises

**Moderator: Natasha Barrow** - Reporter, Citeline

**Vanessa Carle** - Senior Associate, Forbion

## Striking Your Oncology Deal: New Partnering Approaches & Rethinking Innovation

11:10 - 11:50

BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

Collaborating effectively in the densely populated and intricate landscape of oncology demands the inventive prowess of nimble biotech players and the profound expertise and financial resources of pharmaceutical giants, but what are the keys to uniting these two forces for impactful partnerships in this dynamic arena? Accomplished business development executives from both the biotech and pharma provide insights into factors that should shape deal-making within the realm of oncology.

- How to rethink innovation in oncology
- Deal structure evolution and current market context
- How to partner strategically while developing creative solutions to address gaps

### Participants

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

**Sonal Patel** - VP, Oncology Scientific Innovation, J&J Innovation

**Chris Brown** - Senior Director, Oncology BD, GSK

**David Jenkins** - Senior Vice President, Head of Research & External Innovation, Ipsen

**Moderator: Enda Gribbon** - Director, Atelix

## Commercial Models Of The Future And How The Biopharma Launch Landscape Is Changing

11:10 - 11:30

BIOTECH LEADERS - SCALING & COMMERCIALISATION

Biotech and pharma portfolios are becoming increasingly diverse with a proliferation of modalities and orphan and specialist products as the norm. At the same time, we are seeing a rapid evolution in commercial models driven by AI/ML enabled cloud analytics and virtual and digital customer engagement as part of an omnichannel model.

Given the landscape of launches anticipated from 2024-2030, we'll share trends, insights and examples to share how the commercial model in biotech and pharma will evolve. We'll discuss better practices for companies to adopt now along with how you can anticipate customer engagement model innovation and change in the drive to deep personalization incorporating customer context. Following our presentation, will be an expert panel discussion to dive deeper into the evolving launch landscape.

- 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

### Participants

**Ben Hohn** - Principal, BD, Pipeline and Launch Strategy, ZS Associates

### Going Beyond the Hype - Exploring New Applications of AI/ML

11:10 - 12:00  
HEALTHTECH LEADERS

The healthtech landscape is rapidly evolving with data technology, advanced analytics, and AI reshaping healthcare across sectors. Healthtech companies should be keenly interested in leveraging these innovations for precise diagnostics, personalized treatments, and ground-breaking discoveries while enhancing competitiveness through strategic AI partnerships, ultimately driving improved patient outcomes and shaping the future of healthcare

- Harnessing data tech and AI for disease understanding and patient outcomes
- AI's pioneering role in healthcare, medtech, pharma innovation and partnerships
- Maximizing AI's potential in pharma research, remote care, and medtech

#### Participants

**Valerie Hepp** - Digital and PHC Partnering Europe and Asia Lead, Roche

**Szabolcs Nagy** - Co-Founder, CEO, and Founder Director, Turbine

**Yannis Pandis** - Sr Director, AI, ML Analytics and Data Functional Lead, Pfizer

**Moderator: Colin Weller** - General Manager, Evidence Generation Platform, Medable

**Ian Mulvany** - CTO, BMJ

### Innovation = Centralisation!? A Discussion About The Future Of Innovation In Medtech

11:10 - 11:50  
MEDTECH LEADERS

Navigating the intricate process of obtaining CE approval is paramount for any company seeking to introduce products into the European market. This panel aims to demystify the complex world of regulatory compliance with industry experts discussing what it takes to undertake a successful journey through the CE approval process.

- The EU MDR as an innovation blocker
- Comparing EU and US regulatory frameworks
- Innovative approaches towards compliance
- Envisioning a bright future for medtech innovation

#### Participants

**Moderated by: Martin Witte** - Senior Director Strategic Business Development, TÜV SÜD Product Service GmbH

**Zubair Hussain** - VP Regulatory, iSTAR

**Susana de Azevedo Wäsch** - Vice President Quality Management, Regulatory Affairs & Medical Affairs, Ypsomed

**Guido du Pree** - Founder & CEO, Xyall

**Ian Crosbie** - CEO, Sequana Medical

### Commercial Models Of The Future And How The Biopharma Launch Landscape Is Changing: Expert Panel Discussion

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

#### Participants

**Moderator: Ben Hohn** - Principal, BD, Pipeline and Launch Strategy, ZS Associates

**Maria Törnsén** - President, North America, Calliditas

**John Butler** - CEO, Akebia Therapeutics

**Vered Bisker-Leib** - CEO, Compass Therapeutics

### Fostering Biotech Innovation - A Perspective From Belgium's Ecosystem

11:50 - 12:10  
BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT

In this short presentation, this panel of experts will be offering a fresh perspective on the current investment and partnering landscapes within Europe, more specifically - Wallonia, Belgium.

- *Strategies and challenges involved in scaling up biotech innovations*
- *Strengths and distinct characteristics of Belgium and Wallonia's biotech ecosystem and how it compares to the wider global market*
- *Benefits and advantages to forming new partnerships within Belgium and the Walloon region*

#### Participants

**Benoit Kenda** - VP and Global Early Solution Partnering, Head, UCB

**Amel Tounsi** - CEO, Bridge 2 Health

**Marc Foidart** - CEO, EyED pharma

### Novartis: Reimagining Medicine through Partnering

11:50 - 12:10  
BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

#### Participants

**Adam Feire** - Global Head Search & Evaluation, Corporate & Business Development, Novartis

### Crossing the Valley of Death for Medical Devices

11:50 - 12:10  
MEDTECH LEADERS

Insights into the pitfalls and multidisciplinary challenges faced by medical device companies in the commercialisation of disruptive technologies.

#### Participants

**Steve Bagshaw** - Head of Business Strategy, CPI

### Digital Health & DTx Partnerships – A Recipe For Success

12:00 - 12:50  
HEALTHTECH LEADERS

- Navigating diverse partnership models - identifying effective approaches
- Are Pharma companies the preferred partners for digital health start-ups
- Investor and Pharma expectations from digital health Companies - bridging the gap
- Exploring the Dynamics of Digital Health and DTx collaborations - challenges and opportunities

#### Participants

**Marko Kuisma** - Partner, Innovestor

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

**Shahram Sharif** - CEO, Liva Healthcare

**Ashutosh Malhotra** - Director, Digital Health Strategy & Partnerships, Europe, Daiichi Sankyo

**Moderator: Tina Tan** - Executive Editor, FirstWord HealthTech

## Navigating the Investment Frontier: Early-Stage Funding for Biotech Innovators

12:10 - 12:50

BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT

Securing early-stage investment is a critical milestone for biotech startups. Join our panel of industry experts as they delve into the world of early-stage funding, sharing insights, strategies, and experiences to help biotech innovators access the capital needed to advance ground-breaking research and technologies.

- Trends, sources of funding, and investor expectations for biotech startups
- Best practices for crafting compelling pitches that resonate with investors
- Key elements that investors look for when evaluating biotech opportunities
- Importance of rigorous due diligence processes for both investors and startups

### Participants

**Daniela Begolo** - Managing Director, EQT Life Sciences

**Thomas Thestrup** - Principal, Angelini Ventures

**Clara Campàs Moya** - Managing Partner & Co-founder, ASABYS PARTNERS

**Sean Kendall** - Principal, ARCH Venture Partners

**Audrey Warner** - Partner, TigerGene LLC

**Moderator: Alex Hamilton** - Partner, Syncona

## Finding the "Golden Egg": Forging Partnerships that Transform Technologies into Therapeutic Solutions

12:10 - 12:50

BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

Finding the next 'breakthrough of tomorrow' is no easy feat. Knowing when to partner when the opportunity is right, combined with stellar scientific innovation is paramount to bring new therapies to patients with unmet needs. This panel of experts shared collaborative experiences and insights into:

- Innovative platforms and how to spot the potential of a game-changing platform
- Platform vs product: Is there a preferred element?
- Nurturing your partner to yield "golden eggs"

### Participants

**Marta Lesko** - VP, Head of Neurology and Immunology Business Development, Merck

**Bernd Nosse** - Global Head BD&L Research Beyond Borders & Technologies, Boehringer Ingelheim

**Bradley Hardiman** - Senior Director, Scouting & Transaction - Business Development, Astellas Pharma Europe

**Nerida Scott** - Regional Head EMEA, J&J Innovation

**Stefano Cottignoli** - Head of Corporate Development, Chiesi Group

**Moderator: Ian Johnston** - Global Pharmaceutical Correspondant, Financial Times

## Expanding Beyond Borders: The Role of BD in Scaling a Global Biotech

12:10 - 12:50

BIOTECH LEADERS - SCALING & COMMERCIALISATION

As biotechs evolve, expansion strategies develop to open doors to broader market opportunities and scalability. While some of this growth stems from organic development through research and commercialisation, business development can play a pivotal role in achieving geographical expansion through partnerships involving co-development and co-commercialisation, or by engaging in licensing and acquisitions to establish a presence in new territories. In this discussion, leaders from diverse companies will share their business development strategies and deal-making approaches that have contributed to successful expansion and scaling.

- The pivotal role of business development in driving growth for biotech firms on a global scale
- Insights into successful BD strategies for identifying and capitalizing on new opportunities, including partnerships, collaborations, and licensing agreements
- Potential challenges and risks associated with global expansion, including legal and compliance issues, and geopolitical factors
- Strategies for effectively managing and mitigating challenges to ensure sustainable growth and success on a global scale

### Participants

**Frederic Scaerou** - Head of Global Business Development, SERVIER

**Sandra von Meier** - Head of Business Development & Licensing, Debiopharm

**Ragip Ziyal** - Head of Corporate Development, Tillotts Pharma

**Vishal Sahni** - Director, Corporate Business Development & Strategy, H. Lundbeck A/S

**Moderator: Ian Mulvany** - CTO, BMJ

### EU Market Entry - Demystifying Medical Device Reimbursement

12:10 - 12:50  
MEDTECH LEADERS

The path to reimbursement for medical devices presents a formidable challenge, driven by the imperative to demonstrate both necessity and efficacy. This challenge is further compounded by the intricacies of navigating reimbursement processes in diverse countries, each characterized by unique criteria and clinical study costs. In this session, we will unravel the complexities of medical device reimbursement in Europe, shedding light on the critical factors and strategies that can pave the way for successful market entry.

- Reimbursement disparities in Europe and effective navigation strategies
- Steps for securing DRG funding and LLPR inclusion
- Influence of EU's HTA process on reimbursement and alignment strategies
- Efficient strategies for speeding up reimbursement applications in Europe
- Post-market surveillance obligations in the EU and their impact on our market presence and product development

#### Participants

**Moderated by:** Kai Nicol-Schwarz - Reporter, Sifted

**Souad Belarbi** - Governmental Affairs and Market Access Director, EU south and Indirect, Hologic

**Max Ostermeier** - CEO, Implants Ophthalmic Products

**Tuomas Neuvonen** - CEO, Sooma Medical

**Claartje Ypma** - CEO, Augmedit

### LUNCH BREAK

12:50 - 14:00

### Accelerating Growth: Investment Strategies for Post Series B Biotech Ventures

14:00 - 14:40  
BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT

As biotech ventures advance beyond the Series B stage, securing the right investment becomes paramount. Join our panel of seasoned investors and biotech leaders as they share insights, strategies, and experiences in securing and leveraging investments for post-Series B growth and innovation.

- Exploring the unique challenges and opportunities that biotech companies face as they transition beyond Series B
- Strategies for efficiently scaling operations, conducting clinical trials, and advancing research and development with growth stage funding
- The role of partnerships and collaborations in accelerating growth
- Valuation methodologies and considerations for post-Series B biotech companies

#### Participants

**Alastair Hugh Lowell Kilgour** - Co-Founder & Chief Investment Officer, Parkwalk Advisors

**Natalie Torin** - Managing Director, Dunhill Ventures

**Daniel Parera** - Partner, Kurma Partners

**Charles Conn** - Managing Partner, Monograph Capital

**Moderator: Michael White** - Head of Life Sciences, HSBC Innovation Bank, EMEA, HSBC

**Alex Hamilton** - Partner, Syncona

### Cardiometabolic Disease & Obesity: Unlocking Unique Partnering Opportunities for Biotech

14:00 - 14:40  
BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

A recent surge in pharma interest in the next tide of obesity drugs has caused the obesity and cardiometabolic and obesity drug market to boom. With other biotechs also riding the wave, this panel provides a unique perspective into the opportunities for biotech companies to treat cardiometabolic disease and obesity.

- Why partnerships and new deals are fundamental to obesity and cardiometabolic success
- Differentiating products in an increasingly crowded space
- The global opportunity for new drugs and therapies – the role of biotech in cardiometabolic innovation
- Emerging technologies and therapies in the pipeline

#### Participants

**Ashley Zehnder** - CEO, Fauna Bio

**Alessandro Toniolo** - Chief Executive Officer, Resalis Therapeutics

**Peng Leong** - Chief Business Officer & Head of Brain Aging, BioAge Labs

**Steffen-Sebastian Bolz** - CSO, Aphaia Pharma

**Moderator: Victoria English** - Co-founder and Editor, MedNous

### The Equation for Maturation: Biotech Requirements to Achieve Scale

14:00 - 14:40  
BIOTECH LEADERS - SCALING & COMMERCIALISATION

In order to deliver on the promise of delivering innovative medicine to patients, biotech companies need to consider how they can scale up. As a biotech grows and continues to attract significant capital, what do leadership teams need to consider outside of its core assets?

- Building a commercial organisation vs remaining pure R&D
- How many pipeline assets does it take to 'win'?
- What a pipeline to support a mature biotech business looks like
- Is there an ideal number of therapeutic areas to enter
- Collaborate vs going it alone

#### Participants

**Holger Kissel** - Senior Vice President Scientific Relations and Liaison, BioNtech

**Celine Carlet** - VP, Head of Transactions, Global BD, Galapagos

**Bernd Muehlenweg** - SVP Global Business Development, Evotec

**Moderator: Catherine Tucker** - VP, Business Development, BenevolentAI

### Investor Insights - Shaping Success for Early-Stage Ventures

14:00 - 14:40  
MEDTECH LEADERS

In recent years, we've witnessed significant growth in venture funding for medtech, yet a shift towards mid to later-stage investments has emerged, driven by factors such as lower returns on medtech investments and the intricate world of reimbursement, particularly for groundbreaking technologies. Investors now seek secure, innovative, and clinically successful ventures. The question that arises is: how can emerging medtech firms bridge the gap between initial funding and market success while aligning with these investor expectations? In this session, we will delve into strategies for early-stage medtech companies to reduce risk and foster innovation, explore successful approaches to navigate the journey from initial funding to market viability, and discuss the specific attributes that investors look for to assess the potential for risk reduction, scalability, and innovation in medtech companies.

- What strategies can early-stage medtech companies adopt to align with investor expectations for risk reduction and innovation

- What are some successful strategies that early-stage medtech companies have employed to bridge the gap between initial funding and market viability

- What specific attributes do you look for in medtech companies to determine their potential for reduced risk, scalability, and innovation

#### Participants

**Moderated by:** **Antoine D'Hollander** - Investment Director, Capricorn Venture Partners

**Jennifer McMahon** - Partner, Sebora Life Sciences

**Klaus Stöckemann** - Managing Director & Co-Founder, Peppermint VenturePartners

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

**Antoine Pau** - Senior Partner, Truffle Capital

**Gilad Peleg** - Founding Partner, Neuro1 Capital

### Navigating Pharma's Path To Launching Digital Health Products: Overcoming Challenges And Driving Innovation

14:00 - 14:50  
HEALTHTECH LEADERS

2024 heralds a turning point with the integration of digital engagement and AI into pharmaceutical workflows, promising to revolutionize drug marketing, development, and patient care. These dynamics underscore the industry's commitment to delivering more efficient and patient-centric healthcare solutions. By gaining a deep understanding of these aspects, digital health companies can make informed decisions, refine their business strategies, and position themselves effectively within the pharmaceutical industry's evolving landscape.

- Addressing the Pharma Industry's Biggest Challenges
- Making Pharma-Pharma Collaboration a Reality
- Effective Go-to-Market Strategies in Evolving Healthcare Models
- Is 2024 the Dawn of Digital Engagement and Launches
- Integrating AI into Pharma Workflows

#### Participants

**Martin Alexander Gershon** - Managing Partner & CIO, Endeavor Venture Fund

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

**Christian Hein** - Executive Advisor, Health Tech, Independent

**Dominic James** - Global Head of Digital Health Innovation & Alliances, MSD

**Moderator: Samantha Peacock** - Senior Associate, Latham & Watkins

### Tillotts with a Strong Track Record in Both Partnering and M&A: A Preferred Partner in Europe for Specialty Products

14:40 - 15:00  
BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT

- Tillotts' Presence and Capabilities as a European Specialty Pharma Company
- Partnering strategy covering entire spectrum from M&A transactions to marketing co-operations with tailor-made agreements
- Expertise in product development, regulatory, market access, MSL activities, KOL management and commercialisation
- Lean and efficient partnering processes quickly executing deals and integrating assets into product portfolio
- Strong track record in partnerships – Recent Examples

#### Participants

**Ragip Ziyal** - Head of Corporate Development, Tillotts Pharma

### Debiopharm's Business Model – Developing Innovation Through Investing, Collaboration and Licensing

14:40 - 15:00  
BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

#### Participants

**Sandra von Meier** - Head of Business Development & Licensing, Debiopharm

### The Challenges of Scaling up: Learnings from 10 years of Evaluating R&D Productivity

14:40 - 15:00  
BIOTECH LEADERS - SCALING & COMMERCIALISATION

Since 2013 Catenion has analysed the R&D productivity and corporate growth of the top biopharma companies. While each company's strategy is unique, Catenion's integration of machine learning and data analytics with deep expertise in the field reveals common characteristics of outperformers. Extrapolating these insights to newer entrants including commercial-stage biotech and mid-sized pharma demonstrates the challenges of balancing growth and innovation and predicts how these companies may fare.

- What are the drivers of long-term success
- How to maintain high R&D productivity
- How to scale up successfully

#### Participants

**Erika Kuchen** - Head of Data-Science, Catenion

**Alexander Wallroth** - Strategy Consultant, Catenion

### Peaks and Valleys - Unravelling the LimFlow Acquisition Journey

14:40 - 15:00  
MEDTECH LEADERS

Founded in 2012, LimFlow, was the first FDA-approved device for Transcatheter Arterialization of Deep Veins (TADV) and previously designated as a Breakthrough Device by the FDA. After many successful company milestones, LimFlow was also recently acquired by Inari Medical. Join our fireside chat with LimFlow's former CEO Dan Rose and investor Kanem Hong discussing the journey's highs and lows.

#### Participants

**Moderated by:** **Kinam Hong** - Partner, Sofinnova Partners

**Dan Rose** - Former CEO, LimFlow

### Embracing Digital Technologies & Scaling Patient-Centric Clinical Trials

14:50 - 15:40

HEALTHTECH LEADERS

- How are new digital innovations revolutionising clinical trials
- Beyond AI/ML - Overview of emerging clinical trial technologies
- Ensuring diversity, equity, and inclusion in digitised clinical trials

#### Participants

**Mats Berggren** - Health Policy and Market Access, Merck

**Aedan Martin** - Global Information & Technology Business Partner, Roche

**Marc Jones** - CEO, Altoida

**Moderator: Andrew Mackinnon** - Executive General Manager, Customer Value, Medable

### Public Biotech Playbook: Navigating the Current State of the Markets

15:00 - 15:40

BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT

Join our panel of experts as they dive into the complex world of biotech public markets. This discussion will offer valuable insights into the current landscape, strategies for success, and the key factors public biotech companies need to consider to thrive in today's market environment.

- Explore strategies for managing the inherent volatility of biotech stocks
- Risk mitigation and investor communication during turbulent market periods
- Best practices for ensuring transparency and meeting reporting requirements
- Discuss approaches for public biotechs to sustain growth beyond the IPO stage
- The role of research and development, partnerships, and market expansion in driving long-term success

#### Participants

**Herve Kergrohen** - Bioscience Focused Venture Partner, ABO

**Max Klement** - Principal, Novo Holdings

**Ajan Reginald** - CEO, Roquefort Therapeutics

**Moderator: John Rudy** - Member / Co-chair, Securities & Capital Markets Practice, Mintz

**Edouard Guillet** - MD, IPF Partners

### Advancing CNS Treatments of Tomorrow Through Collaborative Partnerships

15:00 - 15:40

BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

With ever-growing portfolios of partnerships in CNS diseases, aiming to address the significant need for new treatments, early-science collaborations rest at the centre of new neuropsychiatric and neurodegenerative innovation. Where have we had success and where are the most promising pastures of the future? A panel of experts leading the field of CNS discuss;

- Key areas of action to strengthen CNS research
- What are the hot areas in 2024, and where are the gaps
- Emerging technologies and strategies for drug delivery
- Regulatory and market access challenges

#### Participants

**Jenny Barnett** - CEO, Monument Tx

**Jenny Laird** - VP Search & Evaluation, Eli Lilly and Company

**Kabir Nath** - President and CEO, Compass Pathways

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

**Moderator: Sahil Kirpekar** - CBO, atai Life Sciences

### Achieving International Scale Through Accessing Cross Border Opportunities Within the Asia Pacific Market

15:00 - 15:40

BIOTECH LEADERS - SCALING & COMMERCIALISATION

The Asia Pacific (APAC) region has become an increasingly attractive location for investments in recent years, with an increasing amount of new promising innovation spinning out of academic institutions. The panel discussion discusses the diverse APAC biotech industry and the promising opportunities it holds. Attendees will discover how to leverage the unique strengths and opportunities of this region for investments, including partnerships, biomufacturing capabilities, and access to the Asian patient population for clinical trials.

- Factors making this region attractive for biotech investment
- Unique challenges and opportunities that investors and biotech companies encounter in the Asia-Pacific region
- Explore the role of collaborations, funding, and partnerships in fostering growth and innovation in the region

#### Participants

**Donald Xu** - Managing Partner, Lynx Capital

**Michelle Chen** - Chief Business Officer, Insilico Medicine

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

**Corinne Venot** - Executive Director, Business Development, Beigene

**James Wang** - Head of BD, Adcendo

## Burning Money - The Bottom-Line Impact of Neglecting Patients

15:00 - 15:40  
MEDTECH LEADERS

Addressing bias and engaging with diverse patient populations in medical technology is crucial for improving patient care and outcomes. The historical neglect of research in women's health and underrepresented populations has resulted in insufficient funding, biased data, and incomplete research models that inadequately represent diverse patient needs. This panel will discuss the need for industry leaders to prioritize diversity and address health disparities. Beyond the ethical and moral motivations, we question whether medtech CEOs can really afford to ignore the global majority in their customer base. Themes include.

- Roadblocks and mindsets that inhibit health equity
- Solutions and good practice to optimise patient engagement in product design and clinical studies
- The challenges around engaging your investors

### Participants

**Moderated by: Geoff Dobson** - Non-Executive Director, Compass Executives

**James Wong** - Venture Partner, MedTech SuperConnector

**Dan Cathie** - CEO, Silveray

**Anh Hoang** - CEO, Jana Care

**Zoe Chambers** - Partner, Frontline Ventures

## AFTERNOON BREAK

15:40 - 16:20

## The Inflation Reduction Act and its Potential Impact On EU Biotech & Pharma Companies: Demystifying the Future

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

Biotech and pharma companies in the EU who either already do business in the US market or are planning to do so may be wondering about the complexities of the IRA and its impact on them. With the US market being a lucrative and attractive environment for EU companies seeking commercialisation, how can we best prepare for these changes in the coming years?

- How will the IRA impact fundraising for European biotechs - are investment strategies evolving
- How will the IRA affect EU companies who plan to enter the US market - what should these companies prioritize
- How will the IRA affect EU companies who either market products in the US, or hold products licenced to US entities for manufacturing and/or distribution
- What could be the long-term impact of the IRA on EU companies looking to grow in the US
- What do European biotechs and investors alike need to think about to leverage future success- what's the larger opportunity

### Participants

**Renee Aguiar-Lucander** - CEO, Calliditas Therapeutics

**Moderator: Deborah Sterling** - Director, Sterne Kessler

**Catherine Pickering** - CEO, IOnctura

**Carlos Buesa** - CEO, Oryzon Genomics

**Melissa Faris** - CBO, OMass Therapeutics

## Charting MedTech M&A: Strategies, Trends, and the Road Ahead

16:20 - 17:00  
MEDTECH LEADERS

Medtech M&A, poised for revival in 2023 after a slowdown, has instead deepened in H1. Simultaneously, funding for medical device and diagnostics firms has dipped, and public exits are scarce. A group of leading Tier 1 figures dissect current acquisition trends in Medtech, advising on effective approaches for potential buyouts. While no Medtech exit is assured, proactive strategies enhance readiness for opportune moments, this panel takes a key look to the trends of 2024 so far.

- Perspective on the M&A landscape for H2 and beyond
- Successful M&A transactions and underlying strategies
- Mastering the medtech exit, from early to late stage.

### Participants

**Moderated by: Roger Gunnarsson** - Senior Advisor, Segulah Medical Acceleration

**Tejas Atawane** - Director Of Business Development, Philips

**Alexander Roe** - Senior Director, New Business Development, Intuitive

**Sergio Levi** - Chief Strategy and Business Officer, Nitinotes Surgical

**Christian Schenk** - Investment Director, Apposite Capital



# SESSIONS

DAY 1 – MONDAY, 29 APRIL - 29/04/2024

LSX World Congress

29th-30th April 2024  
Business Design Centre  
London

## Healthtech At Scale In Europe – Rising Above The Fragmented Digital Markets

16:20 - 17:00  
HEALTHTECH LEADERS

In Europe, fragmented healthcare systems, strict data privacy laws (GDPR), regulatory complexities, interoperability challenges, language diversity, and varied reimbursement models pose obstacles for healthtech firms. Nevertheless, opportunities lie in Europe's vast market, healthtech hubs, telehealth demand, research collaborations, digitization of health records, partnerships, government backing, and rising health awareness. Success hinges on companies effectively addressing these challenges and seizing these opportunities in the European healthtech sector.

- Is Europe optimal for healthtech scale-up
- Navigating regulatory hurdles for digital health product approval and reimbursement in Europe
- Strategies for thriving in Europe's fragmented digital health markets

### Participants

**Moderated By: Chris Hamilton** - Partner, Global Head of Life Sciences, Odgers Berndtson

**Lucy Jones** - Chief Clinical Officer, Oviva

**Ranjan Singh** - Co-founder & CEO, HealthHero

**Joao Barbosa da Silva** - Senior Associate, re.Mind Capital

**Klaudia Eriksson Philipp** - Director, Global Digital Innovation & Alliances, Europe & US, Pfizer

**Matthew Bardsley** - Head of International, Telstra Health

## Prescription for Success: Navigating the Dynamic World of Pharma M&A in 2024

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

The beginning of 2023 saw a spending of more than \$85 Billion on acquisitions, marking a dramatic recovery in dealmaking compared to the \$35 Billion in deals in the same period in 2022. Now 12 months on and H2 is just on the horizon in 2024, what is the current appetite for M&A and what other factors are driving the surge in new deals? A panel of Global Heads of Pharma BD and M&A discuss evolving strategies for success in the current environment, along with how best biotech can approach and work with large pharma.

- Perceptions and perspectives on current deal making environment - what are BD heads observing and how are they responding
- What are large pharma looking for in 2024
- How can biotech work with large pharma in a pre-deal environment
- Understanding the needs of your partner
- Alternatives to M&A? Benefits to exploring different types of deals

### Participants

**Susanne Kreutz** - Global Head, Corporate & Business Development, Novartis

**Moderator: Robbie McLaren** - Partner, Latham & Watkins

**Chris Sheldon** - Senior Vice President, Head of Business Development, GSK

**Matthias Müllenbeck** - Senior Vice President, Head Global Business Development & Alliance Management, Merck KGaA

**Stu Mackey** - Global Head Business Development, Daichii-Sankyo

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

## Cultivating Success through CVC Partnerships in MedTech

17:00 - 17:40  
MEDTECH LEADERS

With the medtech landscape evolving rapidly and innovation at the forefront, many smaller medtech enterprises are turning to CVC for funding and strategic support. This symbiotic relationship allows them to tap into the resources of industry giants while providing innovation to larger players. Navigating the intricacies of CVC can be challenging, our panel of experts discuss the role of CVC in medtech, offering insights into securing successful CVC funding and building meaningful partnerships.

- Choosing the right CVC partner - a strategic approach
- Understanding CVC preferences in medtech ventures
- Building meaningful alliances: expanding resources and networks through CVC relationships
- Balancing autonomy and expectations in thriving CVC collaborations

### Participants

**Vivien De Tusch-Lec** - General Partner, RYSE Asset Management

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

**Beatriz Almansa** - Senior Associate, Philips Ventures

**Anthony Vallance-Owen** - Senior Investment Manager, Werfen

**Vivian de Ruijter** - Associate, Intuitive

# SESSIONS

DAY 1 – MONDAY, 29 APRIL - 29/04/2024

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## Reality Check: DTX Investment Landscape, Still Hot or Cooling Down?

17:00 - 17:40  
HEALTHTECH LEADERS

In a shifting financial landscape marked by intensified competition for investment, DTX startups are facing challenges reminiscent of the 2008/2009 economic crisis, including dwindling individual investment amounts and layoffs in the digital health sector. As the industry undergoes a market shakeout, this session explores how DTX startups can effectively prepare for investment rounds in this highly competitive environment.

- How do investors assess the current investment landscape for DTX startups, and what key factors influence investment decisions in this competitive environment
- What specific strategies and criteria do investors look for in DTX startups to determine their readiness for investment rounds
- With a sea of startups vying for attention, how can a company distinguish its pitch

### Participants

**Shamik Parekh** - Investor, Octopus Ventures

**Ingrid Teigland Akay** - Managing Partner, Hadean Ventures

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

**Josep LI Sanfeliu** - Managing Partner, Asabys Partners

**Moderator: Andy Molnar** - CEO, Digital Therapeutics Alliance

**Dominick Kennerson** - SVP, HealthTech, HSBC Innovation Banking

## CLOSE OF DAY 1 AGENDA – NETWORKING PARTY

17:40 - 19:45

**Join us at the end of day one in the exhibition hall for an unforgettable night filled with entertainment and thrilling surprises.**

### Evening Highlights:

- **17:40 - 19:30:** Savour a selection of fine drinks and exquisite culinary offerings, including cocktails, canapés, sushi, and Iberico ham carving
- **Entertainment:** Enjoy live music from our band and breath-taking performances by an aerialist
- **Games & Prizes:** Engage in fun games with a chance to win fabulous prizes throughout the evening
- **18:15 - 19:40:** Be mesmerized by the magic and illusions performed by our skilled magician
- **19:30:** Raise a glass of Prosecco and enjoy some anniversary cakes whilst we announce our prize winners
- **19:45:** Official closing of the reception

### Enjoy:

- **Cocktails:** Delight in exclusive cocktails served at the HSBC and Qualio bars. Choose from Daiquiri, Espresso Martini, Pimm's & Lemonade, or Cosmopolitan
- **Photo Opportunities:** Capture memorable moments at our photo booth
- **Sweet Treats:** Don't miss our pick-a-mix stand for a sweet finale to your evening

# SCHEDULE

DAY 1 – MONDAY, 29 APRIL - 29/04/2024

LSX World Congress

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London

TIME	BIOTECH LEADERS KEYNOTE PLENARY	MEDTECH LEADERS	HEALTHTECH LEADERS	BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT	BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING	BIOTECH LEADERS - SCALING & COMMERCIALISATION	BIOTECH LEADERS AFTER-NOON 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
09:00	<p>09:00 - LSX WELCOME ADDRESS</p> <p>09:05 - Assessing Biotech Investment Trends in 2024 And Beyond</p> <p>09:30 - Unveiling the Future - The Current Landscape and Spotlighting EU &amp; UK Biotech and Pharma Excellence</p>	<p>09:00 - LSX WELCOME ADDRESS</p> <p>09:10 - Keynote Panel: Elevating Global Recovery Through Strategic Partnerships</p> <p>09:50 - How Are We Defining Innovation?</p>	<p>09:00 - LSX WELCOME ADDRESS</p> <p>09:10 - Future of Digital Health: How Can We Accelerate?</p> <p>09:50 - Balancing Patient-Centric Digital Therapeutics with Scalable Profitability</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
11:00		<p>11:10 - Innovation = Centralisation!? A Discussion About The Future Of Innovation In Medtech</p> <p>11:50 - Crossing the Valley of Death for Medical Devices</p>	<p>11:10 - Going Beyond the Hype - Exploring New Applications of AI/ML</p>	<p>11:10 - Charting the Course: The 2024 Investment Landscape for European Biotechs</p> <p>11:50 - Fostering Biotech Innovation - A Perspective From Belgium's Ecosystem</p>	<p>11:10 - Striking Your Oncology Deal: New Partnering Approaches &amp; Rethinking Innovation</p> <p>11:50 - Novartis: Reimagining Medicine through Partnering</p>	<p>11:10 - Commercial Models Of The Future And How The Biopharma Launch Landscape Is Changing</p> <p>11:30 - Commercial Models Of The Future And How The Biopharma Launch Landscape Is Changing: Expert Panel Discussion</p>	

# SCHEDULE

DAY 1 – MONDAY, 29 APRIL - 29/04/2024

LSX World Congress

29th-30th April 2024  
Business Design Centre  
London

TIME	BIOTECH LEADERS KEYNOTE PLENARY	MEDTECH LEADERS	HEALTHTECH LEADERS	BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT	BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING	BIOTECH LEADERS - SCALING & COMMERCIALISATION	BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY
12:00	12:50 - LUNCH BREAK	12:10 - EU Market Entry - Demystifying Medical Device Reimbursement 12:50 - LUNCH BREAK	12:00 - Digital Health & DTx Partnerships – A Recipe For Success 12:50 - LUNCH BREAK	12:10 - Navigating the Investment Frontier: Early-Stage Funding for Biotech Innovators 12:50 - LUNCH BREAK	12:10 - Finding the “Golden Egg”: Forging Partnerships that Transform Technologies into Therapeutic Solutions 12:50 - LUNCH BREAK	12:10 - Expanding Beyond Borders: The Role of BD in Scaling a Global Biotech 12:50 - LUNCH BREAK	12:50 - LUNCH BREAK
14:00		14:00 - Investor Insights - Shaping Success for Early-Stage Ventures 14:40 - Peaks and Valleys - Unravelling the LimFlow Acquisition Journey	14:00 - Navigating Pharma’s Path To Launching Digital Health Products: Overcoming Challenges And Driving Innovation 14:50 - Embracing Digital Technologies & Scaling Patient-Centric Clinical Trials	14:00 - Accelerating Growth: Investment Strategies for Post Series B Biotech Ventures 14:40 - Tillotts with a Strong Track Record in Both Partnering and M&A: A Preferred Partner in Europe for Specialty Products	14:00 - Cardiometabolic Disease & Obesity: Unlocking Unique Partnering Opportunities for Biotech 14:40 - Debiopharm's Business Model – Developing Innovation Through Investing, Collaboration and Licensing	14:00 - The Equation for Maturation: Biotech Requirements to Achieve Scale 14:40 - The Challenges of Scaling up: Learnings from 10 years of Evaluating R&D Productivity	
15:00	15:40 - AFTERNOON BREAK	15:00 - Burning Money - The Bottom-Line Impact of Neglecting Patients 15:40 - AFTERNOON BREAK	15:40 - AFTERNOON BREAK	15:00 - Public Biotech Playbook: Navigating the Current State of the Markets 15:40 - AFTERNOON BREAK	15:00 - Advancing CNS Treatments of Tomorrow Through Collaborative Partnerships 15:40 - AFTERNOON BREAK	15:00 - Achieving International Scale Through Accessing Cross Border Opportunities Within the Asia Pacific Market 15:40 - AFTERNOON BREAK	15:40 - AFTERNOON BREAK
16:00		16:20 - Charting MedTech M&A: Strategies, Trends, and the Road Ahead	16:20 - Healthtech At Scale In Europe – Rising Above The Fragmented Digital Markets				16:20 - The Inflation Reduction Act and its Potential Impact On EU Biotech & Pharma Companies: Demystifying the Future

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17:00	17:40 - CLOSE OF DAY 1 AGENDA – NETWORKING PARTY	17:00 - Cultivating Success through CVC Partnerships in MedTech  17:40 - CLOSE OF DAY 1 AGENDA – NETWORKING PARTY	17:00 - Reality Check: DTX Investment Landscape, Still Hot or Cooling Down?  17:40 - CLOSE OF DAY 1 AGENDA – NETWORKING PARTY	17:40 - CLOSE OF DAY 1 AGENDA – NETWORKING PARTY	17:40 - CLOSE OF DAY 1 AGENDA – NETWORKING PARTY	17:40 - CLOSE OF DAY 1 AGENDA – NETWORKING PARTY	17:00 - Prescription for Success: Navigating the Dynamic World of Pharma M&A in 2024  17:40 - CLOSE OF DAY 1 AGENDA – NETWORKING PARTY

# SESSIONS

DAY 2 – TUESDAY, 30 APRIL - 30/04/2024

LSX World Congress

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## REGISTRATION & BREAKFAST

08:00 - 09:00

## WELCOME ADDRESS

09:00 - 09:10  
BIOTECH LEADERS KEYNOTE PLENARY

### Participants

**Adam Griffiths** - Portfolio Manager, LSX Leaders

## LSX WELCOME ADDRESS

09:00 - 09:10  
MEDTECH LEADERS

## LSX Welcome Address

09:00 - 09:10  
HEALTHTECH LEADERS

### Participants

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

## Unlocking Customer Engagement Strategies in Biotech and Pharma: Building Stronger Relationships for Sustainable Success

09:10 - 09:50  
BIOTECH LEADERS KEYNOTE PLENARY

In the past, we were focused on using multiple channels for customer engagement, then we shifted towards an all-encompassing omnichannel approach, and now we're eagerly exploring the potential of AI. As we continually search for the next ground-breaking solution to enhance our customer relationships, we must continue to strive to provide for, and meeting the needs of our patients. Join us for an insightful discussion on effective customer engagement strategies in the dynamic world of biotech and pharma. Discover how industry leaders are forging lasting connections with their customers to drive innovation and ensure sustainable growth.

- Personalized Customer Experiences: Explore the power of tailoring interactions to individual customer needs and preferences, leveraging data analytics and AI-driven insights
- Focusing on the unmet needs for patients
- Explore the role of technology in modern customer engagement, from virtual engagements to social media and beyond
- Key performance indicators and best practices for evaluating the effectiveness of customer engagement initiatives, and how to pivot strategies in response to changing market dynamics
- How best to provide for customers in an ever-changing environment

### Participants

**Diana Placido** - Chief Digital Officer, ViiV Healthcare

**Andrew Binns** - Head of Digital Innovation, AstraZeneca

**Mira Nebbache** - Global Digital Product Owner, Sanofi

**Moderator: Marc Sluijs** - Managing Partner, DigitalHealth.Network

## Unlocking the UK's MedTech Potential: Innovation, Growth, and Partnerships

09:10 - 09:50  
MEDTECH LEADERS

For MedTech CEOs, understanding the UK's unique ecosystem, regulatory shifts, and potential for partnerships not only unveils a wealth of possibilities but also underscores the strategic imperative of harnessing this dynamic market to drive transformative advancements in patient care and industry growth. This panel take a look at some of the recent updates in the UK Medtech landscape, and how medtech companies can leverage the UK market. For MedTech CEOs, comprehending the UK's distinctive ecosystem, regulatory shifts, and partnership potential is a doorway to abundant opportunities

- How have recent UK regulatory changes affected the industry
- How can companies position products effectively in the UK market
- What support is available for global medtech firms in the UK?
- Medtech success stories in the UK

### Participants

**Moderated by: Lotus Qi** - Head of MedTech, Capital Enterprise

**Konrad Dobschuetz** - Chief Enterprise Officer, UCL Partners & NHS

**Giles Hamilton** - Operating Partner, New Growth Advisors

**Peter Dines** - Managing Director, Mercia Ventures

**Alexandra Lindsay** - Investment Director, Maven Capital Partners

**Bala Balaguru** - External Affairs Director, Johnson & Johnson

### Bridging the Digital Divide - Healthcare's Journey to Technological Advancement

09:10 - 09:50  
HEALTHTECH LEADERS

The global digital healthcare market is expected to hit \$504.4 billion by 2025. Yet, the healthcare industry is lagging behind other industries in digital transformation, with only 7% of companies having a digital strategy. To thrive in this tech-driven era, healthcare leaders need to develop and implement a digital strategy that leverages technology to improve patient care and operations.

- How and why to build a digital strategy for your company
- A review of current 'digital health trends', how can they be leveraged by biotech/medtech SME's to improve their product offering
- How digital transformation can assist companies to scale

#### Participants

**Moderator: Jean-Francois Rivassou** - Partner, Kurma Partners

**Thomas Hummel** - Head of Digital Transformation, Fresenius Kabi

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

**Alexander Stanke** - COO & Managing Director, Preventus

### Building a Global Biotech and Innovation Beyond Boundaries

09:50 - 10:30  
BIOTECH LEADERS KEYNOTE PLENARY

#### Participants

**Jan Van de Winkel** - CEO, Genmab

**Moderator: Ben Hohn** - Principal, BD, Pipeline and Launch Strategy, ZS Associates

### From Niche to Norm: Medtech's Vision for Precision Medicine

09:50 - 10:30  
MEDTECH LEADERS

Precision medicine is revolutionizing the medical device industry with groundbreaking solutions within diagnostics, digital devices and imaging. This transformative journey is marked by strategic partnerships and extensive hiring initiatives, illustrating the industry's commitment to collaborative growth. Despite notable progress in personalized healthcare, challenges persist. Achieving scalability and standardization remains a hurdle, requiring a fusion of patient-centered practices, actionable diagnostics, and impactful therapies. This integration acts as a bridge, unlocking widespread benefits for millions of patients and propelling personalized healthcare from a niche triumph to a universal standard. This panel takes the pulse of how medtech is taking part in the precision medicine boom.

- Tier 1 manufacturers' strategy and outlook for enhancing precision medicine portfolios.
- How to secure and sustain innovation leadership in precision medicine for medtech companies.
- Insights from leading regions in precision medicine; identify high-potential international markets for medtech expansion.
- How companies utilize patents to drive innovation in precision medicine.
- Understanding current investor perspectives on the precision medicine landscape in medtech.

#### Participants

**Moderated by: Alexander Stanke** - COO & Managing Director, Preventus

**Frank Maddux** - Global Chief Medical Fresenius, Fresenius Medical Care

**Ana Maria Maiques Valls** - CEO, Neuroelectrics

**Joachim Reischl** - Head of Innovation, Diagnostics and Precision Medicine, Danaher

**Neel Patel** - Co-Founder & CEO, ZIO Health

### Access All Areas – How Healthtech Is Tackling The Equity Challenge

09:50 - 10:30  
HEALTHTECH LEADERS

- How companies can truly represent the populations they serve
- The forgotten equity elements in product design and clinical trials
- Building trust in digital technology, AI and Data Use

#### Participants

**Andrew Davies** - Digital Health Lead, ABHI

**Priya Oberoi** - Founding General Partner, Goddess Gaia Ventures

**Andrew Miles** - Head of Healthcare and Life Sciences, EMEA, Google Cloud, Google

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

**Geoffrey D'Hondt** - Investment Manager, Heran Partners

**Anushka Patchava** - Co-Founder, Wellx

### MORNING BREAK

10:30 - 11:10

### Importance of IP Due-Diligence in Deals Within the US

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

Whether its attracting investment, securing licensing opportunities, or navigating partnerships, IP often constitutes the bulk of a company's value. When millions of dollars or even entire business are at stake, IP due diligence is essential to determine the full value of the IP involved, and ultimately to determine if the transaction is in each party's interest.

- Critical questions to ask before starting the diligence
- How to optimize patent portfolios for investment, partnerships, and acquisition
- Due diligence for IP transactions

#### Participants

**Moderator: Gwilym Attwell** - Principal, Fish & Richardson P.C.

**Sven Kili** - Investment Advisor, Saisei Ventures

**Brian Gorman** - Group General Counsel, Calliditas

**Guy Donatiello** - Former SVP, Intellectual Property, Endo Pharmaceuticals

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## Synergizing Innovation: Uniting Biotech and Pharma for Advancing AI in Healthcare

11:10 - 11:50

BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

*This panel discussion will spotlight the dynamic landscape of collaborations between biotech and pharmaceutical sectors in harnessing Artificial Intelligence (AI) to drive healthcare innovation. Experts will explore the strategic partnerships, collaborative models, and shared endeavors that propel the convergence of biotech and pharma towards leveraging AI technologies for enhanced drug discovery, development, and patient care.*

- Exploring collaborative models including joint ventures, licensing agreements, and research collaborations to pool resources, expertise, and data.
- Optimizing AI applications in how partnerships between biotech and pharma entities can optimize AI applications by combining complementary strengths and accelerating the development of innovative AI-driven solutions
- Opportunities and challenges to overcome barriers to maximize the potential of AI in advancing healthcare

### Participants

**Olivia Cavlan** - Chief Corporate Development & Strategy Officer, Alchemab Therapeutics

**Moderator: Martin Alexander Gershon** - Managing Partner & CIO, Endeavor Venture Fund

**Sergio Quezada** - CSO, Achilles Therapeutics

**Jon Hu** - CEO, Pepper Bio

**Ping Yeh** - CEO, VOCxi Health

## Empowering Emerging Biotechs: Enhancing the Path to Commercialisation

11:10 - 12:00

BIOTECH LEADERS - SCALING & COMMERCIALISATION

*When emerging biotech firms gear up for launch, it becomes vital not just to achieve crucial early-stage goals, but also to lay the groundwork for maximizing their future commercial viability. This involves proactive steps such as analyzing the industry's evolving landscape and strategically assessing and prioritizing opportunities, enabling emerging biotechs to enhance their commercial assets in anticipation of future success.*

- Where are the critical junctures biotechs must begin to prepare for commercialisation? What does it involve?
- How early is too early to establish a commercial function?
- Engaging with strategic partners early
- Identifying and staying true to your brand

### Participants

**Moderator: Melanie Toyne-Sewell** - Managing Partner, Instinctif Partners

**Martijn Negen** - SVP Global Commercial Strategy & Business Development, VarmX

**Piers Morgan** - CFO, Pangea Bio

**Francis Pang** - VP Global Market Access, Orchard Therapeutics

## Private Equity – A Catalyst For Innovation, Expansion And Success

11:10 - 11:50

MEDTECH LEADERS

In an era where agility, scalability, and regulatory finesse are paramount, medtech CEOs are increasingly turning to private equity as not only financial backers but strategic allies who offer expertise, guidance, and a shared commitment to advancing patient care through groundbreaking technologies. Embracing this alliance can empower medtech CEOs to navigate complexities, accelerate growth, and amplify the impact of their ventures on a global scale. A panel of private-equity leaders discusses how they plan to engage with medtech companies in H2 and beyond.

- What value-add does private equity bring beyond capital
- How do PE firms assist medtech companies in navigating industry challenges
- What are PE firms approaches to exit strategies

### Participants

**Moderated by: Beat Merz** - Managing Director, New Harbor Venture Partners

**Sam Gray** - Managing Partner, Apposite Capital

**Philip Lavin** - Co-Founder, Melior Capital Management

**Arnaud Vincent** - Managing Director, Eurazeo



### Real-World Evidence and Real-World Data: The Prescription for Commercial Success

11:10 - 12:00  
HEALTHTECH LEADERS

The FDA and EMA have increasingly embraced real-world evidence (RWE) and real-world data (RWD) in regulatory decisions, with around 75% of new drug applications in 2020 including RWE at the FDA. However, differences exist between the agencies, and RWE strategies approved by one may not be accepted by the other, necessitating early dialogues. Challenges include improving data quality and privacy, while the future of RWE lies in AI and ML for rapid data analysis and the need for rigorous validation and trust in emerging RWE solutions.

- Identifying and Accelerate the development of new drugs, therapies and devices
- The role of RWE and RWD to support clinical trials and improve patient outcomes
- Can RWE/RWD optimize commercialization and pricing strategies
- Accessing high-quality RWD, ensuring data reliability, relevance, and security, while optimizing data collection

#### Participants

**Anders Borglykke** - Vice President, Real-World Science, Data Science, Novo Nordisk

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

**Moderator: Nicole Mather** - Partner, Life Sciences & Health Data Lead, IBM

**Marc Jones** - CEO, Altoida

### Strategies Towards Breakthrough Innovation With and At Boehringer Ingelheim

11:50 - 12:10  
BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

Boehringer Ingelheim is working on breakthrough therapies that transform lives, today and for generations to come. As a leading research-driven biopharmaceutical company, the company creates value through innovation in areas of high unmet medical need. We would like to present you our scientific focus areas, including some recent deals, and share some strategies how to collaborate for external breakthrough innovation.

#### Participants

**Bernd Nosse** - Global Head BD&L Research Beyond Borders & Technologies, Boehringer Ingelheim

**Silke Hobbie** - Global Head of Business Development & Licensing, Boehringer Ingelheim

### Driving Growth in Medtech: Navigating the Intersection of Innovation and Scale

11:50 - 12:10  
MEDTECH LEADERS

Explore challenges converting ideas to products, turning challenges into opportunities, and balancing innovation with volume production, alongside real-world examples, and actionable solutions.

#### Participants

**Oliver Foellmer** - Product Marketing Manager, X-Fab MEMS Foundry

### Investing in a Sound CGT Clinical Strategy to Guarantee Funding Success

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

*Join our panel of cell and gene therapy experts and industry leaders for an insightful discussion on the art of building and sustaining successful partnerships in the dynamic world of advanced therapies, while also discovering the importance of investing in a sound clinical strategy when raising capital. Gain insights into strategies, best practices, and real-life experiences that drive innovation and accelerate therapeutic advancements.*

- Effective approaches securing funding in the CGT space
- Importance of aligning goals, vision, and expertise for successful collaborations.
- Strategies for optimizing R&D efforts through collaboration, data sharing, and resource pooling
- Developing a sound clinical trial strategy

#### Participants

**Stefanie Urlinger** - CSO, Cimeio Therapeutics

**Johan Liwing** - CEO, XNK Therapeutics

**Thomas Tan** - Principal, Sound Bioventures

**Erik Manting** - CEO, Mendus AB

**Jean-Philippe Combal** - CEO, Vivet Therapeutics

**Moderator: Hugh Watson** - CFO, LenioBio

### Crafting Success: Building an Exceptional Executive Team in Biotech

12:00 - 12:50  
BIOTECH LEADERS - SCALING & COMMERCIALISATION

*Recruiting and assembling a high-performing executive team is a critical milestone in the journey of any biotech company. Join our panel of industry experts as they share insights, strategies, and experiences in building executive teams that drive innovation, navigate challenges, and propel biotech companies to success.*

- Exploring effective strategies for identifying and recruiting top-tier talent in the competitive biotech landscape.
- Importance of diversity and inclusion in executive team composition
- Cultural fit and team dynamics
- Challenges and considerations when scaling an executive team as a biotech company grows

#### Participants

**Kristen Albright** - CEO, Prokarium

**Jason Mellad** - Chief Executive Officer & Co-Founder, Start Codon

**Rosie Rodriguez** - SVP Growth, Relation Therapeutics

**João Ribas** - Principal, Novo Holdings

**Moderator: Malcom Silander** - Managing Partner, Co-founder, Precision BioSearch

### Remote Patient Monitoring: Redefining the Standard-of-Care & Clinical Research

12:00 - 12:50  
HEALTHTECH LEADERS

The adoption of remote patient monitoring and telehealth solutions continues to accelerate as health systems struggle with shortages of healthcare professionals and beds. With numerous benefits, ranging from reductions in hospital acquired infections to massively increased patient satisfaction, virtual hospitals are here to stay. This panel explores the opportunities to leverage virtual hospitals to improve the current standard-of-care and develop the medicines that will underpin the future standard-of-care.

- How to improve patient experience to increase treatment adherence and patient outcomes with virtual wards
- Reducing the time-toxicity of new therapies
- Virtual hospitals for generating real world data

#### Participants

**Yacine Hadjiat** - Digital Health Innovation, MBRU

**Toby Basey-Fisher** - CEO, Entia

**Baudouin Hue** - Partner, Karista

**Sam Ewing** - Global Head of Pharma Partnerships, Doccla

**Andrea Zitna** - Partner, Speedinvest

### Fostering Next-gen Innovation: Pharma's Evolution in Partnering with Emerging Biotechs

12:10 - 12:50  
BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING

*New innovation and novel therapies continue to emerge, with collaborations between biotech and pharma often resulting in some of the most ground-breaking research. In current market conditions and a potential innovation deficit looming, how are partnering strategies evolving to ensure future success? Leading pharma execs discuss developing a strategy for success.*

- The role of collaboration in driving innovation
- Challenges faced by both biotech and pharma in the innovation process
- Identifying complementary strengths
- Mitigating risks and managing expectations

#### Participants

**Julie Gilmore** - VP & Global Head, Gateway Labs, Eli Lilly

**Khatereh Ahmadi** - Head of Search & Evaluation, BD&L Europe, MSD

**Silke Hobbie** - Global Head of Business Development & Licensing, Boehringer Ingelheim

**Moderator: Michael Anstey** - Partner, Cambridge Innovation Capital

### Deciphering the Path to US Market Entry - What Does It Take?

12:10 - 12:50  
MEDTECH LEADERS

Navigating the complex journey of bringing a medical product to the U.S. market involves numerous strategies and often difficult to decipher processes. A panel of medtech leaders delve into these intricacies, elucidating a clearer path for EU companies targeting the American market.

- How can companies effectively identify and engage key stakeholders in the U.S.
- What are the critical factors and considerations unique to the U.S. market that companies need to be aware of
- Common pitfalls for companies entering the US market for the first time

#### Participants

**Moderated by: Giorgio Castagneto Gisse** - CEO, Keyron Medical Technology

**Hubert Zajicek** - CEO, Co-founder & Partner, Health Wildcatters

**Chris Springate** - CEO, ARC Medical

**Thom Rasche** - Managing Partner, Earlybird

**Assaf Barnea** - Managing Partner, Sanara Ventures

**Sanjay Parekh** - Global Strategy Business Development, Perspectum

### LUNCH BREAK

12:50 - 14:00

### A New Landscape: The EU HTA Regulation Impact on Biotech and Pharma in Europe

14:00 - 15:00  
BIOTECH LEADERS AFTERNOON KEYNOTE PLENARY

The European Pharmaceutical Legislation is poised to reshape the biotechnology landscape in Europe. The imminent application of the EU HTA Procedure means there will be a new mandatory system for assessing the clinical value of new products for the European market, starting with cancer therapies and Advanced Therapy Medicinal Products (ATMPs) in 2025, Orphan drugs will come into effect in 2028, and all products approved by the EMA will follow in 2030. In this panel discussion, we delve into the implications of this legislation and explore what challenges this has for biotech within the EU. An industry-wide milestone for all those who strive to improve access to medicines and vaccines to patients, how can we ensure invigoration of science and innovation in Europe, and how can biotech companies best prepare for the future?

- Potential scenarios ahead
- How best industry can prepare to mitigate risk and take advantage of opportunities
- How can we work as an industry to ensure a thriving biotech ecosystem amidst the proposed legislative changes
- How will the changes alter the industry's approach to the EU market

#### Participants

**Maria João Garcia** - Global/EU HTA Strategy Lead, Roche

**Moderator: Thomas Lönngren** - Strategic Regulatory Advisor, NDA Group

**Giorgio Lotti** - Head of the R&D Pipeline and Portfolio Leadership, Rare Diseases, Chiesi

**Thomas Bols** - Head of Government Affairs and Patient Engagement, EMEA & APAC, PTC Therapeutics, Inc

**James Ryan** - HTA Policy, Simulation and Analytics, AstraZeneca

**Chantal Van Gils** - Advisory Board Director, Global Epidemiology & Real-World Evidence, NDA Group

### Mastering Regulatory Challenges in the American Medtech Market - Essential Insights for Global Expansion

14:00 - 14:40  
MEDTECH LEADERS

Navigating the intricacies of the American medtech market is a formidable task, particularly for CEOs expanding their global reach. In a landscape characterized by divergent product categorizations and standards across regions, understanding what medtech CEOs need to know is paramount. This panel discussion is dedicated to shedding light on these critical considerations.

- Designing regulatory strategies to support global expansion
- Key considerations when investing in clinical investigations
- Critical factors for U.S. Medtech expansion

#### Participants

**Peter Bowness** - VP Regulatory Affairs Europe, MCRA

**Joseph Sapiente** - Vice President, MDIC, MDIC

**Filip Peters** - CEO, Acorai

**Jon H. Hoem** - CEO, Cardiac Impact

### How Is Healthtech Building A Patient-Focused NHS?

14:00 - 14:40  
HEALTHTECH LEADERS

Embracing HealthTech innovation is pivotal in addressing the enduring challenges confronting the NHS. However, many stakeholders in the sector encounter obstacles in adopting and realizing the full potential of these solutions. How can we facilitate greater adoption and elevate the healthcare experience for both patients and clinicians?

- Overcoming healthtech adoption challenges
- Leveraging healthtech for long-term healthcare challenges
- Harmonizing patient and physician perspectives

#### Participants

**Michael Macdonnell** - Global Head of Healthcare & Pharma Partnerships, Huma

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

**Peter Hames** - CEO, BigHealth

**Anna Dijkstra** - Innovation Director, Healthcare & Life Sciences, EMEA, Microsoft

**Moderator: Barnaby Pickering** - Senior Writer - Medtech Insight, RHA Communications

### Developing Your Clinical Trial Strategy – Meeting Compliance

14:40 - 15:20  
MEDTECH LEADERS

In the dynamic world of medtech, the journey from innovation to market success hinges on a well-crafted clinical trial strategy, this panel aims to equip medtech companies with insights and strategies necessary to navigate the intricate landscape of clinical trials and regulatory compliance in Europe.

- Exploring the best European countries for clinical trials, considering their impact on trial effectiveness
- Ensuring trials align with regulatory requirements by understanding essential data elements for compliance and robust results
- Identifying and avoiding common pitfalls to secure approval for market entry
- Geopolitical and Geoeconomical effects on clinical trial strategy

#### Participants

**Moderated by: Katarina Hedbeck** - CEO, Tada Group

**Vanessa Vankerckhoven** - CEO, Director & Co-Founder, Idevax

**Maria Nyäkern** - Founder & Owner, Nyäkern Nexus

**Dan Rose** - Former CEO, LimFlow

**Matt Curran** - CEO, Nanoflex Robotics

### From Code to Care – Digital’s Role in Crafting Next-Gen Medical Devices

14:40 - 15:20  
HEALTHTECH LEADERS

Despite prevailing investment downturns, the upward trajectory of digital and AI breakthroughs continues to elevate the precision, efficiency, and personalization of medical devices. This discussion will deeply explore digital integrations and AI’s expansive capabilities in healthcare, while also dissecting crucial integration challenges such as innovation, regulatory compliance, and privacy considerations

- The latest digital applications across sub-sectors in medical device companies
- Unpacking strategies for effective utilization of AI-generated data in medical enterprises
- Navigating the essentials: data, privacy, regulations, and reimbursement insights for CEO’s

#### Participants

**Robert Lauritzen** - CEO, Cerebriu

**Moderator: Jonas Hjortshøj** - Founder & Principal, Pivot Healthtech Partners

**Rudolf Vohren** - CEO, Nano4Imaging

**Manios Dimitrakakis** - CEO, Manios Dimitrakakis, Panda Surgical

**Ben Finlay** - Co-Founder, Ranvier.ai

### A Long-awaited Return? Preparing for and Completing an IPO – The “Second Full-time Job”

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

Is this the year that biotech IPOs recover? How do you know when to make the leap? Join this diverse, expert panel to discuss the current appetite for going public and how to truly thrive in the challenging and rapidly evolving biotech environment. Expect to debate when is the right time to go public and hear from leading life science experts to learn key real-world implications.

- Assessing current market trends, recent successes, and the general feel for IPOs in 2024
- Factor to be considered before proceeding with an IPO – how to know when the timing is right
- Costs of an offering and being a public company
- Future expectations for the biotech IPO market

#### Participants

**Francesco De Rubertis** - Co-founder & Partner, Medixi Ventures

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

**Moderator: Gregg Beloff** - Co-founder and Managing Director, Danforth Advisors

**Richard Kivel** - CEO, Graybella Capital

**Isabella Schidrich** - Senior Managing Director, NASDAQ

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Business Design Centre  
London

## Connecting Visionary Ideas With Real-World Impact – Bridging Fundamental Innovations With Commercialisation

15:20 - 16:00  
MEDTECH LEADERS

In the realm of medtech, groundbreaking innovations have the potential to revolutionize patient care and industry progress. Yet, the path from innovative ideas to commercial success is riddled with challenges. This journey involves bridging the gap between groundbreaking concepts and practical market realization. This discussion aims to tackle how companies can jump from innovation to real-world impact.

- Bouncing back from the trials and tribulations of taking a product bench to bedside
- How can early-stage medtech companies form vital partnerships to expedite innovation development, validation, and market entry?
- IP Protection as an early stage medtech company

### Participants

**Moderated by:** Daniel Green - Principal Fellow, Entrepreneurship, Imperial College London

**Omar Butt** - Co-Founder, Imperial College London

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

**Elodie Brient-Litzler** - COO & Co-Founder, AVATAR Medical

**Laurens de Vries** - Venture Capital Analyst, Heran Partners

## Investing In Cutting Edge Tech - What's The Next Big Thing On The Horizon?

15:20 - 16:00  
HEALTHTECH LEADERS

Amidst numerous emerging trends hailed as the future of healthtech, the endurance and lasting impact of these innovations on the healthcare industry are yet to be determined. Rapid advancements in remote monitoring technology, big data analytics, and AI have created uncharted territory for innovators, accompanied by a host of new challenges demanding careful consideration. In this panel, seasoned industry experts delve into the current forefront trends in healthtech and assess their potential longevity and significance.

- Investment opportunities in emerging tech, what's hot
- The visionaries' perspective, insights from industry leaders on what's next in their pipelines
- Navigating uncertainty, strategies for making informed tech investments and acquisitions

### Participants

**Moderated:** Tony Cheng-Fu Chang - Sr. Business Developer, BII

**Edward Kliphuis** - Partner, Sofinnova Partners

**Eckhardt Weber** - Managing Partner, Heal Capital

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

**Inga Deakin** - Principal, Molten Ventures

## CLOSE OF CONGRESS

16:00 - 16:05

# SCHEDULE

DAY 2 – TUESDAY, 30 APRIL - 30/04/2024

LSX World Congress

29th-30th April 2024  
Business Design Centre  
London

TIME	BIOTECH LEADERS KEYNOTE PLENARY	MEDTECH LEADERS	HEALTHTECH LEADERS	BIOTECH LEADERS - CAPITAL MARKETS & INVESTMENT	BIOTECH LEADERS - PARTNERSHIPS & DEAL MAKING	BIOTECH LEADERS - SCALING & COMMERCIALISATION	BIOTECH LEADERS AFTER-NOON 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
09:00	<p>09:00 - WELCOME ADDRESS</p> <p>09:10 - Unlocking Customer Engagement Strategies in Biotech and Pharma: Building Stronger Relationships for Sustainable Success</p> <p>09:50 - Building a Global Biotech and Innovation Beyond Boundaries</p>	<p>09:00 - LSX WELCOME ADDRESS</p> <p>09:10 - Unlocking the UK's MedTech Potential: Innovation, Growth, and Partnerships</p> <p>09:50 - From Niche to Norm: Medtech's Vision for Precision Medicine</p>	<p>09:00 - LSX Welcome Address</p> <p>09:10 - Bridging the Digital Divide - Healthcare's Journey to Technological Advancement</p> <p>09:50 - Access All Areas – How Healthtech Is Tackling The Equity Challenge</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
11:00		<p>11:10 - Private Equity – A Catalyst For Innovation, Expansion And Success</p> <p>11:50 - Driving Growth in Medtech: Navigating the Intersection of Innovation and Scale</p>	<p>11:10 - Real-World Evidence and Real-World Data: The Prescription for Commercial Success</p>	<p>11:10 - Importance of IP Due-Diligence in Deals Within the US</p>	<p>11:10 - Synergizing Innovation: Uniting Biotech and Pharma for Advancing AI in Healthcare</p> <p>11:50 - Strategies Towards Breakthrough Innovation With and At Boehringer Ingelheim</p>	<p>11:10 - Empowering Emerging Biotechs: Enhancing the Path to Commercialisation</p>	
12:00	12:50 - LUNCH BREAK	<p>12:10 - Deciphering the Path to US Market Entry - What Does It Take?</p> <p>12:50 - LUNCH BREAK</p>	<p>12:00 - Remote Patient Monitoring: Redefining the Standard-of-Care &amp; Clinical Research</p> <p>12:50 - LUNCH BREAK</p>	<p>12:00 - Investing in a Sound CGT Clinical Strategy to Guarantee Funding Success</p> <p>12:50 - LUNCH BREAK</p>	<p>12:10 - Fostering Next-gen Innovation: Pharma's Evolution in Partnering with Emerging Biotechs</p> <p>12:50 - LUNCH BREAK</p>	<p>12:00 - Crafting Success: Building an Exceptional Executive Team in Biotech</p> <p>12:50 - LUNCH BREAK</p>	12:50 - LUNCH BREAK

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14:00		<p><b>14:00</b> - Mastering Regulatory Challenges in the American Medtech Market - Essential Insights for Global Expansion</p> <p><b>14:40</b> - Developing Your Clinical Trial Strategy – Meeting Compliance</p>	<p><b>14:00</b> - How Is Healthtech Building A Patient-Focused NHS?</p> <p><b>14:40</b> - From Code to Care – Digital’s Role in Crafting Next-Gen Medical Devices</p>				<p><b>14:00</b> - A New Landscape: The EU HTA Regulation Impact on Biotech and Pharma in Europe</p>
15:00		<p><b>15:20</b> - Connecting Visionary Ideas With Real-World Impact – Bridging Fundamental Innovations With Commercialisation</p>	<p><b>15:20</b> - Investing In Cutting Edge Tech - What’s The Next Big Thing On The Horizon?</p>				<p><b>15:00</b> - A Long-awaited Return? Preparing for and Completing an IPO – The “Second Full-time Job”</p>
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