BIO-EUROPE®

Clipping-Report on the 29th BIO-Europe, Munich, November 6-8, 2023

As of November 24, 2023

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Media Advisories

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EBD First Media Advisory (ENG)

BIO-EUROPE® EBD GROUP

Media Advisory: BIO-Europe® | November 6–8, 2023

This is a media advisory for BIO-Europe® partnering conference serving the global biotechnology industry, November 6–8, 2023.

Free entrance for members of the press:

All journalists writing for industry-specific news/publishing organizations are welcome to attend BIO-Europe 2023 free of charge provided the terms of our press policy are satisfied. To apply for complimentary press registration, please fill out the press application form.

WHEN/WHERE:
The 29th annual BIO-Europe will take place November 6–8, 2023 in Munich, Germany, at the Messe München (Trade Fair Center Munich).

WHAT/WHY:
BIO-Europe, the premier partnering conference for the global biopharmaceutical industry, is gearing up for its 29th edition, which is set to be the largest and most internationally diverse event to date.

Current registration trends indicate a substantial surge in interest, with over 5,500 delegates anticipated to convene in Munich and participate in over 30,000 one-to-one meetings to drive life science global dealmaking to new levels. Additionally, the event will feature three days of program sessions; attendees will learn the important trends and opportunities in the life sciences from some of the brightest minds in the sector. The agenda has been built around three exciting tracks: Business Development, Therapeutic Insights, and Ecosystem Innovation.

In addition to the main event, BIO-Europe is extending its reach further by hosting digital partnering days on November 14–15, 2023, which will be accessible through partneringONE. These days will welcome an additional opportunity for participants to connect, collaborate, and explore potential partnerships. The live opening keynote plenary discussion “Global trends and next wave of Biopharma innovation” on Monday, November 6, will feature speakers Isma Hachi, Director at IQVIA and Alexandra Zemp, Partner at McKinsey & Company.

Tuesday will feature the Startup Spotlight at BIO-Europe, sponsored by Bayer, a lively competition offering selected startup companies to make a 4-minute pitch and participate in a live feedback session from judges including J.P. Kruse, Lead of Co.Lab Berlin at Bayer Pharmaceuticals, Jörg Knaebelein, Scientific Finder Collaborate to Cure Hub EMEA at Bayer Pharmaceuticals, Carolin Clement, Head of Unit Biotech and Pharma, Berlin Partner for Business and Technology and Christoph Broja, Managing Director at EQT, who will evaluate the pitches and select a first and second place winner.

On Wednesday, we are also excited to feature a new “Media round-up" session that will bring together a comprehensive recap of BIO-Europe 2023 and capture the pulse of the event by diving into the

higlights, fresh perspectives, key insights, and impactful takeaways shared by speakers and participants.
Additionally, high-level executives from pharma, biotech, and the investment sector are confirmed to participate in panels and fireside chats which cover a wide range of topics, including pharmaceutical pipelines, artificial intelligence, partnerships & dealmaking, venture capital, obesity, oncology and cell & gene therapy. Further, on open stage, within the exhibit hall, regional case studies and close up collaborations will be highlighted.

Registration and event information are available online.

EVENT DETAILS:
BIO-Europe is produced by EBD Group, the leading partnering firm for the global life science industry, in collaboration with Biotechnology Innovation Organization (BIO).

To join the conversation:
Visit: https://informaconnect.com/bioeurope/
Follow: @EBDGroup #BIOEurope

NOTE TO THE MEDIA:
We request a courtesy mention of BIO-Europe in resulting media coverage. Thank you!

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EBD Second Media Advisory (ENG)

Media Advisory: BIO-Europe® | November 6–8, 2023

This is a media advisory for BIO-Europe® partnering conference serving the global biotechnology industry, November 6–8, 2023.

Free entrance for members of the press:

All journalists writing for industry-specific news/publishing organizations are welcome to attend BIO-Europe 2023 free of charge provided the terms of our press policy are satisfied. To apply for complimentary press registration, please fill out the press application form.

WHEN/WHERE:
The 29th annual BIO-Europe will take place November 6–8, 2023 in Munich, Germany, at the Messe München (Trade Fair Center Munich).

WHAT/WHY:
BIO-Europe, the premier partnering conference for the global biopharmaceutical industry, is gearing up for its 29th edition, which is set to be the largest and most internationally diverse event to date. Partnering is in full swing with meeting requests having shown an impressive 65% increase compared to last year, while scheduled meetings have surged by a remarkable 93%. On top of one-to-one meetings, the event will cater to the needs of the entire biotech value chain, with world-class workshops and panels, innovative company presentations, an active exhibition and a variety of networking opportunities, making this event an unrivalled forum for companies to meet and do business.

Delivered as a mix of fireside chats and panel discussions, the event program is curated to provide you with the latest insights into therapeutic areas, learnings from business development executives, and development perspectives from international biotech hubs.

Featured speakers include:

1. **Alexendra Zemp**, Partner, McKinsey & Company
2. **Thomas Clozel**, Chief Executive Officer, OWKIN
3. **Isma Hachi**, Director, IQVIA
4. **John McDonald**, Corporate Vice President, Head of Business Development and M&A, Novo Nordisk
5. **Nisha Nanda**, Group Vice President, Business Development, Eli Lilly and Company
6. **Graziano Seghezzi**, Managing Partner, Sofinnova Partners
7. **Susanne Schaffert**, Board Director, Novo Holding, Incyte, Galapagos, Vetter, ARTBio
8. **Jean-Paul Kress**, Chief Executive Officer, MorphoSys
9. **Nathalie ter Wengel**, European Lead Worldwide Business Development, Pfizer
10. **Patrick Tricoli**, CEO Nanobiotix US, Head of Business Development, Nanobiotix
11. **Michelle Chen**, Chief Business Officer, Insilico Medicine
12. **Nigel Sheail**, Venture Partner, Versant Ventures
13. **Melanie Senior**, Senior Writer & Analyst, Nature Portfolio; Evaluate Pharma
14. **Lori Badura**, VP Head of Global Partnering Rare Disease and Neuroscience, IPSEN
15. **Bernd Mühlenweg**, Senior Vice President Global Business Development, Evotec
16. **Regina Hodits**, Managing Partner, Wellington Partners
17. **Mike Ward**, Global Head of Thought Leadership, Decision Resources Group, part of Clarivate
18. **Urmi Prasad Richardson**, President, EMEA, Thermo Fisher Scientific

19. **Matthias Müllenbeck**, Senior Vice President, Head Global Business Development & Alliance MaNagement, Merck KGaA
20. **Nerida Scott**, Head of Johnson & Johnson Innovation EMEA, Johnson & Johnson Innovation
21**. Erica Horwitz**, Vice President Mergers & Acquisitions, Bristol-Myers Squib

Registration and event information are available online.

EVENT DETAILS:
BIO-Europe is produced by EBD Group, the leading partnering firm for the global life science industry, in collaboration with Biotechnology Innovation Organization (BIO).

A **Press Conference** will be held at 11am on Monday, 6 November, at the Bavarian Joint Booth #70, co-hosted by BioM, the Bavarian Biotechnology Cluster Development organization, and MC Services AG. Bavarian State Secretary Roland Weigert and BioM CEO Prof. Ralf Huss will discuss the topic "AI and Big Data – pushing the boundaries in Bavarian biopharma" with representatives from the Munich / Bavarian biotech scene.

To join the conversation:
Visit: https://informaconnect.com/bioeurope/

Follow: @EBDGroup #BIOEurope

NOTE TO THE MEDIA:
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Press Releases

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EBD Press Release from September 27, 2023 (ENG)

PRESS RELEASE
For Immediate Release

BIO-Europe Set to Break Records in Munich, Germany

MUNICH, GERMANY – September 27, 2023 – BIO-Europe, the premier partnering conference for the global biopharmaceutical industry, is gearing up for its 29th edition, which is set to be the largest and most internationally diverse event to date. With current registration patterns signalling remarkable growth and a substantial increase in global participation, BIO-Europe 2023 promises to be an unparalleled opportunity for collaboration and innovation in the biopharma sector.

Scheduled to take place from **November 6–8, 2023, in the vibrant city of Munich, Germany,** BIO-Europe has established itself as the epicenter of biopharmaceutical partnering, attracting leaders, innovators, and decision-makers from across the world. The event is proudly organized by EBD Group and hosted on partneringONE®, a state-of-the-art digital platform that facilitates meaningful connections and collaborations.

As the countdown to BIO-Europe 2023 begins, the organizers are thrilled with the ongoing enthusiasm and support from the global biopharma community. Current registration trends indicate a substantial surge in interest, with over 5,000 delegates anticipated to convene in Munich and participate in over 27,000 one-to-one meetings to drive life science global dealmaking to new levels. Additionally, the event will feature three days of program sessions; attendees will learn the important trends and opportunities in the life sciences from some of the brightest minds in the sector. The agenda has been built around three themes: the Business of Biotech, Therapeutic Insights, and Ecosystem Innovation.

In addition to the main event, BIO-Europe is extending its reach further by hosting digital partnering days on November 14–15, 2023, which will be accessible through partneringONE®. These days will welcome an additional opportunity for participants to connect, collaborate, and explore potential partnerships.

"Each year, BIO-Europe raises the bar for what a biopharmaceutical partnering event can achieve. The overwhelming response from the global life sciences industry is a testament to the event's reputation as 'your gateway to the global biopharma community," said **Claire Macht, European Portfolio Director for EBD Group. "**We are thrilled to witness the continued growth and international appeal of BIO-Europe, and we look forward to welcoming over 5,000 delegates to Munich. Together, we will catalyse innovation, foster collaborations, and accelerate the biopharma industry forward."

partneringONE® is now open! Registered attendees are already busy scheduling their one-to-one meetings. Register today to secure your spot at BIO-Europe 2023 and unlock endless possibilities for collaboration and growth.

BIO-Europe is produced by EBD Group, the leading partnering firm for the global biotechnology industry, with the support of the Biotechnology Innovation Organization (BIO).
For more information, please visit the conference website at: https://informaconnect.com/bioeurope

Additional links and information:
Follow BIO-Europe 2023 on X (formerly Twitter) @EBDGroup (hashtag: #BIOEurope) or on LinkedIn.

About EBD Group

EBD Group's overriding mission is to help collaborations get started across the life science value chain. Our range of partnering conferences has grown to become the largest and most productive conference platform in the industry. Each one of our landmark events held in key life science markets around the world is powered by our state-of-the-art partnering software, partneringONE®, that enables delegates to efficiently identify and engage with new opportunities via one-to-one meetings. Today our events (BIO-Europe®, BIO-Europe Spring®, BioPharm America™, Biotech Showcase™, ChinaBio® Partnering Forum, and BioEquity Europe) annually attract more than 15,000 senior life science executives who engage in over 50,000 one-to-one partnering meetings. These vital one-to-one engagements are the wellspring of deals that drive innovation in our industry. EBD Group is an Informa company. For more information, please visit www.ebdgroup.com.

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EBD Press Release from October 25, 2023 (ENG)

The global biopharma community is now actively partnering for BIO-Europe® 2023

MUNICH, GERMANY – October 25, 2023 – The 29th annual BIO-Europe, the premier partnering conference for the global biopharmaceutical industry, is set to take place November 6–8, 2023, in the vibrant city of Munich, Germany.

Partnering is in full swing with meeting requests having shown an impressive 65% increase compared to last year, while scheduled meetings have surged by a remarkable 93%. On top of one-to-one meetings, the event will cater to the needs of the entire value chain with world-class workshops and panels, innovative company presentations, active exhibition and a variety of networking opportunities making this event an unrivalled forum for companies across the biotech value chain to meet and do business.

The **opening keynote plenary discussion** "Global trends and next wave of Biopharma innovation" on Monday, November 6, will feature speakers Isma Hachi, Director at **IQVIA** and Alexendra Zemp, Partner at **McKinsey & Company**.

One of the highlights on Tuesday will be the **Startup Spotlight at BIO-Europe, sponsored by Bayer,** a lively competition offering selected startup companies to make a 4-minute pitch and participate in a live feedback session from judges including J.P Kruse, Lead of Co.Lab Berlin at **Bayer Pharmaceutlcals**, Jörg Knaebelein, Scientific Finder Collaborate to Cure Hub EMEA at **Bayer Pharmaceuticals**, Carolin Clement, Head of Unit Biotech and Pharma, **Berlin Partner for Business and Technology** and Christoph Broja, Managing Director at **EQT Life Sciences**, who will evaluate the pitches and select a first and second place winner.

On Wednesday, we are also excited to feature a new "**Media round-up**" session that will bring together a comprehensive recap of BIO-Europe 2023 and capture the pulse of the event by diving into the highlights, fresh perspectives, key insights, and impactful takeaways shared by renowned trade journalists. Additionally, high-level executives from pharma, biotech, and the investment sector are confirmed to participate in panels and fireside chats covering a wide range of topics – AI, pharma to venture capital, pharma pipelines, the latest trends in obesity, cell & gene, and oncology, regional case studies and close up collaborations on the open stage within the exhibit hall.

BIO-Europe is produced by EBD Group, the leading partnering firm for the global biotechnology industry, with the support of the Biotechnology Innovation Organization (BIO).
For more information, please visit the conference website at: https://informaconnect.com/bioeurope
Follow BIO-Europe 2023 on X (formerly Twitter) @EBDGroup (hashtag: #BIOEurope) or on LinkedIn.

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MC Services Press Release from October 16, 2023 (ENG)

MC SERVICES

Press Release

MC Services Supports Record-seeking BIO-Europe 2023 in Munich as Media Partner

Munich / Düsseldorf, Germany, October 16, 2023. MC Services AG, a leading international public and investor relations firm specializing in communications for the life science and healthcare sectors, will again support BIO-Europe®, Europe's flagship partnering event for the global biopharmaceutical industry, as a media partner. The event, organized by EBD Group, will take place in Munich, Germany, November 6-8, 2023, followed by a virtual partnering edition November 14-15, 2023. The conference is set to be the largest and most internationally diverse event of its kind to date, according to current registration trends.

Among the key topics on this year's agenda are AI and its transformative potential for the life sciences sector as well as effective new strategies for early-stage fundraising. Other highlights include a plenary on the "Global trends and next wave of Biopharma innovation", panel discussions presenting the latest innovations and global trends in obesity, cardiometabolic disease and oncology, plus a session putting the Munich ecosystem in the spotlight.

"We are enthusiastic that innovators, decision-makers, investors, and journalists from all over the world will gather in Munich this fall for Europe's most popular life sciences partnering event. Munich's informal name 'Isar Valley' and the fact that BIO-Europe® keeps returning to this vibrant city clearly underline Munich's importance as one of the leading life sciences hubs in Europe. Home to nearly 250 life science companies, prestigious universities, research centers and business incubators, this location especially benefits from the close network between academic research and biotech industry", said **Katja Arnold, Managing Director & Partner of MC Services**. "As a media partner, we are excited to host the event's press lounge and provide a pleasant working environment for journalists to cover the latest developments in the life science industry. We are particularly looking forward to the Media Round-Up, a first for BIO-Europe, where journalists will analyse the trending topics of the event."

BIO-Europe® 2023 is expected to bring together over 5,500 executives from biotech and pharma companies as well as stakeholders in the financial community from 60+ countries. Additionally, the event will feature three days of program sessions, which have been built around three themes: the Business of Biotech, Therapeutic Insights, and Ecosystem Innovation. For more detailed information regarding the program and additional activities, please visit the event's website.

About MC Services AG
MC Services AG is an international public relations and investor relations firm specializing in communications for the life science and healthcare sectors. With a strong team of advisors in science, finance, media communications and extensive industry experience, MC Services is a leading life sciences agency in Europe. MC Services' long-standing clients include international public and private companies, as well as venture capital and investment firms. Established for many years as a link between the healthcare industry and the financial markets, MC Services provides comprehensive services in investor relations, public relations and financial transactions. MC Services has offices in Munich, Düsseldorf, Berlin, London and Boston. www.mc-services.eu

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platform in the industry. Each one of our landmark events held in key life science markets around the world is powered by our state-of-the-art partnering software, partneringONE®, that enables delegates to efficiently identify and engage with new opportunities via one-to-one meetings. Today our events (BIO-Europe®, BIO-Europe Spring®, BioPharm America™, Biotech Showcase™, ChinaBio® Partnering Forum, and BioEquity Europe) annually attract more than 15,000 senior life science executives who engage in over 50,000 one-to-one partnering meetings. These vital one-to-one engagements are the wellspring of deals that drive innovation in our industry. EBD Group is an Informa company. For more information, please visit www.ebdgroup.com.

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Print and Online Clippings (in order by date and alphabet, as of November 24, 2023)

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Informa Connect, 15.06.2023 (ENG)

Link: https://informaconnect.com/partnering-with-lions-and-panthers-at-bio-europe/

Partnering with Lions and Panthers at BIO-Europe®

15.06.2023

Grüß Gott World! BIO-Europe® in Munich, Germany, is coming up from November 6 – 8, 2023. Now is the time to get your partneringONE® activities ready for Europe's biggest, and best, gathering of bio-pharma professionals. Let us help you prepare for productive partnering meetings alongside 2,500+ companies from 65+ countries. You can register here to take advantage of early-bird savings.

But first, take a close look at the beautiful Great Bavarian State Emblem, established 1950, pictured below, as there are some important heraldic aspects to consider. Bear with us, this is going somewhere relevant to partnering.

The Great Bavarian State Emblem

Note the extensive use of gold lions, with two of the majestic lords of the jungle holding the shield, plus one on black contained within the top left quarter, and not one, or two, but three in black on gold in the bottom right quarter. That's a roar-some amount of lions representing Bavarian Dukes, Counts, and modern-day administrative districts. As you approach your partnering, and how to make the best of your allocation of 150 invites on partneringONE, consider what it is that makes your company stand out. What makes your messages roar? BIO-Europe 2023 is expected to continue to raise the bar this year with over 5,000 attendees expected. You need to ensure your voice is heard, and you're saying the right words in the right way to the right people to get noticed. Not sure how best to do that? We got you covered- sink your claws into "You've Got History – Tagging the Best of partneringONE®" and "The Key to Playing Harmoniously at BIO-Europe Spring® Digital 2021," two pieces of quality advice articles on making the most of the partneringONE system. But remember, let your hustle be louder than your mouth, or indeed roar, which we will come onto below.

Now, some places might consider six lions in fine feline form sufficient to convey messages about power, money, and influence. But in all good messaging there should be tiers. Hook your claws into that business prospect with your top-line about why your asset is amazing. Now, follow up with second tier. Did you see the panther on the emblem? Normal standard colours for panthers, absent any genetic tinkering using CRISPR, are black, dark-brown, and pink*. But wait, what's this in the bottom left quadrant of the emblem? A blue panther? It represents the regions of Lower and Upper Bavaria, and for our partnering purposes of second tier messaging the important point is it looks different and stands out. What makes your partnering offering stand out? Is it some clever mechanism of action? A novel way to treat an unmet medical needs? Extensive haplotype data showing how it works around the world for lions and panthers, of all colours? Why are you a cool cat and not a standard moggy that's unlikely to secure a second glance let alone a saucer of premium cow's milk from edelweiss fed Alpine herds?
That's the animal aspects of the emblem pawed over for partnering purposes. What else could give you the edge as you focus on your hustle across the bustle of the Bavarian partnering booths? Note the crown at the top edge, which symbolizes the sovereignty of the people after the abolition of the royal crown. Our business is a people business in a very powerful way: we create the diagnostics, devices, medicines, and vaccines that save and improve lives. But do you have your story straight about the people aspect of your asset? Do not assume your audience knows the intricacies of the therapeutic area you are targeting, especially in rare diseases, but even in common diseases, as not everyone knows the difference between, say, Type I and Type II diabetes, or posterior versus anterior ocular diseases, and what scale the impact is on the global population. Have you spent effort to have your asset realistically valued: is this cat treat you're offering premium organic salmon or just some dry nibbles? How does your area of work stack up against fighting, for example, cardiovascular disease which affects around 120 million people in the US, or break-bone fever which is classified by the WHO as a top ten global health threat..

We're nearly there on our exploration of how heraldry powers partnering. Check out the red and silver triangles of the 'Franconian Rake' in the emblem's top right, which stands for the three administrative

districts of Upper, Middle, and Lower Franconia. Take this rake as a reminder to finely rake through your messages and have your top three arranged in the right order for your meetings.
The final emblem element, which you will see everywhere, from flags fluttering in the breeze, to cloths covering the tables of beer gardens, is the central shield feature of white and blue rhombuses (do not call them checks, bitte) which are the symbol of Bavaria as a whole. You will see they fit perfectly together, which you can take as a visual reminder to ensure everything in your story fits, as a lion, or panther, may say in a slow drawl, *purr-fectly* together too. Chuck out the checks and ride those rhombuses to roaring success at BIO-Europe 2023. Prost! You can register here to take advantage of early-bird savings.

*This may not be strictly true. But we bet that when we said panther some of you thought of the classic comedy mystery films series 'The Pink Panther', which just goes to show how important a single word can be in creating an association in the mind of the audience, which may be false. So test your messaging and elevator pitch on friends, family, and friendly felines, to check you're not saying something that unintentionally misleads or distracts. Be a blue panther.

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Informa Connect, 08.08.2023 (ENG)

Link: Informa Connect Life Sciences and LSX Join Forces to Provide Enhanced Partnering Opportunities

Informa Connect Life Sciences and LSX Join Forces to Provide Enhanced Partnering Opportunities

08.08.2023, Informa Life Sciences

We're excited to share that LSX has recently joined the Informa Connect Life Sciences family of platforms and products serving the Biopharma partnering and investment communities. Together we'll be providing the Life Sciences community with even more connections and partnering opportunities across a broader geographical area, and with renewed focus on partnering for specific therapeutic areas and modalities.

Founded in 2014, LSX has grown a collection of partnering and strategy events that have played a crucial role in fundraising and M&A for global Biotech, Medtech and Healthtech companies. Now LSX comes into the Partnering portfolio of Informa Connect, operating as a sister company to both EBD, who deliver our flagship events Bio-Europe and Biotech Showcase, and partneringONE, the gold standard partnering software.

"The mission of our partnering portfolio has always been to facilitate strategic connections that drive life science dealmaking," said Anna Chrisman, Managing Director of Informa Connect Life Sciences. "Now, our talented team has grown, and what we can offer the Life Sciences community has grown with it. We're excited to welcome the LSX team and its suite of exclusive investment and partnering events to our portfolio, so we can curate even more highly relevant interactions among the leaders of our industry to help accelerate drug development."

Matt Pullan and Josh Dance, who are leading the LSX team within Informa Connect as Co-Managing Directors, said: "This has been a fantastic opportunity to combine forces with the world's leading producer of live events and benefit from the significant sector expertise, as well as their technology

advantage. We're excited about steering the business into the opportunities this move will bring for our clients and colleagues."

Across the portfolio we will be delivering eight key events between now and the end of 2023, located in London, Denmark, Boston, North Carolina and Shanghai. Catch up with the teams on-site or reach out to your relationship manager to learn more. We look forward to seeing all our customers and clients in this critically important last quarter of the year.

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Informa Connect, 05.09.2023 (ENG)

Link: Packing a punch with partneringONE® at BIO-Europe® 2023 (informaconnect.com)

Packing a punch with partneringONE® at BIO-Europe® 2023

05.09.2023

Once you are registered for BIO-Europe 2023, November 6–8, 2023 in Munich, the gateway to the global biopharma community, it is time to make the most of partneringONE, the powerful partnering platform to line up a host of potential meetings that could be transformative for your business. But with the ability to send up to 150 invites, and a fantastic variety of over 5,000 attendees from over 2,200 companies to send them to, it can be challenging to ensure success. So, here are some top tips to help you use the gold standard partneringONE platform to achieve your corporate goals at BIO-Europe, the industry's biggest and best gathering of biopharma professional in Europe, this year in Munich. Read our last blog Partnering with Lions and Panthers at BIO-Europe for even more tips.

1. **Take Time to Train:** Especially if you are new to partneringONE, check out the online video tutorials. An hour there now will save you hours later, and you'll soon be expert on using all the neat features which have been designed, with extensive feedback from users, to help you do business development, better. Even if you have used the system many times, check in on the training site in case there's something new, or a great new tip about something as simple, but effective, as colour coding your prospects. Think of this as warming up with some basic stretches before you start doing anything more athletic.

2. **Check the Clock**: If you have used the system before, there is a wealth of useful information from your previous efforts that can help maximise the return from your current ones. One little icon that people sometimes miss is one of the most powerful tools on the platform. Look for the

clock icon and the word 'history' above the name of the company when you view its details. If that is there, check closely what happened last time you approached them. If they said no, or never responded, think twice about trying again. You may be better off focussing your efforts on others who may be more receptive to your invite. Check the clock to help you choose your invites wisely.

3. **Say the Right Thing:** Whilst it may seem tempting to send 150 identical invites and sitting back to see what happens, you will have a much better response rate if you tailor your invites with a personal touch. At the very least check your prospect is the right type of organisation for what you want to talk about. There is little point sending an invite to a company working in cancer asking if they would like to talk about licensing a cardiovascular asset.

4. **Pick a Panel or Two:** Many companies present at BIO-Europe, including on panels. If your prospect is going to be talking on a panel, check what that is all about, and ideally go see them live. Add that panel to your calendar so partneringONE® cleverly blocks out the time slot, and, if a meeting is secured, time your meeting to take place *afterwards*. Why? Because it is so more impactful, and memorable, to say, 'that was fascinating what you said yesterday about sustainability in the vaccines supply chain', than 'good luck tomorrow on your panel.

5. **Learn from LinkedIn:** For prospects that look promising, take five minutes to see what the company has said recently on LinkedIn. That could give you a good opening line for your invite, such as, 'congratulations on your impressive recent financing' or 'great to see you have just partnered with Mammoth biotech, we've been working with them for years'. It shows the recipient you have done at least some research about them, and it is so quick and easy to do. And remember to follow the company on LinkedIn. If they say yes to a partnering meeting, check for updates a few days before you meet in person at BIO-Europe, so if there has been some great news, you'll be up to speed about it, and will look smart and informed in the meeting.

6. **Jayne, not Jane:** People are rightly put off if you spell their name wrong, plus it sends a bad signal about attention to detail. BIO-Europe's 5,000+ delegates come from all around the world, representing over 60 countries. Check you have spelt the name right in the invite and pay attention to any letters with accents, such as in Åse, Jürgen, and Stéphane. Do not allow your spellchecker to auto-correct them to something else! It should be as easy as ÅBÇ with copy and paste to ensure a name is correct but be careful you have not copied the name from the previous invite you sent, so that you are now writing entirely the wrong name on your next invite! Writing to Jane when you meant John is a guaranteed way to waste a precious invite.

7. **Set your Calendar:** Ensure you are building breaks into your partnering calendar. Do you really want to do six partnering meetings in a row, without a bio break, from 08:00 on the first day? After you have just flown in from a very different time zone? Seriously? You have gone to all that trouble on partneringONE to secure a potentially life changing meeting, and you really must make the most of the moment to shine, and secure new business. That is not going to happen if you overbook your diary on the first day. Be kind to yourself and manage your diary so you have a manageable flow of meetings over the entire event. You will maintain better productivity and concentration for when you really need it. Remember, it is not the quantity of meetings that matters, but their quality, and an aspect of quality is about performing well in a meeting. And remember too that it is a big partnering hall, and it can take more than a few seconds to move from red booth 63 to green booth 702.

8. **Save Space for Serendipity:** One of the best things about attending BIO-Europe in person is the ability to meet, entirely by chance, people you'd like to connect with whilst having lunch on a group table, or queuing for coffee at an exhibition stand, or whilst enjoying the opening

reception on the Sunday night. Keep some time free on each day which could be used to book in a meeting following one of these ‘serendipity’ encounters.

9. **Be Open for Meetings:** If you do not want any contact from any type of service provider at all, then check the tick box that says ‘not open to meetings with service providers’. But that says to everyone from CROs to recruiters, and patent attorneys to public relations specialists, that you don’t want a meeting. Does your company not need any support from service providers? BIO-Europe is the perfect opportunity to meet service providers in person, and you may be pleasantly surprised at the value they could quickly bring to your business.

10. **Start at the End:** Just because lists tend to be shown from A to Z, that does not mean you have to send your invites in that order. You may find there are fewer competing invites to the companies at the other end of the alphabet, so a better chance of success. Connect with Zebra Biologics before you try and catch the eye of Aardvark Therapeutics.

Ready to partner? Partnering is already open and in full swing for BIO-Europe 2023. Register now to get started!

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Pharmaceutical Networking, 27.10.2023 (ENG)

Pharmaceutical Networking
A Network of Leading Pharmaceutical Suppliers

Link: https://www.pharmaceutical-networking.com/artes-presenting-innovative-vaccine-technologies-at-bio-europe-munich/

ARTES presenting innovative vaccine technologies at BIO-Europe Munich

27.10.2023

Langenfeld, Germany: – ARTES Biotechnology, the German-based biopharmaceutical CRO specializing in development of recombinant proteins, will once again participate in Europe's leading life sciences partnering conference, BIO-Europe 2023, this year in Munich.

ARTES will be an exhibitor at the event with a stand at Booth 213 at Munich's Trade Fair Center, displaying its range of CRO business offer and solutions for difficult to express recombinant proteins as well as for the development of production processes.

Innovative technologies

ARTES is expert in the field of developing microbial cell lines and the corresponding processes for targets of clients' choice, that can be a vaccine, a biopharmaceutical, a biosimilar and/or enzyme. Another part of the business is the portfolio of ready-to-transfer processes.

All platform technologies (cell lines and antigen presentation) ensure freedom-to-operate and are protected by patents and trade secrets. ARTES is available to negotiate exclusive license terms.

ARTES Managing Director Dr, Michael Piontek and Technology Director Dr. Volker Jenzelewski will lead the ARTES presence on stand and at partnering meetings, including on digital manifestation of BIO-Europe on November 14-15.

The team will be able to share information on numerous exciting developments at ARTES.

About ARTES Biotechnology

ARTES Biotechnology GmbH is a Germany-based company specialized in development of recombinant protein production processes from microbial expression systems. The offer is particular in the development of optimized production cell lines and processes based on yeast (Hansenula, Pichia, Saccharomyces) and bacteria (E. coli). The expression platform is complemented by a unique virus-like particle (VLP) technology for antigen presentation and vaccine development. For more than 20 years, ARTES partners successfully with human and animal health companies, enzyme manufacturer, the cosmetic, diagnostic and nutrition industry. Operation worldwide takes place from its 870 sqm facilities in Langenfeld.

About BIO-Europe 2023

BIO-Europe® is a premier partnering conference that annually attracts an international "who's who" of decision makers from Europe's biotech, pharma and investment communities for high caliber networking.

The three-day 2023 event opens November 6 at the Messe München Trade Fair Center in Munich, with a further digital partnering event scheduled for November 14-15.

Featuring a sophisticated partnering system, partneringONE®, the event enables delegates to network with companies across the life science value chain, from large biotech and pharma companies to financiers and innovators.

The event is expected to involve up to 5,500 potential partners, with a conference agenda structured around the headline themes of Partnering and Investment Trends, Therapeutics Insights, and Ecosystem Innovation. The program also features more than 20 workshops and panels, with thousands of licensing opportunities posted.

The event is organized by Informa Connect with more information at: https://informaconnect.com/bioeurope/

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Life Sciences Europe, 02.11.2023 (ENG)

Link: https://www.life-sciences-europe.com/news/ebd-group-expects-over-gmbh-informa-plc-bio-2001-122300.html

"Press Release: BIO-Europe Set to Break Records in Munich, Germany". Munich.

The premier partnering conference for the global biopharmaceutical industry is set to be the largest and most internationally diverse event to date.

BIO-Europe, the premier partnering conference for the global biopharmaceutical industry, is gearing up for its 29th edition, which is set to be the largest and most internationally diverse event to date. With current registration patterns signaling remarkable growth and a substantial increase in global participation, BIO-Europe 2023 promises to be an unparalleled opportunity for collaboration and innovation in the biopharma sector.

Scheduled to take place from November 6–8, 2023, in the vibrant city of Munich, Germany, BIO-Europe has established itself as the epicenter of biopharmaceutical partnering, attracting leaders, innovators, and decision-makers from across the world. The event is proudly organized by EBD Group and hosted on partneringONE®, a state-of-the-art digital platform that facilitates meaningful connections and collaborations.

As the countdown to BIO-Europe 2023 begins, the organizers are thrilled with the ongoing enthusiasm and support from the global biopharma community. Current registration trends indicate a substantial surge in interest, with over 5,000 delegates anticipated to convene in Munich and participate in over 27,000 one-to-one meetings to drive life science global dealmaking to new levels. Additionally, the event will feature three days of program sessions; attendees will learn the important trends and opportunities in the life sciences from some of the brightest minds in the sector. The agenda has been built around three themes: the Business of Biotech, Therapeutic Insights, and Ecosystem Innovation.

In addition to the main event, BIO-Europe is extending its reach further by hosting digital partnering days on November 14–15, 2023, which will be accessible through partneringONE®. These days will welcome an additional opportunity for participants to connect, collaborate, and explore potential partnerships.

"Each year, BIO-Europe raises the bar for what a biopharmaceutical partnering event can achieve. The overwhelming response from the global life sciences industry is a testament to the event's reputation as 'your gateway to the global biopharma community," said Claire Macht, European Portfolio Director for EBD Group. “We are thrilled to witness the continued growth and international appeal of BIO-Europe, and we look forward to welcoming over 5,000 delegates to Munich. Together, we will catalyse innovation, foster collaborations, and accelerate the biopharma industry forward."

partneringONE® is now open! Registered attendees are already busy scheduling their one-to-one meetings. Register today to secure your spot at BIO-Europe 2023 and unlock endless possibilities for collaboration and growth.

BIO-Europe is produced by EBD Group, the leading partnering firm for the global biotechnology industry, with the support of the Biotechnology Innovation Organization (BIO).

For more information, please visit the conference website at: bioeurope.com

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Pharmaceutical Networking, 03.11.2023 (ENG)

Pharmaceutical Networking
A Network of Leading Pharmaceutical Suppliers

Link: https://www.pharmaceutical-networking.com/engenes-biotech-bringing-advanced-protein-expression-offers-to-bio-europe-munich/

enGenes Biotech bringing advanced protein expression offers to Bio-Europe Munich

03.11.2023

Vienna, Austria: – Recombinant proteins specialist CDMO enGenes Biotech GmbH (enGenes) will again participate in Europe's flagship life sciences partnering conference, BIO-Europe 2023, this year in Munich.

enGenes team will take part in the event's extensive networking platform, to promote the company's advanced proprietary high yield expression technologies.

Leading edge protein expression

The enGenes team will be ready to communicate the technological advantages of its platforms such as the E. coli-based enGenes-eXpress™ growth decoupled expression system and its related suite of solutions.

These include -eXtra™ for extracellular secretion of recombinant proteins, -eXpand™ for expansion of genetic code and incorporation of non-canonical amino acids, -eXcite™ for continuous production of biomolecules, and -eXcess™ for pDNA upstream and downstream processing and growth-decoupled pDNA production.

enGenes will also be able to highlight its offer of optimized protein expression using the -exchange™ technology, an antibiotic resistance marker-free expression system.

Array of service offers

It will also be seeking partners for its other services, such as cloning and vector optimization, host cell engineering, high-throughput screening of expression clones, development of downstream processing routes, scale-up and tech transfer.

"We are delighted to be returning to Bio-Europe, which provides superb opportunities to strengthen ties with existing partners and explore new collaboration opportunities," said Dr. Juergen Mairhofer, CEO and co-founder of the company.

About enGenes Biotech

enGenes Biotech GmbH (enGenes) is a contract research, development and manufacturing company that provides leading-edge technologies and production services focused on recombinant proteins in bacteria. The company's mission is to provide cost-effective and scalable production of recombinant proteins at a fraction of the current cost, allied to a vision of developing a world-class portfolio of cutting-edge protein production technologies, relevant to a broad spectrum of application fields.

enGenes has developed advanced technologies to drive more cost-effective recombinant protein production processes, including its proprietary enGenes-eXpress™ E. coli platform that achieves outstanding yields of soluble and active recombinant protein. enGenes- eXpress™ has been successfully applied for the manufacturing of enzymes and biopharmaceutical products that failed to give economically feasible yields in a conventional expression host.

enGenes Biotech offers development and manufacturing services tailored to the needs of pharmaceutical and industrial biotech companies. The services include expression strain and vector development,

fermentation process development and optimization, downstream process development, production of purified protein, technology transfer and scale-up support with technology out-licensing and co-development opportunities.

About BIO-Europe 2023

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The event is organized by Informa Connect with more information at: https://informaconnect.com/bioeurope

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Bio.News, 06.11.2023 (ENG)

Link: https://bio.news/bio-convention/2023-bio-europe-munich-mergers-acquisitions-biotech-investment/

M&A activity a bright spot in funding for biotech, expert tells 2023 BIO-Europe

06.11.2023, Tom Popper

As weakening investment plagues small, innovative biotechs on both sides of the Atlantic, one bright spot in providing funding is acquisitions—though even that vital source of support faces some regulatory headwinds, according to David Thomas, SVP of the Biotechnology Innovation Organization (BIO), at 2023 BIO-Europe.

“In 2023, with two months to go, we’re likely going to end the year at average or above average for acquisitions,” said Thomas, explaining the biotech deal-making landscape during the opening session of BIO-Europe in Munich on November 6. “Looking at the dollar amount spent each year, you see that recently it has not been just average, it has been above average. And in fact, this year could be a record spend on the acquisitions of R&D stage companies.”

Acquisitions and deal-making were front-of-mind for most of Thomas’s audience. They had come to 2023 BIO-Europe to engage in Europe’s premier partnering event for biotech, sponsored by BIO and EBD Group. A record 5,876 attendees were about to take part in tens of thousands of prearranged face-to-face meetings to make deals.

Challenges for emerging biotechs

Partnering is especially important in an environment where external investment is hard to come by, said Thomas. He noted that the stock market has been a declining source of biotech investment for the last few years, as even good prospects have a hard time selling shares.

“One of the quotes I heard from an investor in New York last month was that positive data is no longer enough,” Thomas said. “You have to have exceptional data these days to go with the initial public offering, secondary offering, or even to keep your stock price from falling.”

Meanwhile, venture capital is also becoming more scarce for biotech, with the drop even more pronounced in the United States than in Europe. This is especially true for new startups, Thomas said.

“First-time financing has become very difficult to get as traditional biotech VCs add to their positions in clinical stage companies, leaving a lot of those preclinical startups without funding,” he continued.

Acquisitions and regulatory hurdles

Even the one positive area, mergers and acquisitions, faces regulatory headwinds.

“Unfortunately, governments this year have stepped in and tried to block M&A in our sector, with the United States even suggesting they would go further into large licensing transactions and block those,” Thomas said.

He gave the example of Amgen’s acquisition of Horizon Therapeutics, noting that the Federal Trade Commission (FTC) sued to block the merger earlier this year, potentially dampening the appetite for biotech M&A activity.

“Why would they do this? Why are governments trying to stop a core part of our ecosystem when in cases like this, there is no competitive overlap or even pipeline overlap?” Thomas asked. “Turns out the government regulators are speculating that acquisitions in our industry are giving the buying company too much power with respect to patient access and the cost of medicines.”

BIO saw the FTC interference as “obvious overreach,” filing an amicus brief.

“After our efforts this year, the U.S. government dropped their lawsuit against Amgen, and the deal has been allowed to go through,” Thomas said. He promised that BIO will continue its efforts to defend dealmaking.

BIO recently submitted comments to the FTC as it pushes for a regulatory environment that is more receptive to the kind of dealmaking that is essential to biotech.

For now, there is funding available for acquisition deals, and the attendance at 2023 BIO-Europe indicated an appetite to make deals.

“With cash balances of the top 20 pharma now at $200 billion, there’s a lot of dry powder out there,” Thomas said. “There is interest and motivation for more transactions as evidenced by the dozens of buy-side firms here today.”

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Informa Connect, 06.11.2023 (ENG)

Link: https://informaconnect.com/europe-peeking-above-the-macro-calamity/

Europe peeking above the macro calamity

06.11.2023, MC Services

Behind the macro effects pulling on public market sentiments and the broader biotech sector, still the hunger for new technologies and investor opportunities remains strong. In Europe, much is happening behind the scenes that is being overlooked in the headline news. One major highlight of BIO-Europe this year is the spread of companies presenting, in fact 2023 is a record year on every measure, biopharma professionals, investors, business development opportunities, clinical trial updates and great networking.

At the base of the European biotech and pharma industry are the little remembered drug discovery and development players. While everyone is looking for the big clinical Phase III data news, regulatory approvals and M&A action, Europe's earlier stage entrepreneurs continue to push ahead building value and creating answers to treating more and more diseases.

The platform players are breaking new boundaries, delivering novel therapeutic options for doctors and, of course, patients. Along the path to approval, the partnerships, licensing deals, M&A and fundraising activities will help to keep the European sector buzzing and busy.

For instance, **iOmx Therapeutics AG**, is developing next-generation immunotherapies by harnessing their deep tumor and myeloid biology insights, along with the iOTarg™ versatile target screening platform and the comprehensive drug discovery & development expertise. The company's lead candidate, OMX-0407, a first-in-class oral salt-inducible kinase (SIK) inhibitor for the treatment of patients with previously treated inoperable solid tumors, entered the clinic this year.
“We are making excellent progress with our Phase I clinical trial,” said Dr. Apollon Papadimitriou, CEO of iOmx. The company translates unexplored immune evasion biology into a growing pipeline of biomarker-enabled therapeutic programs. “We are committed to shaping the future of cancer therapy, focusing on monotherapy approaches in a modality-agnostic fashion. All our compounds have the potential to treat cancers that are resistant to current immunotherapies," Papadimitriou added.

In another immuno-oncology platform approach, **Medigene AG** (FSE: MDG1) is focusing on the discovery and development of T cell immunotherapies to treat solid tumors. “Our approach to developing TCR-T therapies is holistic and focused on overcoming the challenges of treating solid tumors in the best possible way. Our End-to-End Platform, validated by partners such as BioNTech and 2seventy bio, offers multiple proprietary and exclusive TCR generation and optimization, as well as product enhancement technologies, and allows Medigene to create best-in-class, differentiated T cell receptor engineered T cell therapies that are optimized for safety, efficacy and durability,” said Selwyn Ho, CEO of Medigene.

The company is building a proprietary clinical pipeline and partnering other compounds discovered on the platform. “We are confident that by fully leveraging the capabilities of our End-to-End Platform, we will deliver significant value to patients,” he added.

Furthermore, in the cancer immunotherapy platform space, **invIOs GmbH** is developing individualized immunotherapies against solid tumors. Lead candidate APN401, currently in a Phase Ib clinical trial against various solid tumors, is a personalized cell therapy based on the proprietary EPiC technology platform. “EPiC enables the decentralized rapid processing of a patient’s fresh immune cells, meaning these cell therapies can be processed locally in a closed manufacturing system, a real benefit for doctors and patients,” said Peter Llewellyn-Davies, CEO of invIOs. Two other EPiC-based programs are in preclinical development.

invIOs is also developing INV501, a novel orally available small molecule candidate that can selectively enhance anti-tumor immune responses. The program has shown strong inhibition of tumor growth in preclinical models of hard-to-treat tumors – melanoma, breast cancer and glioblastoma and prolonged survival after end of treatment.

Taking a step away from immunotherapy platforms is LNAplus platform specialist **Secarna Pharmaceuticals GmbH & Co. KG** – the antisense drug discovery company focusing on the discovery and development of next-generation antisense oligonucleotide (ASO) therapies to treat challenging or previously undruggable targets. “The therapeutic opportunities we are developing could change the treatment paradigm for many patients that are running out of medical alternatives,” said Dr. Alexander Gebauer, CEO of Secarna. The proprietary platform and ASOs have been validated by several academic and industry collaborations and a broad proprietary pipeline of late-stage pre-clinical programs all addressing therapeutic areas of high unmet medical need including immuno-oncology and fibrotic/inflammatory diseases.
Reinforcing the strength of opportunities in the platform space, there is proof the partnership model works. Recently, we have seen several partnerships evolving, especially in the Antibody-drug conjugates (ADCs) space, with cash and longer-term investment commitments, too!

One such company is **Heidelberg Pharma AG** (FSE: HPHA), which has well developed partnerships with major Asian biopharma companies, namely Huadong Medicine and Takeda. They are developing

ADCs based on the payload amanitin with a unique mode of action addressing dormant tumor cells and resistance as two of the biggest challenges in oncology. “Leveraging our proprietary ATAC® technology, we have built a promising pipeline and look forward to discussing deal and partnering opportunities,” said Dr. George Badescu, CBO of Heidelberg Pharma.

“Our Phase I/IIa clinical trial in Europe and the US with our lead candidate HDP-101 to treat multiple myeloma is well received by doctors and patients and is now progressing quickly through the dose escalation part. So far, it has been shown to be safe and well tolerated and we are expecting efficacy data next year. In parallel, we are expanding our ADC technology into a toolbox to develop the best possible ADCs for further targets and areas of application – to advance our own pipeline and our partners' programs and for the benefit of cancer patients worldwide,” he added.
In Belgium, **Imcyse SA** is developing next generation targeted antigen-specific immunotherapies for severe autoimmune diseases. The company gained backing from Pfizer, which has licensed worldwide rights to the preclinical Imotope™ program for rheumatoid arthritis (RA). Currently, Imcyse’s pipeline is drawing much attention for its Imotope™ IMCY-0098, a synthetic peptide based on insulin, in Phase 2 clinical trials as a Type 1 diabetes (T1D) treatment, with results of the Europe/US/Australia wide trial expected in the next 5 months. In addition, the Company completed enrolment and initial dosing in the Phase 1b portion of its adaptive Phase 1b/2 clinical trial of its Imotope™ IMCY-0141 in patients with relapsing-remitting multiple sclerosis (RRMS). Imotopes use modified autoantigen epitopes to induce T cell-mediated depletion of antigen presenting cells and pathogenic T cells driving the disease. “The basis of the Imotope approach is to prevent and potentially cure severe autoimmune diseases by reprogramming the patient’s own immune system; for instance, we aim to maintain insulin production to enable patients to live life less impacted by the disease,” noted Andrew Mackie, CBO of Imcyse. Other programs are in preclinical studies in diseases such as neuromyelitis optica.

As of today, there are many European companies with products on the market and revenues. Some of these companies have exciting clinical news in the coming months and quarters, which should spark interest from investors, potential partners, and smart bankers.

MorphoSys AG (Xetra: MOR; Nasdaq: MOR) has long been regarded as a European bellwether, transforming from a scientific platform company into a hematology oncology specialist. For 2023, the company expects sales between $85 million and $95 million for its marketed immunotherapy Monjuvi® (tafasitamab-cxix), a treatment for relapsed or refractory diffuse large B cell lymphoma (DLBCL). It’s largest and most immediate opportunity, however, lies with pelabresib, an investigational BET inhibitor, which could become a first-line therapy for myelofibrosis, a debilitating type of blood cancer with limited treatment options. Top-line results from the ongoing Phase III MANIFEST-2 trial with pelabresib are expected in the coming weeks, and an oral session at ASH 2023 in December will provide detailed findings from the trial. Jean-Paul Kress, MD, CEO of MorphoSys, notes: “We are focused on addressing the critical needs of cancer patients. With topline Phase III clinical results for pelabresib expected in the coming weeks, we hope to be able to bring an important new treatment option to patients with myelofibrosis.” MorphoSys is also developing tulmimetostat, a next-generation dual inhibitor of EZH2 and EZH1, which is in a Phase 1/2 clinical trial and recently received FDA fast-track designation for endometrial cancer.

InflaRx N.V. (Nasdaq: IFRX) is another European biotech which has made it to the market. The company is developing potent and specific inhibitors of C5a and C5aR to treat a range of inflammation indications. Earlier this year, the company raised $46 million in a well-received follow-on round after receiving FDA Emergency Use Authorization for Gohibic (vilobelimab) for the treatment of critically ill COVID-19 patients. After the launch of Gohibic in the U.S. in June, InflaRx filed a market authorization application in Europe. Reporting third quarter results in early November, Dr. Thomas Taapken, CFO, noted: “This quarter was the first time that InflaRx has recorded sales revenues, an achievement that very few biotech companies reach. We are further expanding our commercial activities over the coming months as cases of severe COVID-19 are anticipated to increase over the winter months.” In addition to the anti-C5a antibody vilobelimab, the company is developing INF904, an orally administered small

molecule inhibitor of C5aR, in a Phase I clinical trial to treat chronic autoimmune and inflammatory diseases.

Based on these few examples, it is clear Europe is well set for an exciting 2024, definitely, in platform development and clinical trial achievements, with a positive breeze! These past three years have been tough for all worldwide and now the dawn of a new paradigm in biotech and pharma deals is widely anticipated, presumably also helping to attract generalist investors once more to participate in public markets. On the venture capital side, so far this year we have seen over $2.9 billion raised in VC rounds, excluding VC debt and uncategorized equity rounds, in biotech companies, according to BioCentury's BCIQ business intelligence and research tool. In 2022, the equivalent full year figure raised was $3.2 billion.

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Lumanity, 06.11.2023 (ENG)

Link: Demystifying Biotech Commercialization in Europe - Lumanity

Demystifying Biotech Commercialization in Europe

06.11.2023

Why do so many biotech companies shy away from commercializing in Europe?

Lumanity's Alex Fink shares important considerations on this topic in a short video discussion with Ed Saltzman at BIO-Europe. They discuss:

- Key complexities when considering European markets
- Recommendations on how to focus strategy to capitalize on the opportunity
- Why and what to consider, even when looking at an out-licensing approach

Watch Alex Fink and Ed Saltzman discuss important considerations for Biotech Commercialization

"Whatever [path you take] – investigating the economic potential in Europe, understanding the regulatory pathways, and understanding pricing reimbursement is the best way to maximize the value of your asset and company."

Alex Fink, Senior Vice President, Consulting

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Pharmaceutical Technology, 06.11.2023 (ENG)

Pharmaceutical Technology

Link: https://www.pharmaceutical-technology.com/news/bio-europe-2023-eli-lilly-doubles-down-on-obesity-pipelines-potential/

BIO-Europe 2023: Eli Lilly doubles down on obesity pipeline's potential

06.11.2023, Akosua Mireku

At the BIO-Europe conference, Eli Lilly's medical director discusses the far-reaching potential of its obesity-directed drug pipeline.

An image of Eli Lilly's South San Francisco headquarters. Image Credit: Shutterstock/Jennie Book

Amidst the rapidly growing revenue share of metabolic disease drugs in its pipeline, Eli Lilly is looking to delve deeper into its pharmaceutical exploration of obesity therapeutics, said medical director Axel Haupt.

Haupt was speaking at a panel at the ongoing Bio-Europe 2023 conference, where he said drugs like Lilly's Mounjaro (tirzepatide) carry potential to be used in for several conditions. The US Food and Drug Administration approved Eli Lilly's Mounjaro for diabetes in May 2022, followed by the European Union in September 2022. The drug is administered via injection in a once-weekly regimen.

Haupt revealed that an FDA approval for Mounjaro for treating obesity could be expected within the next 12 months.

Obesity and diabetes treatment would likely not be the only use for Mounjaro, given the presence of GIP receptors in other locations like the adipose tissue, Haupt said.

Eli Lilly sees potential use for the drug in indications like polycystic ovary syndrome (PCOS), urinary stress incontinence, and dyslipidaemia. The pharma giant is also analysing results from its SURMOUNT and SURPASS clinical programs to identify the drug's effects on factors like cardiovascular risk, added Haupt.

However, Haupt also highlighted Eli Lilly's pipeline of earlier-stage obesity therapeutics bubbling under the surface. He brought attention to bimagrumab as a promising contender for the current obesity ecosystem. Bimagrumab is an antibody that blocks activin type II receptors. Eli Lilly acquired the drug from Versanis Bio in August 2023 in a $1.9bn deal. The therapy is a fully human HuCAL-based antibody that targets ActRIIB. Haupt highlighted positive results from a Phase IIa study (NCT03005288), showing that the therapy increases muscle mass whilst decreasing adipose tissue in obese patients.

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Startupticker.ch, 06.11.2023 (ENG)

Link: https://www.startupticker.ch/en/news/a-decent-representation-at-bio-europe

A decent representation at BIO-Europe

06.11.2023, RAN/SK

BIO-Europe takes place from today to Wednesday in Munich, bringing together various industry players and emerging companies on one platform. As the industry's largest event for biopharma professionals in Europe, BIO-Europe brings together over 5,000 attendees from 60 countries and 2,220+ companies. The Swiss delegation includes 11 start-ups supported by Innosuisse.

Attending events like BIO-Europe comes with several benefits for young companies. They will have the chance to showcase their solutions to an international audience, learn about the latest industry trends from biotech and pharma leaders, have personal meetings, and meet potential partners, investors or customers.

Innosuisse gives start-ups with global ambitions the chance to attend international trade fairs as exhibitors. The start-ups at BIO-Europe supported by Innosuisse will present the following solutions:

Cellestia Biotech AG – first-in-class gene therapies for autoimmune diseases and multi-drug resistant cancers.

cellvie AG – therapeutic mitochondria transplantation, a novel treatment approach aimed at the cellular energy metabolism

InCephalo AG – next-generation therapies for brain cancers based on its proprietary Compartment Lock technology, also called C-Lock

IsoSpec Analytics SA – uses infrared spectroscopy to build the next generation of mass spectrometers using molecular fingerprints to Identify analytes, accelerating the development of biotech products and enabling the discovery of new biomarkers

MPC Therapeutics – cellular rejuvenation to fight cancer and degenerative pathologies

Nagi Bioscience SA – developed the first device that allows fully automated and standardized substance testing on micro-organisms, thus replacing animal testing

NXI Therapeutics AG – novel therapy for autoimmunity and organ transplantation

RisKlick SA – first data-driven AI solution for optimizing clinical trial protocols

Synendos Therapeutics AG – a new class of small molecules for treating a wide range of Central Nervous System (CNS) disorders

Topadur Pharma AG - portfolio of drug candidates to treat aging-related diseases like chronic wounds, skin fibrosis, age-related macular degeneration, colorectal cancer, hair loss and skin aging.

Vandria SA – Mitophagy inducers to treat age-related and chronic diseases

In total 28 exhibitors will be present at the Swiss Pavilion in Munich. These include some well known older companies such as Bioversys, Insphero and Molecular Partners but also some additional young companies like Healiva (precision medicine for chronic wounds) and Muvon (tissue engineering platform for the regeneration of skeletal muscles).

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YouTube, 06.11.2023

Link: https://www.youtube.com/watch?v=zF_1w1xMkxs

BIO-Europe 2023: Interview with Claire Macht of EBD Group

06.11.2023, MC Services

„Partnering is always at the center of the event… with over 29,000 agreed partnering meetings!"

BIO-Europe 2023: Interview with Claire Macht of EBD Group

MC Services AG
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We talked to Claire Macht from EBD Group about the largest ever Bio-Europe conference that opened today in Munich - With close to 6,000 attendees from nearly 3,000 companies in 61 countries – this week it is absolutely the place to be for Biotech companies.

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Bio.News, 07.11.2023 (ENG)

Link: https://bio.news/international/bio-europe-eu-pharma-law-munich-2023-bayer-europabio-biotechnology/

Proposed EU Pharma Law features good intentions and bad ideas, says BIO-Europe panel

07.11.2023, Tom Popper

The proposed updated European Union General Pharmaceutical Legislation offers some opportunities but also creates some new threats for biotech—and when it becomes law in a couple of years, it will bring dramatic changes for the industry, according to panelists at a Nov. 6 session at BIO-Europe in Munich.

“We’re in the middle of the largest change in the pharmaceutical landscape for 20 years. It’s going to change how you do business,” said Dr. Claire Skentelbery, Director General of EuropaBio. “Europe’s current biotechnology and healthcare landscape is really shaped by the legislation in which it sits, particularly in areas such as rare diseases, but across the whole landscape for biotechnology innovations.”

Some potentially harmful impacts of specific provisions were outlined in Dr. Skentelbery’s fireside chat with Daniel Steiners, General Manager of Pharmaceutical Business in Germany for Bayer. It was one of many in-depth panels taking place at the Nov. 6-8 BIO-Europe, Europe’s premier partnering event for biotech, sponsored by the Biotechnology Innovation Organization (BIO) and EBD Group.

A goal of increased patient access

Dr. Skentelbery said reform of Europe’s pharma law is necessary, and the proposal is founded on sound principles.

“The time was right. All legislations age and the ambition behind the new legislation that has been proposed is a very noble one: It is to enable more patients to gain access to medicines across Europe at a cost that can be shouldered by the many countries in Europe,” she said.

Indeed, in another panel at BIO-Europe on cell and gene therapy, participants expressed the hope that updates to EU legislation would permit greater legal acceptance of genetically modified organisms, which are tightly controlled in Europe.

An earlier analysis of the new law by experts at BIO noted that some parts of the proposed EU Pharma Law would be helpful for the biotech industry. But BIO's experts also expressed concerns about provisions in the law that would discourage biotech innovation, and so did Dr. Skentelbery.

"The devil is always in the detail, and the road to hell is paved with good intention," she said at BIO-Europe.

Reduced period of IP protection

One provision in the new law would reduce the data protection for patents of new drugs—the time before competitors can start developing generic versions—from the current eight years to six years. But, as part of the effort to encourage greater patient access, the law would increase data protection back to eight years for drugs that receive approval in all 27 EU countries.

While he said he admired the idea of promoting broader access to drugs, Steiners said the remedy proposed by the new legislation unfairly punishes drug makers.

"It's not that we as companies don't want to commit to filing for approval. But getting the approval is not within our control. So it can be that we file in 27 Member States for approval but still do not get the approval in those states because this is nothing we control. So we would lose two years of patent protection," he said. "Now, if you do the business case for any drug development, I think all of us here know that losing two years in the European market is a huge number."

Given the risk of losing data protection earlier, drug developers will likely focus on selling their products in the United States or Asia. In effect, the stipulation aimed at greater patient access to drugs might result in drugs not being available anywhere in the EU, Steiners said.

Narrow definition of drugs for 'unmet need'

Another means for extending the patent period of a new drug under the proposed law would be to provide a drug defined as meeting an "unmet medical need," but according to Steiners, the definition is too narrow.

"Unmet medical need is only for life-threatening or severely debilitating diseases. It doesn't say anything about things like disease burden, quality of life, etc.," he said. "If you have diabetes and if you suffer from diabetic neuropathic pain, it is not considered a debilitating disease as there are treatments for diabetes. So you just have to suffer."

To encourage greater development of drugs for chronic pain or other conditions, the concept of unmet need must be expanded, Steiners said.

Biotechs urged to speak up

Some of the changes proposed in the European pharma legislation would push many small, innovative biotechs out of Europe, according to Dr. Skentelbery.

"The impact on these small companies will be that they will simply not exist in n the first place, or they will have to move to the U.S.," she said.

But Dr. Skentelbery pointed out that there needs to be more negotiation and change before the law is finalized, over the next few years. She urged small companies to speak up now and ensure that lawmakers in Europe understand the reality of the business.

“I think it helps to bring your stories up to your national policymakers and the European policymakers,” she said. “We can give them more practical examples of what happens to small companies.”

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Korea Biomedical Review, 07.11.2023 (ENG)

Link: https://www.koreabiomed.com/news/articleView.html?idxno=22453

Korean biopharma to make this year's grand finale at BIO-EUROPE 2023

07.11.2023, Kim Chan-hyuk

Korean biopharma companies will attend BIO-EUROPE 2023, the last technology trade event of the year, to finalize technology transfer discussions for the year.

BIO-EUROPE is the largest pharma and biotech conference in Europe, where leading global biopharma companies and investors share the latest therapeutic technologies and R&D information, seeking to attract various partnerships and investments.

BIO Europe is held twice a year, in spring and fall, and the spring event was held in March at Messe Basel, Switzerland. The autumnal event is held in Munich, Germany, from Monday to Wednesday. It is expected to attract more than 2,075 companies from 64 countries.

According to the BIO-EUROPE Secretariat, 178 Korean companies are participating in the event, followed by Germany (313), the United States (310), and the United Kingdom (222). This is more than China (86) and Japan (78) combined.

Korean companies that have announced plans to attend this year's event include ABL Bio, Y-Biologics, Bridge Biotherapeutics, Pharos iBio, OliX Pharmaceuticals, Angio Lab, Gradiant Bioconvergence, and Dt&C Bio Group.

ABL Bio will share interim results from its recently announced phase 1 clinical trials of ABL111 (TJ-CD4B) and ABL503 (TJ-L14B) for global Big Pharma companies. In addition, the company plans to introduce its blood-brain barrier (BBB) shuttle platform, Grabody-B.

Y-Biologics will discuss the technology transfer potential of acricsolimab (YBL-006). Acricsolimab is a PD-1 antibody-based immuno-oncology drug candidate discovered by Y-Biologics with its technology. After conducting a phase 1/2a study in three countries -- Korea, Australia, and Thailand -- the company received a clinical trial result report (CSR) in July.

Y-Biologics will also discuss its early-stage pipeline, including YBL-004, with global pharmaceutical and biotechnology companies. YBL-004 is a dual antibody drug candidate that simultaneously inhibits the activity of TNF-α and interleukin-17 (IL-17), two cytokines that cause inflammation, and was selected for support by the Korea Drug Development Foundation (KDDF) in 2017.

OliX will focus on licensing out the Asian rights to OLX301A for dry and wet age-related macular degeneration and OLX702A for non-alcoholic steatohepatitis (NASH) and obesity. It will also pursue partnerships for joint R&D of RNA interference (RNAi) therapeutics.

Bridge Biotherapeutics CEO Lee Jung-kyu said, "We look forward to actively communicating our achievements in R&D, identifying the needs of our global partners, and strengthening our network in lung cancer and pulmonary fibrosis, the two disease areas we focus on."

BIO-EUROPE 2023 is held in Munich, Germany, from Monday to Wednesday. (Courtesy of the Korea Institute of Toxicology)

Besides, many companies participate in the event through the Korea Health Industry Development Institute's “BIO-EUROPE Participation Support Project.” The selected companies are HLB Life Science, Nexel, NEX-I, Dr. Noah Biotech, Rudacure, MEDI-PIK, Brexogen, VS Pharm Tech, Vivozon, Aulbio, Idience (R&D subsidiary of Ildong Holdings), Eyebio Korea, Rznomics, Uppthera, SB BioScience, HLB, HLB Cell, NA Vaccine Institute, MD Healthcare, Autotelic Bio, Innovo Therapeutics, Isu Abxis, Intron Bio, YiPSCELL, Genome & Company, G2G Bio, ZTi Biosciences, CasCure Therapeutics, Coastem Chemon, Quratis, Ticaros, PeLeMed, Posvax, ProAbTech, Pinot Bio, Pin Therapeutics, Han Wha Pharma, and Huons.

Genome & Company aims to visualize the outcome of its technology transfer agreement discussions for its novel targeted cancer drugs GENA-104 and GENA-111. The company explained that it is discussing specific agreements with global pharmaceutical companies.

In the case of HLB Group, HLB and its U.S. subsidiaries Elevar, HLB Pharma, and HLB Cell will be represented at the event. HLB will continue discussions with Jiangsu Hengrui Pharma on expanding indications for Rivoceranib as a preoperative neoadjuvant for liver cancer.

HLB Pharma announced that it has initiated out-licensing discussions with a global big pharma for its long-acting injectable platform, SMEB. HLB Pharma is conducting phase 1 clinical trials of HP-P024, a long-acting injectable candidate for thrombosis treatment Eliquis (apixaban). HLB Cell will hold a meeting to license its hemostatic drug, HLBLS-200, and human normal cell-derived extracellular matrix, Yutri Gel.

A scene from BIO-EUROPE 2023 (Courtesy of the Korea Institute of Toxicology)

In addition, the Korea Institute of Toxicology (KIT) set up a “K-BIO Joint Promotion Center. The institute is the lead organization for the bio-health sector of the Innovation Field Startup Package (fostering new industry startups) of the “Super Gap Startup 1000+” project supported by the Ministry of SMEs and Startups. On Monday, the first day of the event, the K-BIO Presentation event was held with the participation of European venture capitals and accelerators.

YiPSCELL, a developer of osteoarthritis cell therapy based on induced pluripotent stem cell lines, will promote technology transfer to local European companies. NEX-I will introduce its technology for treating intractable cancers refractory to existing anti-cancer drugs. Quratis will promote its vaccine contract development and manufacturing (CDMO) business model and its drug candidates, including a vaccine for adolescent tuberculosis.

"Korean companies with ‘hyper-gap’ technology are gaining attention in the U.S. and European markets for their technological innovation, growth potential, and challenging spirit," a KIT official said. "If these ‘hyper-gap’ companies' capabilities shine on the global business stage, it is possible to create real results of global blockbusters."

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Pharmaceutical Technology, 07.11.2023 (ENG)

Pharmaceutical Technology

Link: https://www.pharmaceutical-technology.com/news/cell-and-gene-therapy-biotechs-face-access-hurdles-in-europe/

Cell and gene therapy biotechs face access hurdles in Europe

07.11.2023, Akosua Mireku

At BIO-Europe 2023, experts said competition from the US and China and proposed European legislation are hurdles for this sector.

The BIO-Europe 2023 conference is currently ongoing in Munich, Germany. Image credit: Akosua Mireku

While the number of cell and gene therapy approvals continues to increase, negotiations with payers and regulators for reimbursement in different European countries have proven to be difficult, say experts.

At a panel at the ongoing BIO-Europe 2023 conference, experts also said new legislations in Europe are creating barriers to cell and gene therapy access in Europe while there is also increasing competition from China and the US.

Lutz Bonacker, CSL Behring's general manager of commercial operations in Europe, said that the challenge lies in assessing the value of cell and gene therapies that are often only delivered to patients once but can have lasting effects for many years. CSL Behring's haemophilia B gene therapy Hemgenix, which was approved by the European Commission in February, can be administered only once.

Lutz said that unless this is figured out it would hinder patients' access to new therapies. The current standard involves a list price and very large rebates, but Bonacker said this method is unlikely to continue as more cell and gene therapies are marketed. One possible approach is for the current one-time payment to be divided into annual payments, but the challenge lies in predicting how long a therapy's effects may last, as extensive long-term data does not yet exist for cell and gene therapies, he adds. Bonacker says that companies may need to make efficacy guarantees.

Moreover, there is a growing gap in cell and gene therapy innovation between Europe and other major markets like the US and China, said Miguel Forte, the CEO of an early-stage cell therapy biotech Kiji Therapeutics. According to a 2022 report from the European Federation of Pharmaceutical Industries and Associations, R&D expenditure is growing fastest in China with a compound annual growth rate of 5.78%, compared to a joint 3.75% in the EU, UK and Switzerland. Forte said the new proposal from the does not help attract more R&D in Europe, for cell and gene therapies and elsewhere.

Against this backdrop, European Pharmaceutical Legislation (EPL) proposes an incentive in which companies gain an extra two years of intellectual property data protection if they launch their therapy across all EU countries within two years of each other. However, Forte said this may lead smaller biotechs to focus clinical development in other markets first as they cannot afford such a large initial launch. Also, meta-capital has become more scarce in Europe, resulting in a less-attractive landscape for biotechs, said Daniel Forler, the director of business development at Bayer Pharmaceuticals, also said that. The additional cost would not be “reasonable” for many biotechs, he added.

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Pharmaceutical Technology, 07.11.2023 (ENG)

Pharmaceutical Technology

Link: https://www.pharmaceutical-technology.com/news/bio-europe-2023-small-oncology-biotechs-require-creative-financing-approaches/

BIO-Europe 2023: Small oncology biotechs require creative financing approaches

07.11.2023, Akosua Mireku

At the BIO-Europe conference, experts said smaller oncology biotechs need to explore alternate financing strategies for pipeline development.

The panel discussion featuring (L-R) Lucie Ellis-Taitt, executive director In Vivo Citeline, Jean-Paul Kress, CEO, Morphosys and Susanne Schaffert, board director, Novo Holding, Incyte, Galapagos, Vetter, ART Bio, delved into financing approaches for oncology biotechs. Credit: Akosua Mireku

Companies need to explore “creative financing” methods to get through clinical trials in this financial climate, says Dr. Jean-Paul Kress, the CEO of the commercial stage oncology company MorphoSys.

In 2021, MorphoSys acquired Constellation Pharmaceuticals in a $1.7 bn deal, gaining its two mid to late-stage therapies, pelabresib (CPI-0610) and CPI-0209, a second-generation EZH2 inhibitor. The former drug is in an ongoing Phase III study (NCT04603495), with the company expecting topline results at the end of 2023.

Kress said that in order to finance this major move, the company had to sell royalties and enter multiple partnerships, especially due to the difficult investment landscape. He emphasized that the acquisition was also necessary as Constellation lacked the funds to transition its pelabresib into Phase III before the deal. Kress was speaking at the ongoing at the ongoing BIO-Europe 2023 conference, where he along with other experts delved into the barriers to dealmaking and tools to push small biotechs to later stages in oncology.

“If you don’t have value creation opportunities in your pipeline or in your company, it has become almost impossible [to gain funding],” said Dr. Susanne Schaffert, board director at Novo Holdings, Novo Nordisk’s holding subsidiary. She said that companies can show value in their assets to investors through the regular release of trial data, real-world data and more evidence that their drugs improve disease burden or quality of life for patients.

Kress, said a good method to differentiate a smaller company from others in the market may be the speed at which they pass through clinical trials. He said that faster movement through the stages can aid biotechs to move ahead of larger pharmaceutical companies, but barriers still remain. “CROs will often deprioritize you compared to big pharma,” he said. Kress added that companies reaching later

stages for the first time may also lack the commercial expertise needed for a smooth drug launch and clinical trial execution. However, Schaffert recommended that companies also use new artificial intelligence tools (AI) to help with tasks such as site selection.

Despite these challenges, Schaffert said, “Smaller biotechs are the key to innovation in oncology treatment. They bring the creativity that is necessary to move forward in the field”.

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Pharmaceutical Outsourcing, 08.11.2023 (ENG)

Pharmaceutical Technology

Link: https://www.pharmaceutical-technology.com/news/bio-europe-2023-eu-hta-harmonisation-may-land-off-key-for-pharma/

BIO-Europe 2023: EU HTA harmonisation may land off key for pharma

08.11.2023, Akosua Mireku

At the BIO-Europe Conference, an expert panel discussed challenges with the upcoming EU harmonisation of HTAs.

Experts discussed the EU harmonisation of HTAs at the Bio Europe 2023 conference. Credit: ' a screenshot of the panel that was also streamed virtually.

Heading towards 2025, pharmaceutical companies have begun preparing for the harmonisation of health technology assessment (HTA) processes in the EU, but the looming change has led to mixed sentiments. “I hope that this will broaden and speed up access…, but realistically, as the process stands now, I am a bit sceptical that it will reach that goal quickly,” said Kevin Rieger, the director of corporate affairs at Beigene.

Rieger discussed the upcoming HTA process with Fabian Berkemeier, the managing director at the IGES Institute, at the Bio-Europe conference. In a 7 November panel, Rieger expressed concerns about the logistics of the joint-EU HTA. He highlighted that the new process would rather duplicate the data submissions needed as all requirements for member states would be added into one HTA process, alongside the European Commission’s (EC) own rules. Furthermore, he said that thus far, receiving direct advice meetings with the EC had been a difficult process.

The EC released the regulation on HTA (HTAR) in 2022, which proposed “joint clinical assessments, joint scientific consultations, the identification of emerging health technologies, and voluntary cooperation”. This legislation aimed to increase access to medicines in previously neglected member states and speed up the HTA process, he added. Berkmeier explained that the HTAR will be implemented for the assessment of advanced therapeutic medicinal products and oncology therapies in 2025. This will be followed by orphan medicines in 2028, and all other medicinal products in 2030.

The EC defines an HTA as “a scientific evidence-based process that allows competent authorities to determine the relative effectiveness of new or existing health technologies.” The assessments specifically question the added value of new technology compared to existing or other new technologies.

Rieger, explained that the HTAR will also be cumbersome due to differences in care standards across countries. He said that as trial standards and preferred drug comparators differ in member states, it would be difficult to design a trial that met all regulatory standards at once.

Beigene has formed an EU HTA taskforce to prepare its oncology pipeline for 2025, but Rieger says that it is a “huge stretch” on resources as companies must tackle these submissions, alongside separate ones for marketing authorisation and reimbursement processes. Beigene is also consulting with experts from national authorities, but he highlights the fact these efforts will be difficult for smaller companies where resources are “scarce”. Krieger urges biotechs to “start preparing now” as the 2025 implementation quickly approaches.

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Pharmaceutical Outsourcing, 08.11.2023 (ENG)

Pharmaceutical Technology

Link: https://www.pharmaceutical-technology.com/news/bio-europe-2023-translational-funding-needed-to-spur-pharma-innovation-in-europe/

BIO-Europe 2023: Translational funding needed to spur pharma innovation in Europe

08.11.2023, Akosua Mireku

At the BIO-Europe conference, early-stage investors highlighted the importance of translational funding in a risk-averse climate.

At the BIO-Europe conference, experts discussed the importance of translational funds. Credit: Akosua Mireku

Amidst a shaky early investment landscape and tough economic climate, it is “important [for pharmaceutical companies] to get dialogues going before there is anything on the table,” said Ingrid Kelly Spillman, a partner at Xista Science Ventures.

A July 2023 report from HSBC Innovation Banking found that 50% of venture financing healthcare deals in H1 consisted of add-on or insider financing rounds. Furthermore, H1 deals were valued at 40% less than was seen in the previous year. The organisation predicted that by the end of the year, early investment in biotech startups (first financing) would fall by 40% compared to previous years.

Spillmann said the issue lies in a risk-averse venture capital space. Stefaan Allemeersch, the executive director of Centre for Drug Design & Discovery, added that venture capitalists are currently looking for companies with more “meat on their bones”, causing the novel biology and academia space to suffer.

Spillmann and Allemeersch were speaking at the BIO-Europe 2023 conference, where she alongside other panelists shared insights into translational funding.

The University of Oxford describes translational funds as funding to “bridge the gap” between early-stage university research and its commercialisation”.

Amidst the tough investment climate, the experts advised startups to raise their profile for potential partnerships sooner rather than later. Bert Klebi, the managing director at Khanu Management GmbH acknowledged that many venture capitalists would refuse a company saying, “We’ll speak to you at a later stage.” However, he said that early introductions to these businesses would allow familiarity that

could foster collaboration or funding later down the line. Spillmann affirmed this saying it is “important to get dialogues going before there is anything on the table.”

The experts at the conference panel said partnerships with pharma companies could span from eight to twenty years. Spillmann explained the importance of this funding saying,“ [pharma] spinoffs need money and they need expertise along with that money.”

Another panelist, Jaromir Zahrádka, highlighted the important role that translation fund investors hold in the industry. Zahrádka is the CEO of i&I Biotech Fund I, which he describes as an entity that gives companies seed financing and expertise to help them gain investment in their first financing rounds. He added this could involve “de-risking” company assets by using his company’s partners or running extra clinical trials to ensure scientific surety. Martin Raditsch, the managing director at CARMA Fund Management GmbH, added that his business often incubates a project, runs it as a spinout, and then continues to collaborate with the spinout for years to come.

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Venture Capital Magazin, 08.11.2023 (GER)

Link: https://www.vc-magazin.de/blog/2023/11/08/izb-praesentiert-sich-auf-bio-europe-2023/

IZB präsentiert sich auf Bio-Europe 2023

08.11.2023

Teilnehmer von Dichte der Forschungsunternehmen beeindruckt

Präsentation des Münchner Biotech Hub im IZB im Rahmen der Bio-Europe mit Dr. Michael Schaeffer, CBO Vivoryon Therapeutics; Dr. Holger Reithinger, General Partner Forbion; Ariane Doischer, International Relations Manager; BioM; Susanne Simon, Head of Public Relations IZB; Dr. Konstantin Petropoulos, CEO Sterna Biological; Regina Abendroth, Programm- und Community Managerin MAxL Copyright IZB, Fotograf: Dominik Gierke

Das Innovations- und Gründerzentrum Biotechnologie (IZB), eines der führenden Biotechnologie-Zentren in Europa mit über 40 ansässigen Biotech Start-ups, präsentierte am 05.11.23 gemeinsam mit der BioM Biotech Cluster Development GmbH das florierende Biotech-Ökosystem in Martinsried vor Biotech-Multiplikatoren aus aller Welt. Die Veranstaltung fand im Faculty Club statt, dem „Gateway to Biotech" (G2B). Rund 90 Gäste folgten den Präsentationen von IZB und BioM sowie der Vorstellung des kürzlich gegründeten MAxL (Munich Accelerator Life Sciences & Medicine) Inkubators. In einer anschließenden Podiumsdiskussion sprachen Dr. Konstantin Petropoulos, CEO von Sterna Biologicals und CBO von Secarna; Dr. Michael Schaeffer, CBO Vivoryon Therapeutics GmbH und Dr. Holger Reithinger, General Partner bei Forbion über die Biotech-Standorte und mögliche Karrierechancen in der Branche.

Die Veranstaltung war in das Programm der BIO-Europe eingebettet, Europas größter Partnering Konferenz der Life Science Branche, zu der in diesem Jahr eine Rekordzahl von über 5.500 Delegierten erwartet wird. Dieses Event im Vorfeld der Konferenz umfasste eine Stadtrundfahrt durch München, zu einigen ikonischen Wahrzeichen der Stadt, und endete im Herzen des Münchner Biotech-Hubs. „Das

IZB ist eines der renommiertesten Biotechnologiezentren in Europa. Wir sind stolz auf unseren Life-Science-Standort, der hervorragende Rahmenbedingungen für wissenschaftliche Forschung und die Entwicklung neuer Therapien bietet. Besonders freuen wir uns, dass wir unseren Campus und seine Initiativen heute einem international so vielfältigen und hochrangigen Publikum vorstellen können“, so Susanne Simon, Leiterin der Presse- und Öffentlichkeitsarbeit am IZB. Prof. Dr. Ralf Huss, Managing Director, BioM Biotech Cluster Development GmbH, fügte hinzu:„BioM arbeitet eng mit Partnern aus Industrie, Forschung, Kliniken und Politik zusammen, um die Umsetzung biotechnologischer Innovationen zu fördern und voranzutreiben. Wir wollen das Biotechnologie-Cluster Bayern weiter stärken und es zu einem international nachhaltig erfolgreichen Biotech-Standort machen. Dazu agieren wir branchen- und sektorübergreifend, um unsere Community auf ihrem Weg in die Weltspitze zu unterstützen. Die Förderung von Start-ups ist uns dabei besonders wichtig.“ Auch Dr. Petra Burgstaller, Incubation & MAxL Co-Lead bei BioM, freute sich über die Möglichkeit, in München einen Inkubator für Pre-Seed-Teams und Early-Stage-Start-ups zu etablieren – mit großer Unterstützung des Bayerischen Wirtschaftsministeriums. „Damit können wir neben unserem etablierten Förderprogramm auch voll ausgestattete Labor- und Co-Working-Flächen zur Verfügung stellen und Biotech-Start-ups auf ihrem Weg zum Erfolg noch besser begleiten“, so Burgstaller weiter.

Karrierechancen im Biotech-Bereich

Die Podiumsdiskussion begann mit einem Vortrag von Dr. Konstantin Petropoulos, CEO von Sterna Biologicals und CBO von Secarna, der im Laufe seiner Karriere für mehrere im IZB ansässige Unternehmen tätig gewesen ist. „Das IZB ist mit einer Vielzahl hochkarätiger Institutionen in unmittelbarer Nähe ein ideales Umfeld, um die Forschung und Entwicklung innovativer Medikamente vom from ‚from bench to bedside‘ voranzutreiben. Neben einem breiten Netzwerk von Experten und forschenden Unternehmen sind auch eine Vielzahl von Dienstleistern vor Ort, die eine schnelle und flexible Entwicklung auf höchstem Niveau mit sehr kurzen Wegen ermöglichen.“ Dr. Michael Schaeffer, ein sehr erfahrener Unternehmer mit einer über 20-jährigen Erfolgsgeschichte, gab Einblicke in seine Zeit bei Crelux und die erfolgreiche Übernahme durch WuXiAppTec im Jahr 2016. „Es ist verlockend zu denken, dass es bei Transaktionen wie Lizenznahmen oder M&A-Deals nur um Zahlen geht. Aber ich würde behaupten, dass die entscheidenden Zutaten für ein erfolgreiches Geschäft die beteiligten Menschen und die Atmosphäre sind, die sie während der Verhandlungen schaffen. Versuchen Sie, mit Ihren Gesprächspartnern in Kontakt zu treten und eine solide gemeinsame Basis zu finden, bevor Sie in die Details gehen, um die spezifischen Interessen aller Beteiligten zu klären – in der Regel ein Geben und Nehmen.“ Dr. Holger Reithinger, General Partner bei Forbion, einer führenden europäischen Venture-Capital-Gesellschaft, die rund 3 Mrd. Euro in 10 Fonds verwaltet, und Boardmember mehrerer IZB-Start-ups, darunter CatalYm, Exosome, Pieris und Rigontec, betonte die Bedeutung des IZB und seines Campus: „In Deutschland einmalig: Der Standort Martinsried mit dem IZB und den umliegenden Instituten der Max-Planck-Gesellschaft und der LMU ist ein Paradebeispiel für einen erfolgreichen Biotechnologie-Campus. Networking-Veranstaltungen von IZB und BioM fördern die Kommunikation zwischen Forschern und etablierten Unternehmen. Innovative Unternehmen erhalten umfassende Unterstützung in allen Belangen. Der Erfolg in Martinsried ist auf die kontinuierliche Entwicklung und Verbesserung in den letzten 20 Jahren zurückzuführen, für die sich alle Beteiligten mit großem Engagement einsetzen.“

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BioM, 09.11.2023 (GER)

Link: https://www.bio-m.org/mediathek/nachrichten/detail/biom-praesentiert-bayerische-biotech-firmen-und-ihre-innovativen-loesungen-auf-bio-europe-i.html

BioM präsentiert bayerische Biotech-Firmen und ihre innovativen Lösungen auf BIO-Europe in München

09.11.2023

Größte Biotech-Partnering-Messe Europas mit Besucherrekord

- Mehr als 30 bayerische Biotech-Unternehmen präsentieren medizinische Lösungen
- München ist einzigartiges Ökosystem für global erfolgreiche Biotechnologie
- KI und Gesundheitsdaten zunehmend entscheidender Faktor für innovative Entwicklungen

Der Bayerische Gemeinschaftsstand auf der BIO-Europe 2023 © BioM

Die bayerische Biotechnologie zeigte vom 6. bis 8. November starke Präsenz auf der BIO-Europe vom in München. Als Local-Host der wichtigsten Biotech-Partnering-Messe in Europa freute sich BioM, Netzwerkorganisation der bayerischen Biotechnologiebranche, herausragende Entwicklungen von über 30 Unternehmen am bayerischen Gemeinschaftsstand zusammen mit Bayern Innovativ zu präsentieren und eine Plattform für die Vernetzung und den Austausch von Ideen zu bieten.

Neben spannenden wissenschaftlichen Vorträgen und Diskussionen waren das besondere Potential des Standorts München und die Chancen für medizinische Lösungen durch die Anwendung von Künstlicher Intelligenz und Big Data die vorherrschenden Themen der Messe.

Bayerische Biotech-Firmen, angefangen bei innovativen Start-ups bis hin zu etablierten kleinen und mittleren Unternehmen (KMU), haben sich nicht nur während der COVID-19-Pandemie als führend in der Branche erwiesen. Am bayerischen Gemeinschaftsstand auf der BIO-Europe 2023 in München präsentierten über 30 dieser Unternehmen wegweisende Lösungen, die das Potential haben, die Zukunft der Biotechnologie maßgeblich zu gestalten. Von neuartigen Therapieansätzen gegen Krebserkrankungen, über innovative Ansätze gegen antibiotikaresistente Keime bis hin zu revolutionären Diagnosetechnologien – die bayerischen Biotech-Unternehmen boten eine beeindruckende Bandbreite an medizinischen Lösungen.

Zu Europas bedeutendster Biotech-Messe trafen sich dieses Jahr zahlreiche Vertreter der Branche in der Landeshauptstadt. Mit fast 6.000 Teilnehmern aus der ganzen Welt konnte die BIO-Europe 2023 in München einen neuen Anmelderekord verzeichnen. Dies unterstreicht die wachsende Bedeutung der Biotechnologiebranche und die Relevanz dieser Veranstaltung für die globale Gemeinschaft von Biotech-Experten.

Impressionen im YouTube-Video

Prof. Ralf Huss, Geschäftsführer von BioM war begeistert von der Rekordbeteiligung bei der BIO-Europe 2023 und den innovativen Lösungen, die von bayerischen Biotech-Firmen entwickelt werden: „Als Local-Host freuen wir uns sehr, dass die BIO-Europe nach acht Jahren wieder in München stattfindet. Die Biotechnologie ist ein entscheidender Motor für wissenschaftlichen Fortschritt und wirtschaftliches Wachstum, und Bayern zeigt sich als ein bedeutendes Zentrum für diese Branche. Wir sind stolz darauf, diese Errungenschaften auf der BIO-Europe 2023 zu präsentieren und unseren nachhaltigen Beitrag zur weltweiten biotechnologischen Entwicklung zu leisten."

Dr. Ulrike Wolf, Ministerialdirektorin im Bayerischen Wirtschaftsministerium, sagte in ihrer Eröffnungsrede: „Bayern bietet einen idealen Nährboden für Unternehmergeist und Innovation. Wir wollen, dass junge, aufstrebende Unternehmen hier bei uns ihr Potenzial entfalten und innovative Ideen in die Praxis umsetzen können. Deshalb unterstützen wir sie mit einem vielfältigen Ökosystem, das Forschung, Finanzierungsmöglichkeiten und die Zusammenarbeit mit etablierten Unternehmen aktiv fördert."

In der von BioM und MC Services organisierten Pressekonferenz zum Thema "AI and BigData: Pushing the Boundaries in Bavarian Biopharma" wurde die Bedeutung von Künstlicher Intelligenz und Big Data für die medizinische Forschung und letztlich Entwicklung von medizinischen Lösungen hervorgehoben. Im Mittelpunkt der Diskussion standen die vielfältigen Chancen, die durch Anwendung verschiedener digitaler Technologien sowohl in der Bildanalyse wie auch bei der Entwicklung neuer Medikamente und Diagnostika entstehen – aber auch die Herausforderungen wie Datenverfügbarkeit- und -qualität sowie die notwendige Kommunikation über den Mehrwert von Gesundheitsdaten für das Wohl der Gesellschaft.

Dr. Franz Pfister, Mitgründer und CEO vom Start-up deepc aus München zeigte sich glücklich darüber, dass die Anwendung von Künstlicher Intelligenz mittlerweile bereits zum Standard in der Medizin gehört und sieht große Chancen darin: „Wir sehen viele großartige Möglichkeiten durch die Anwendung von KI im Gesundheitswesen im Allgemeinen und insbesondere im Bereich der Diagnostik, wo wir aktiv sind. Wir machen KI skalierbar und für Ärzte und letztlich Patienten zugänglich."

Über die neuartige KI-Plattform von deepc erhalten Radiologen unkompliziert Zugriff auf eine Vielzahl international führender und geprüfter KI-Anwendungen. Die Technologie wird bereits seit zwei Jahren auf dem Münchner Oktoberfest in einem KI-gestützten mobilen Computertomographen genutzt, um Kopfverletzungen schnell und sicher abzuklären.

Der auch in München ansässige Tech-Riese Google investiert aktuell 1 Mrd. Euro in Dateninfrastruktur, um den Standort Deutschland zu stärken. Vertreter Dr. Stefan Ebener, Head of Customer Engineering bei Google Deutschland machte deutlich, dass der Einsatz von KI die Entwicklungszeit von medizinischen Lösungen halbiert und die Kosten massiv senken kann. Er erklärte: „Wir brauchen Kollaborationen mit der Forschung und müssen die Bevölkerung aufklären und sie motivieren, sich auf diese KI-Zukunft einzulassen."

In der Podiumsdiskussion über das Münchner Ökosystem hoben die Redner die Stärken Münchens im Bereich Innovation hervor: eine unterstützende Regierung, eine optimale Infrastruktur, ein Pool qualifizierter Talente und erhebliche Investitionen. Vorteile, die große Technologieunternehmen wie Google und Apple mit ihrer Ansiedlung anerkennen. Um die nächste Stufe an technologischer Innovation erfolgreich zu meistern, ist die Bewältigung der Herausforderungen bei der Finanzierung von Inkubationsphasen und der Vereinfachung von klinischen Studien von entscheidender Bedeutung. Hierzu ist die Zusammenarbeit von Pharma, Investoren und Akzeleratoren wie BioM entscheidend, um im dynamischen Umfeld Münchens erfolgreich zu sein.

Mit nahezu 6.000 Teilnehmenden und 3.000 Unternehmen aus über 60 Ländern sowie knapp 30.000 Partnering-Meetings spiegelt die BIO-Europe 2023 die Bedeutung des einzigartigen Biotechnologie-Ökosystem und seinem Potential in München wider.

Die nächste BIO-Europe wird vom 4. bis 6.11.2024 in Stockholm stattfinden.

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BioM, 09.11.2023 (ENG)

Link: https://www.bio-m.org/en/news/news-detail/biom-praesentiert-bayerische-biotech-firmen-und-ihre-innovativen-loesungen-auf-bio-europe-in-muenchen.html

BioM presents Bavarian biotech companies and their innovative solutions at BIO-Europe in Munich

09.11.2023

- More than 30 Bavarian biotech companies present medical solutions
- Munich is a unique ecosystem for globally successful biotechnology
- AI and health data increasingly decisive factor for innovative developments

The Bavarian Pavilion at BIO-Europe 2023 © BioM

From 6 to 8 November, Bavarian biotechnology showed a strong presence at BIO-Europe from 6 to 8 November in Munich. As the local host of the most important biotech partnering trade fair in Europe, BioM, the network organization of the Bavarian biotechnology sector, was delighted to present outstanding developments from over 30 companies at the joint Bavarian booth together with Bayern Innovativ and to provide a platform for networking and the exchange of ideas. In addition to exciting scientific presentations and discussions, the special potential of Munich as a location and the opportunities for healthcare solutions through the application of artificial intelligence and big data were the main topics of the trade fair.

Bavarian biotech companies, from innovative start-ups to established small and medium-sized enterprises (SMEs), have proven to be leaders in the industry, not just during the COVID-19 pandemic. At the joint Bavarian booth at BIO-Europe 2023 in Munich, more than 30 of these companies presented pioneering solutions that have the potential to significantly shape the future of biotechnology. From novel therapeutic approaches against cancer to innovative approaches against antibiotic-resistant germs and revolutionary diagnostic technologies - the Bavarian biotech companies offered an impressive range of medical solutions.

Numerous industry representatives met in the state capital this year for Europe's most important biotech trade fair. With almost 6,000 participants from all over the world, BIO-Europe 2023 in Munich set a new registration record. This underlines the growing importance of the biotech industry and the relevance of this event for the global community of biotech experts.

Prof Ralf Huss, CEO of BioM, was delighted with the record attendance at BIO-Europe 2023 and the innovative solutions developed by Bavarian biotech companies: "As the local host, we are delighted that BIO-Europe is being held in Munich again after eight years. Biotechnology is a key driver of scientific progress and economic growth, and Bavaria has proven to be an important centre for this industry. We are proud to present these achievements at BIO-Europe 2023 and to make our sustainable contribution to global biotechnological development."

Dr. Ulrike Wolf, Director General at the Bavarian Ministry of Economic Affairs, said in her opening speech: "Bavaria offers an ideal breeding ground for entrepreneurial spirit and innovation. We want young, emerging companies to be able to develop their potential here and put innovative ideas into practice. That's why we support them with a diverse ecosystem that actively promotes research, financing opportunities and cooperation with established companies."

The press conference organized by BioM and MC Services on the topic of "AI and BigData: Pushing the

Boundaries in Bavarian Biopharma" highlighted the importance of artificial intelligence and big data for medical research and ultimately the development of medical solutions. The discussion focused on the many opportunities that arise with the use of various digital technologies, both in image analysis and in the development of new drugs and diagnostics - but also the challenges such as data availability and quality as well as the necessary communication about the added value of health data for the benefit to society.

Dr. Franz Pfister, co-founder and CEO of the Munich-based start-up deepc, was delighted that the use of artificial intelligence has already become standard in medicine and sees great opportunities in it: "We see many great opportunities through the use of AI in healthcare in general and especially in the field of diagnostics, where we are active. We are making AI scalable and accessible to doctors and finally patients."

The innovative AI platform from deepc gives radiologists easy access to a large number of internationally leading and tested AI applications. The technology has already been used for two years at the Munich Oktoberfest in an AI-supported mobile computer tomograph to quickly and safely diagnose head injuries. Tech giant Google, which is also based in Munich, is currently investing EUR 1 billion in data infrastructure to strengthen Germany as a business location. Representative Dr. Stefan Ebener, Head of Customer Engineering at Google Germany, made it clear that the use of AI can halve the development time of medical solutions and massively reduce costs. He explained: "We need collaborations with research and must educate the population and motivate them to move into this AI future."

In the panel discussion on the Munich ecosystem, speakers highlighted Munich's strengths in innovation: a supportive government, optimal infrastructure, a pool of qualified talent and significant investment. Advantages that major technology companies such as Google and Apple recognize by locating here. To successfully navigate the next stage of technological innovation, overcoming the challenges of funding incubation phases and facilitating clinical trials is necessary. To this end, collaboration between pharma, investors and accelerators such as BioM is crucial to succeed in Munich's dynamic environment.

With almost 6,000 participants and 3,000 companies from over 60 countries as well as almost 30,000 partnering meetings, BIO-Europe 2023 reflects the importance of the unique biotechnology ecosystem and its potential in Munich.
The next BIO-Europe will take place in Stockholm from November 4 to 6, 2024.

BioM Biotech Cluster Development GmbH

For 25 years, BioM has been the networking organization for the biotechnology industry in Munich and Bavaria, acting on behalf of the Bavarian Ministry of Economic Affairs. BioM supports the Bavarian biotechnology and pharmaceutical industry with an extensive network in establishing new business contacts. The cluster management offers interested parties from Germany and abroad central access and a wide range of information about the industry. Especially for prospective company founders, BioM offers comprehensive advice and specialized coaching, training and mentoring programs. In addition, BioM will open its incubator *MAxL* (Munich Accelerator Life Sciences & Medicine) for pre-seed projects and early-stage start-ups in the biotech and healthtech sector. Since 2011, BioM has been coordinating the m4 Award pre-seed competition in the field of biomedicine, which is funded by the Bavarian Ministry of Economic Affairs with a total of 2.5 million euros. In total, BioM has supported over 250 start-ups. BioM also organizes a wide range of training courses, events and network meetings.
More information: www.bio-m.org

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European Biotechnology Magazine, 09.11.2023 (ENG)

Link: https://european-biotechnology.com/up-to-date/latest-news/news/recordbreaking-bio-europe-in-munich-but-back-to-2019.html

Recordbreaking BIO-Europe in Munich, but: back to 2019

09.11.2023, Georg Kääb

At the BIO-Europe Conference, an expert panel discussed challenges with the upcoming EU harmonisation of HTAs.

Dr. Alexandra Zemp, Daniel Chancellor, Isma Hachi in the opening panel of BIO-Europe 2023 in Munich, about the trends in Pharma and Biotech ©EBD Group/Informa; Ludwig Schedl

The 29th BIO-Europe in Munich was able to boast record figures: around 6,000 participants for the first time, over 30,000 partnering meetings for the first time at what was already the largest European partnering event for biotech and pharma. However, many other figures are currently pointing back to 2019.

Record figures and a much better mood in Europe than one is currently hearing from the USA. Financing is difficult at the moment and the US pharmaceutical giants in particular are resorting to smaller or larger restructuring programmes for the benefit of shareholders because sales figures are returning to pre-pandemic levels. However, the European scene is hardly used to anything other than a crisis and is dealing with it in a confident and almost relaxed manner - always in the hope that the major financiers from the US will soon return.

In the opening panel discussion featured by Daniel Chancellor (Citeline/Evaluate), Dr. Alexandra Zemp (Mc Kinsey) and Isma Hachi (IQVIA) the keymessages were: There are huge opportunities in oncology, and biologics and rare diseases are driving huge amounts of pipeline creation. But partnerships are shifting to the earliest stages both as a near-term source of funding, but also that the combined expertise can be deployed to shape development strategy and add value. In another panel about 'What´s new in oncology' former global oncology head of Novartis, Susanne Schaffert, stressed, that a Biotech has to

put the commercialization in the center of any early development as early as possible and as a 'must have' to talk to Pharma.

Isma Hachi also stated, that diversity within R&D capabilities is necessary to provide the best new therapies for patients and that this is looked upon in forming partnerships as well. The party mood was crashed by Daniel Chancellor, resuming that investment is happening and recovering, albeit from the baseline established in 2019. But, as always at any BIO-Europe, the party mood cannot be crashed by any numbers and the running gag of the conference was whether these well organized and received parties on the Biotech-Titanic were just before hitting the iceberg. JPMorgan and the next BIO-Europe Spring or in autumn in Stockholm, Sweden will show.

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Der Aktionär – BioTech Report, 10.11.2023 (GER)

DER AKTIONÄR

Eine BIO-Europe der Rekorde in München

10.11.2023, Marion Schlegel, Michel Doepke

www.biotechreport.de

10.11.2023 • #14/2023

BioTech REPORT

Editorial

Vielen Dank

Liebe Leserin, lieber Leser,

mit dieser Ausgabe endet Ihr Abo des BioTechReport. Wir hoffen, dass wir Ihnen die innovative Biotech-Branche ein wenig nähergebracht und Ihnen auch spannende Investmentmöglichkeiten vorgestellt haben.
Trotz zahlreicher guter News bei unseren Depot- und Indexwerten konnte sich unser Musterdepot dem extrem schlechten Sektorumfeld nicht entziehen, sodass unter dem Strich ein Minus zum Ende dieser Runde steht. Wir sind allerdings überzeugt, dass unsere Titel im Depot das Zeug haben, in einem freundlicheren Branchenumfeld den Markt outzuperformen. Wir raten Ihnen daher, an den Aktien und dem Zertifikat weiter festzuhalten.
Festzuhalten bleibt auch, dass die Biotech-Industrie vor einer großen Zukunft steht. Auf der BIO-Europe in München haben wir aus erster Hand erfahren, an welchen neuen innovativen Produkten und Blockbusterkandidaten gearbeitet wird. Dennoch fehlt aktuell etwas die Aufbruchstimmung. Wir sind allerdings davon überzeugt, dass sich das Sentiment schon bald zum Positiven wenden wird.
Wir wünschen Ihnen alles Gute, bleiben Sie gesund!

Inhalt

Hinweis auf Interessenkonflikte gemäß § 85b WpHG:
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Marion Schlegel

Michel Doepke

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Pharmaceutical Technology, 10.11.2023 (ENG)

Pharmaceutical Technology

Link: https://www.pharmaceutical-technology.com/news/bio-europe-2023-barriers-remain-in-the-ai-pharma-revolution/

BIO-Europe 2023: Barriers remain in the AI pharma revolution

10.11.2023, Akosua Mireku

At the BIO-Europe conference, experts discussed remaining challenges in AI healthcare interventions.

Despite rapid growth, several challenges remain when it comes to incorporating artificial intelligence (AI) into biotech operations. Image Credit: Getty Images/ Vertigo3d

Despite the shift towards artificial intelligence (AI) in drug discovery and development, AI-focused biotechs still have key hurdles to overcome, said experts at the recently concluded BIO-Europe 2023 conference. Najat Khan, the chief data science officer at Janssen Research & Development, said the industry needs to tackle "lack of trust and scepticism due to lack of understanding".

Khan was speaking alongside other AI experts at the "AI shaping therapeutics destiny" panel on November 7, about the growing use of AI in pharma, and weighing the ups and downs in the field. Thomas Clozel, the CEO of OWKIN, an AI biotech company, said companies are currently struggling to communicate their visions to investors. He said the lack of overlap between tech and pharma investors, often meant that neither side could fully understand the value of the work AI startups and scale-ups do. "A lot of innovation comes from scale ups and startups, but they need financing," said Clozel.

Khan also added that the lack of understanding could sometimes extend to the deployment of new technologies in a clinical context. She highlighted the current development of Janssen's AI technologies to help stratify patients and find those that would be most responsive to a drug and best suitable for clinical trials. She said that there can be "difficulty in trial operations" if clinical research organisations or trial investigators are not onboard with the new technology and processes.

However, both experts were optimistic about the prospects of AI in pharma. Clozel said, "AI brings ways to bring more causality [in drug development]," saying that traditional drug development often looks at the correlation between the drug and response in patients before understanding why this response

occurs. Khan added that multimodal AI methods, incorporating multi-omic and pathological knowledge, allow a deeper understanding of the drug. This extends from the way the protein unfolds to the “biological underpinnings of the disease,” said Khan.

Clozel said the next step lies in allowing wider access to more data in a “federated manner”. He said, “Data is everything”, so it is important to share insights for the continued improvement of the field.

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Transkript, 10.11.2023 (GER)

Link: https://transkript.de/artikel/2023/eine-bio-europe-der-rekorde-in-muenchen/

Eine BIO-Europe der Rekorde in München

10.11.2023, Georg Kääb

Media-Panel auf der BIO-Europe, moderiert von Catherine Featherston (MC Services) mit Mike Ward (Clarivate), Kevin Grogan (Citeline), Georg Kääb (transkript)
© EBD-Group/Informa, Ludwig Schedl

Die 29. BIO-Europe in München konnte mit Rekordzahlen aufwarten: Erstmals rund 6.000 Teilnehmer, erstmals über 30.000 Partnering-Meetings auf der ohnehin schon größten europäischen Partnering-Veranstaltung für Biotech und Pharma. Aber viele andere Zahlen weisen derzeit eher zurück auf 2019.

Viele Rekordzahlen und eine deutlich bessere Stimmung in Europa, als man sie derzeit aus den USA hört, das war die Gefühlslage der diesjährigen BIO-Europe, diesmal in München. Die Finanzierungslage ist durchaus schwierig und vor allem die Pharmagiganten in den USA greifen zu kleineren oder größeren Restrukturierungsprogrammen zum Wohle der Aktionäre, weil die Umsatzzahlen wieder auf das Niveau vor der Pandemie zurückkehren. Die starke Zurückhaltung der US-amerikanischen Investoren trifft aber zumindest im Augenblick noch stärker den Heimatmarkt der vielen überbewerteten US-Biotech-Unternehmen. Die europäische Szene ist kaum etwas anderes als eine Krise gewohnt und geht souveräner, fast gelassen damit um – immer in der Hoffnung, dass die großen Geldgeber aus den USA bald zurückkehren.

In der Eröffnungsdiskussion, an der Daniel Chancellor (Citeline/Evaluate), Dr. Alexandra Zemp (Mc Kinsey) und Isma Hachi (IQVIA) teilnahmen, lauteten die Kernaussagen: In der Onkologie bieten sich enorme Chancen, und Biologika und seltene Krankheiten sorgen für einen enormen Zuwachs in der Pipeline. Partnerschaften werden jedoch in die frühesten Stadien verlagert, da sie nicht nur eine kurzfristige Finanzierungsquelle darstellen, sondern auch, weil das kombinierte Fachwissen zur Gestaltung der Entwicklungsstrategie und zur Wertschöpfung eingesetzt werden kann. In einer weiteren Diskussionsrunde zum Thema „Was gibt es Neues in der Onkologie?“ betonte die ehemalige Leiterin der

globalen Onkologieabteilung von Novartis, Susanne Schaffert, dass ein Biotech-Unternehmen die Vermarktung so früh wie möglich in den Mittelpunkt jeder Entwicklung stellen müsse und dass dies ein „Muss“ sei, um mit der Pharmaindustrie zu sprechen. In dem Zweiergespräch über Onkologie war Jean-Paul Kress, CEO der Morphosys AG, der Vertreter der Biotech-Szene. Er verwies auf die große Herausforderung für ein kleines Unternehmen, bei den vielen aktuellen Entwicklungen in der Indikation Krebs die richtigen Entscheidungen zu treffen und die Prioritäten richtig zu setzen. Auf das bekannte Mantra „Fokus, Fokus, Fokus“, das Susanne Schaffert vortrug, berichtete Kress von dem Dilemma, in das eine solche Fokussierung ein Biotech-Unternehmen stürzen kann. Nämlich wenn die eigene Pipeline oder Technologieplattform „out of focus“ der möglichen Pharmapartner gerät, einfach weil beispielsweise die Zeit die Technologieplattform zu einer Art Selbstverständlichkeit gemacht hat. Doch dann die Kehrtwende zu schaffen, sei alles andere als einfach, die finanziellen Mittel nicht oder nicht ausreichend vorhanden, um mit einem etablierten Marktteilnehmer zu kooperieren, man müsse wieder ins Risiko mit unklaren Erfolgsaussichten gehen. Kress beschrieb die eigene Suche nach neuer, externer Auffrischung der Morphosys-Pipeline als ein Ding der Unmöglichkeit: „Wir suchten ein etabliertes Medikament oder einen risikoarmen Kandidaten zu einem günstigen Preis – so etwas gibt es einfach nicht.“ Ob er mit der milliardenschweren Übernahme von Constellation das richtige Los gezogen hat, wird sich nun in wenigen Wochen bei Bekanntgabe der klinischen Daten erweisen.

Aus dem Eröffnungspanel kam auch ein anderes Thema stärker als bisher auf die Agenda: Isma Hachi betonte, dass die Diversität der Menschheit sich auch in den F&E-Abteilungen widerspiegeln müsse, um die besten neuen Therapien für die Patienten zu entwickeln, da man von Anfang an verschiedene Perspektiven, aber auch Charakteristika von Populationen einbinden sollte. Dies würde heute auch bei der Bildung von Partnerschaften viel stärker berücksichtigt.

Die traditionelle Partylaune des Partneringevents wurde schließlich von Daniel Chancellor gebremst. Er resümierte, dass die Investitionen sich zwar langsam erholten, der Rückschlag nach den Corona-Jahren aber immer noch schwer wiege. Nun starte man auf dem Niveau von 2019 quasi neu. Im Panel der Medienexperten die ein „Echo“ des auf der Konferenz Gehörten für das Publikum aufbereiteten (Foto), war es Veteran Mark Ward (Clarivate), der einen Appell an die Fondsmanager, aber auch an Big Pharma richtete, nicht auf den Millionen und Milliarden Geldern der großen Gewinne und Fondsfinanzierungen sitzenzubleiben und die Branche weiter verdursten zu lassen. Die Bremse muss nun wieder gelöst werden, da die Innovationen der Biotechs dringend benötigt werden: für die Pharma-Pipeline aber auch von den Patienten. Die nächsten BIO-Europe-Veranstaltungen im Frühjahr (Barcelona) oder im Herbst 2024 in Stockholm, Schweden, werden zeigen, ob das Dealbarometer angesprungen ist.

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TS2, 10.11.2023 (ENG)

Link: https://ts2.space/en/artificial-intelligence-marks-progress-while-facing-hurdles-in-pharma/#gsc.tab=0

Artificial Intelligence Marks Progress while Facing Hurdles in Pharma

10.11.2023, Marcin Frąckiewicz

The recent BIO-Europe 2023 conference spotlighted the transformative role artificial intelligence (AI) is poised to play in pharmaceuticals. However, experts like Najat Khan from Janssen Research & Development point out the roadblocks inherent in blending AI with biotech. A prevailing issue is the industry's tendency to hesitate, often rooted in a fundamental misunderstanding of AI's capabilities and mechanisms.

In the insightful "AI shaping therapeutics destiny" panel discussion, the conversation turned to the difficulties of fundraising for AI-driven biotech firms. Thomas Clozel, CEO of the AI biotech company Owkin, underlined the communication gap between tech-savvy and pharma-focused investors, which often results in a failure to grasp the full potential of AI applications in drug development.

Extending the discussion to practical implementation, Khan touched upon the challenges of integrating AI technologies into the fabric of clinical trials. Her commentary shed light on the importance of wider acceptance and understanding of innovative tech among clinical research teams to ensure efficient trial operations.

Despite these growing pains, the experts maintained a positive outlook on the future of AI in pharma. The power of AI to bring a causality dimension to drug development, as opposed to solely correlation-based methods, was a highlight of Clozel's forecast. Khan echoed the enthusiasm, suggesting that multimodal AI could deepen the understanding of drugs' mechanics and the biological roots of diseases.

Clozel also advocated for the expansion of data access through federated structures, emphasizing the fuel data provides for continuous progress within the field. This vision underlines the necessity for the

industry to adopt a more collaborative approach, ensuring that data insights become a shared resource to propel advancements in AI for biotech.

FAQ Section based on the Main Topics and Information Presented in the Article:

1. What was the focus of the BIO-Europe 2023 conference?
The conference highlighted the transformative role of artificial intelligence (AI) in the pharmaceutical industry.

2. What are some challenges mentioned in blending AI with biotechnology?
Experts pointed out issues such as the industry's hesitation to adopt AI, rooted in misunderstanding AI capabilities, difficulties in fundraising for AI-driven biotech firms, and the challenges of integrating AI into clinical trial operations.

3. Why is there a communication gap in fundraising for AI-driven biotech firms?
This gap stems from a lack of understanding between tech-savvy and pharma-focused investors regarding the full potential of AI applications in drug development.

4. What does the term "multimodal AI" refer to, and why is it significant?
Multimodal AI refers to AI that can analyze and learn from various types of data, which could lead to a deeper understanding of drugs' mechanics and the biological roots of diseases.

5. How does AI improve the drug development process, according to the experts?
AI can add a causality dimension to drug development, which is more powerful than simply relying on correlation-based methods.

6. What is the proposed solution to improve AI applications in biotech?
One solution is to expand data access through federated structures and to foster a collaborative approach whereby data insights become a shared resource.

Definitions for Key Terms or Jargon Used in the Article:

– Artificial Intelligence (AI): A field in computer science focused on creating machines capable of performing tasks that typically require human intelligence, such as learning, problem-solving, and decision-making.
– Biotech: Short for biotechnology, it involves the use of living organisms or their systems to develop products, often blending biological and technological processes.
– Pharmaceuticals: Relating to drugs and their preparation, use, or sale.
– Federated: In this context, a federated structure allows for the sharing and access of data across multiple institutions or entities, while maintaining control over the individual datasets.
– Multimodal AI: AI systems that can process, interpret, and learn from multiple forms of data, such as text, images, and genomic data, typically leading to more robust conclusions and predictions.
– Causality vs. Correlation: Causality indicates a cause-and-effect relationship, whereas correlation refers to a statistically significant relationship between two variables with no implication of one causing the other.

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Holland Bio, 14.11.2023 (ENG)

Link: German gemütlichkeit at BIO-Europe München - HollandBIO

German Gemütlichkeit at BIO-Europe München

14.11.2023

Last week, more than 150 Dutch delegates travelled to München for BIO-Europe; one of the bigger biotech congresses in Europe to partner up with potential partners, investors or clients to boost biotech innovations! Hollandbio teamed up with Health~Holland as hosts and offered a nice home base at the Dutch pavilion.

Moreover, the Dutch pavilion was the place to be for international attendees to discover the strengths of our beautiful life sciences ecosystem. One of the main activities hollandbio and Health~Holland organize during BIO-Europe, is the bike raffle during the networking reception at our pavilion. This year's winner was Anna Bennis, Business Developer Neuroscience at the Amsterdam UMC. Congratulations!

The next, **spring edition of BIO-Europe** will be held next March in Barcelona. Stay tuned for further details and discount codes, which give hollandbio members great discounts on All Access Passes. Adios en Barcelona!

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LinkedIn, 15.11.2023 (ENG)

Link: BIO-Europe 2023 round-up (linkedin.com)

BIO-Europe 2023 round-up

15.11.2023, Irina Babina

Hosted in the gorgeous city of Munich, the 2023 installation of BIO-Europe illuminated the vast array of innovations across the pharmaceutical supply chain, with a keen focus on pioneering drug assets. Amid varying viewpoints and emerging trends, these were my reflections:

1. Think holistically, and early

The expectation is for biotechs to jump through some additional hoops: having a regulatory strategy sussed out and think all the way through to the size of population post-approval and commercialisation, all before approaching pharma players for partnerships/ out-licensing and acquisitions. This demand coincides with many biotechs grappling with financial challenges due to prolonged fundraising timelines, cost of capital and its availability. The only advice given to biotechs was “be patient” and “don’t be impatient” because no-one likes feeling pressured.

But there ***is*** pressure for pharma to replenish their pipelines to remain competitive, regardless of the looming patent cliff. Opinions and statistics show that **internal drug discovery is diminishing**, with a surge in asset in-licensing, becoming a commercial strategy for players like Merck. With late-stage assets scarce, partnership talks are transitioning to pre-Proof-of-Concept (POC), granting biotechs substantial bargaining power contingent upon demonstrating clear asset value. As one of the panelists put it:

“Excellent science is a given, but together with exceptional execution, is a USP”

Do biotechs have the necessary expertise to think all the way to post-approval? I reckon many don’t. Isn’t that why they are looking to partner with pharma in the first place? Management consultants and

legal professionals emerge yet again as clear beneficiaries. This observation leads to latest in deal-making dynamics.

2. Deal evolution & consolidation

Many pharma now take equity positions in biotechs alongside upfront payments, behaving not only as a commercial vehicle, but also a financier. What starts out as an out-licensing discussion can easily turn into an acquisition, exemplified by Bristol Myers Squibb, Johnson & Johnson and Astellas Pharma. Having their skin in the game certainly establishes a degree of trust, and in these times risk-sharing is welcomed (although not the legal fees).

In- and out-licensing is also becoming more sophisticated: Debiopharm and Sanofi talked about the value-add of machine learning (AI) methodologies in asset evaluation, such as population assessment, prediction of new indications, combinations and even revival of shelved programmes – all using existing research data.

As these are core applications of Concr technology, I can appreciate the impact: correct patients can benefit from a drug faster, and there's an economic reward for all parties involved. Yet identifying ***who*** the correct patients are didn't receive ample attention on stage.

3. Navigating uncertainty

The focus was decidedly on discovery of new drugs (AI-enabled or otherwise), neglecting discussions on new therapeutic modalities. An entire session on progress in oncology barely mentioned antibody drug conjugates or novel drug combinations, addressing cell therapy only briefly.

"Biomarkers are a critical component of precision medicine"

Acknowledged by all as "a critical component of precision medicine", biomarkers garnered attention only after being pointed out by an audience participant in a keynote session. Whether genomic, imaging or multi-omic, biomarkers predict patients' response to treatments. As treatment regimens are becoming more complicated (especially in oncology), predicting responsive patient populations could substantially reduce drug attrition.

As with biomarkers, *in silico* trials and synthetic control arms can optimise clinical trials. I was delighted to witness that the latter is already a reality, even if it's still early days. I envisage it will substantially expedite drug approval, especially in rare conditions, thereby improving quality of life and survival of so many patients.

We at **Concr** just finished a paper on our synthetic trials in several cancer types - stay tuned 😉!

4. Constructive destruction

Finally, capital availability was discussed at several sessions. Pharma CVCs and investors insisted that there's plenty of cash floating around, while most biotechs disagreed - by show of hands and vocally. One can't ignore the macro-factors affecting global economics and public markets - interest rates are squeezing the cash, funds are struggling to raise and cost control is evidently getting tighter.

However, within these challenges lie opportunities: lower valuations might attract astute investors to clinch remarkable deals, potentially even transitioning from VC to private equity ownership of startups. Likewise, biotechs must creatively strategise their assets and partnerships, focusing on genuine value creation, even if it means discontinuation of certain programs.

Again, enabling technologies can play a role here - to cut development costs and time through reducing uncertainty and guided R&D; de-risking trials and identifying correct patient responders. These techbio companies themselves make a lucrative investment, too (wink, wink).

Overall, the outlook was positive and I'm in agreement that it is a great time to be in science. Thanks **EBD Group** for organising such a great event! Next stop - JPM Healthcare Conference 2024.

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Pharmaceutical Technology, 15.11.2023 (ENG)

Pharmaceutical Technology

Link: BIO-Europe 2023: Pharma balances on shaky financial and legislative footing - Pharmaceutical Technology (pharmaceutical-technology.com)

BIO-Europe 2023: Pharma balances on shaky financial and legislative footing

15.11.2023, Akosua Mireku

At BIO-Europe 2023, experts highlighted challenges in fundraising and concerns about impending EU legislative changes.

At the BIO-Europe conference, experts discussed barriers within the European pharmaceutical industry. Credit: GlobalData.

Following a steady recovery from the Covid-19 pandemic and amid recent global geopolitical tensions, the pharmaceutical industry is facing a completely new landscape in which new players and new challenges have risen in prominence.

A landslide shift has seen the sector industry facing continued financial challenges and brand-new legislative considerations.

The recently concluded BIO-Europe 2023 conference highlighted booming areas in the pharmaceutical industry, dedicating specific panels to oncology, cell and gene therapies and obesity therapeutics. At the conference, Susan Schaffert, the board director at Novo Holding, said there is “a tsunami of innovation coming in the space”. However, many experts highlighted hurdles that may block biotechs from advancing new drugs in these areas.

Held from 7 to 9 November in Munich, key opinion leaders gathered at the conference to debate key challenges in the industry while highlighting areas that require further improvement.

Overcoming financial hurdles

Despite 2023 predictions forecasting a better year for investments, many experts lamented a “risk-averse” venture capital climate. Jean-Paul Kress, CEO of cancer biotech MorphoSys, said: “If you don’t have value creation opportunities in your pipeline it has become almost impossible to get funding.” He

described how his company had turned to alternative financing methods such as the sale of royalties to push its later-stage clinical trials.

Ingrid Kelly Spillman, a partner at Xista Science Ventures, commented: “There are not many investors across Europe that are willing to take risks.” At a panel on early financing, i&i Biotech Fund I CEO Jaromir Zahrádka explained that his company chooses to “de-risk” its early-stage biotechs by using its expertise and contacts to iron out issues as they come.

Lutz Bonacker, CSL Behring’s general manager of commercial operations in Europe, said that “Europe needs to recognise the value pharma is bringing”, calling for governmental changes that would attract pharmaceutical investment in the area. However, he and others expressed concerns about how upcoming regulatory change could affect the landscape.

Questions remain about EU regulatory changes

The European Commission (EC) has two pieces of legislation lined up for the upcoming years that will directly affect the pharmaceutical industry; a plan to harmonise EU health technology assessments (HTA) and the European pharmaceutical legislation, both of which were key topics at the BIO-Europe conference.

The 2022 EC proposal for regulation on HTAs (HTAR) described a new system in which all EU member states would have a combined regulatory process to conduct HTAs. This is aimed to expedite the regulatory process and improve access to medicines in all EU countries, starting from 2025 for advanced therapeutic medicinal products and oncology therapies. However, Kevin Rieger, the director of corporate affairs at Beigene, discussed possible issues with the new movement.

In a panel, he said that it would be nearly impossible for companies to prepare submissions for all 27 EU countries at once.

“We’ve tried to be as fast as possible…we have been trying to get through as many pricing and reimbursement processes as fast as possible…[but]in two years, we have managed to do it in 14 countries not 27,” said Rieger, describing an undisclosed recent drug launch. He highlighted how this task would be even more difficult for smaller biotechs with fewer resources.

Whilst this was discussed, others brought up concerns about the new EU pharmaceutical legislation. Released in April 2023, the legislation proposes reduced market exclusivity for new therapies unless companies can take certain measures such as allowing an initial launch in all member states, using comparative clinical trials, or developing products for medical unmet needs.

In another panel session, Daniel Steiners, senior vice president of Bayer Pharmaceuticals in Germany, expressed potential issues with this new outlook. He said the current definition of unmet needs was too narrow, only including life-threatening or severely debilitating diseases. This may deprioritise non-fatal diseases that require new medical interventions, he added. Europa Bio’s general director Claire Skentelbery added that the unified launch across all member states may be too difficult for smaller biotechs who would not have the funds for consultation on each country’s regulatory system. She said that the legislation will “come into shape” in the next one to two years.

On the EC’s proposed changes, Miguel Forte, CEO of French biotech Kiji Therapeutics, said: “The EC’s intention is right, but the execution is flawed.”

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Transkript, 15.11.2023 (GER)

Newsletter

15.11.2023, Georg Kääb

transkript

15. November 2023

Liebe |transkript-*Leser,*

es braucht ein paar Tage der Erholung, um von der pulsierenden, dicht gedrängten, feierlichen, aber manchmal auch nachdenklichen BIO-Europe wieder in den Alltag zurückzufinden. Auch wenn das für viele bedeutet, zur nächsten Konferenz (LSX, WorldXYSummit, Medica ...) zu fahren, um auch dort alte Kontakte zu erneuern und neue zu knüpfen. In München hieß es zwar immer wieder „Geld ist im Überfluss vorhanden". Aber auf der anderen Seite des Verhandlungstisches klagten alle, dass Finanzierungsrunden unendlich schwierig geworden seien. Dennoch wird in der Biopharma-Szene investiert und Forbion und EQT Life Sciences zeigen gerade mit einer Serie A von 129 Mio. Euro in die niederländische VectorY, dass noch viel Geld im Keller liegt. Auch Andera Partners erreicht mit einer Serie-C-Finanzierung von rund 67 Mio. Euro in die Schweizer Nouscom höhere zweistellige Bereiche. Die Gerüchteküche brodelt, dass in Deutschland bald Ähnliches zu vermelden sein wird. Damit wäre der Appell des Branchenkenners Mike Ward aus einer Paneldiskussion der Münchner Konferenz schon fast erhört worden, der jedoch neben den VC-Gesellschaften auch BigPharma ermahnte, die hohen Millionen- und Milliardenbeträge aus dem Geldkeller zu holen und die Innovationsschmieden in den Biotechnologieunternehmen nicht aushungern zu lassen. Mal sehen, was der Herbst noch bringt .. Eine gute Woche wünscht

Ihr Georg Kääb

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Yahoo Finanzen, 15.11.2023 (ENG)

yahoo!finanzen

Link: Riding the tide, realize the future: The BD paths for Chinese Biotech (yahoo.com)

Riding the tide, realize the future: The BD paths for Chinese Biotech

PR Newswire
15.11.2023

WUXI, China, Nov. 14, 2023 /PRNewswire/ -- 2023 BIO-Europe just closed last week. In line with previous conferences, this BD carnival attracted more than 2,000 companies, 5,000 attendees from close to 60 countries all over the world.

Recently, we interviewed a global BD expert, Dr. Kaan Certel. He was formerly the Global Head of Oncology External Innovation, Sanofi Partnering. Now he serves as Chief Business Officer of Biocity Pharmaceutics, a Chinese biotech. Form both angles, he shared his views on Chinese biotech transformation and the key points and prospects of BD collaboration between Chinese biotech and MNCs.

Q: Congratulations on your new position! Firstly, why did you choose to join BioCity? What are the highlights of this company?

A: BioCity is a young, significantly differentiated innovative Chinese biotech with a competitive portfolio in oncology and chronic kidney disease including 7 exciting assets in clinical development phase. The company was founded by Mr. Xiang Bo Jia and Dr. Ivy Wang in 2017. Subsequently, the cofounders recruited Dr. Yong Jiang Hei as the Co-CEO and CMO. The leadership built the company on solid foundation: A patient-centric approach that aims to develop innovative drugs with urgency, born out of a deep understanding of the disease biology and target space. Importantly, each decision point of the development process is data driven. While patient care is front and center, this strategy also creates programs with robust commercial value across all geographies. The approach and the philosophy of the company is an excellent example of the transformation that is exciting the multinationals, who are seeking novel pathways and biology to target, particularly in oncology. In my assessment of thousands of companies during my previous role in Sanofi as the Global Head of Oncology External Innovation, I have rarely come across biotech that brought together all these qualities in China or elsewhere. Therefore, it was not a difficult decision to join this progressive company.

Q: Thank you. According to your experience and observation, how's the biotech scene changing in China?

A: Over the last few years, China has taken the global lead in scientific innovation. A report published by Japan's National Institute of Science and Technology Policy (NISTP) and printed by the Guardian found that China now publishes the highest number of papers annually, followed by the US and Germany. According to the article, China not only overtook the US in terms of the number of papers published but also in terms of the high impact studies. We're now beginning to see the translation of this progress into innovative pipelines, transforming the face of biotech in China. While emulating the success of proven assets with a fast-follower, me-too approach still prevalent, a few companies are taking the lead by building exciting pipelines with First-in-Class assets targeting novel pathways and biology. The clear recognition of the success of this approach is evident by the recent partnerships between multiple multinational pharma and relatively small Chinese biotech companies. The relatively rich deal terms reflect the potential impact of these programs on improving patients' lives. Oncology still dominates the innovation space, but a few companies are expanding this horizon into additional therapeutic space, such as immune/inflammation, metabolic disorder, and kidney disease.

Q: *Let's get back to BD.* What strategies should a biotech company follow to create a competitive pipeline?

A: The company pipeline must strategically combine three concepts: addressing unmet need, performing high quality science, and creating commercial opportunity. This philosophy is essential to create value for patients and shareholders. The pathways and biology explored must be well-validated in the context of the disease. Companies should be open-minded about the modality, the mode-of-action of addressing a target should be scientifically driven. Innovation does not reward copycats, nor should it be taken at face value. Nowadays it becomes more and more difficult to draw a fine line between small molecule companies andbiologics companies. Of course, platform companies will continue to emerge, but they will continue to face significant challenges on the investment side since it's very difficult to assign value to a platform.

One productive model is to build a pipeline consisting of pillars that can create synergies through potential combination therapy strategies to address multiple indication spaces, maximizing the opportunity space and asset reach by those in need. The growth of the company will be catalyzed by building around these pillars to solidify the position of the company. BioCity has accomplished this by building a portfolio that focuses on three pillars in oncology: DNA Damage Response (DDR) pathway, Immunooncology, and Antibody-drug conjugates (ADCs). As a result, BioCity is well-positioned to address both the FIC and the BIC spaces with multiple modalities including small molecules, multi-specific antibodies, and antibody-drug conjugates (ADCs) across multiple therapeutic areas.

Q: How should biotech companies think about the risks associated with innovation?

A: An important component for the continued success of Chinese biotech transformation is the strategic focus. Creating a portfolio of innovative products require novel approaches and calculated risk taking. A great example of this is the current dominant position of Chinese biotech companies in ADC space. Novel targets, novel conjugation methods, and novel cytotoxic payloads differentiate the assets and grab the attention of large pharma companies that are on the hunt for novel assets. The approach should be a strategic one. The value of yet another KRasG12C, or PD-1 inhibitor is not compelling for the investors or the patients. The strategy should begin with understanding the current need and the landscape for each indication and finding the right path to innovation. It is critical to understand the Return on Investment (ROI) for each portfolio asset. The leadership must carefully analyze the investment necessary to develop each program to a point of partnership and put that in the context of expected return from that asset, including the patient population that could potentially benefit from it. Of course, the goal is not to create a pipeline solely focused on a large ROI. The company strategy should favor a balanced portfolio driven by both science and business.

Q: What are MNCs prioritizing for potential collaborations, and what are the key points to be taken for Chinese biotech?

A: Large pharma companies look for First-in-Class (FIC)/Best-in-Class (BIC) assets with significant commercial potential across the globe. Currently, multiple large pharma companies face significant portfolio challenges in the form of patent cliffs and clinical trial failures. The industry overall is under significant stress and the investor confidence is low. Multinationals are continually reassessing their strategic priorities while focusing their pipelines. Loss of exclusivity and late-stage clinical trial failures pressure the large pharma companies to leverage partnerships, especially on clinical-stage programs, to bridge the revenue gap they are facing. In this current climate, there's significant incentive to focus on and expedite the development of promising programs with compelling data. In order to reduce risk, large pharma companies are prioritizing programs with efficacy signal and good safety profile. Although multinational companies rely heavily on scientific and commercial diligence in their collaboration decisions, they understand that when they enter into a partnership, they are also investing into team expertise in addition to the asset. Therefore, the quality of the teams is just as important as the assets. In this regard, once again, BioCity presents a great example. At BioCity, high-quality pipeline assets are developed by an experienced and dedicated team both in China and the US.

Q: What are some important considerations in structuring a deal that you could share?

A: First and foremost, it is crucial to select the right partner to enter into complex, at times difficult negotiation process. The partner should be willing to listen to BioCity concerns and address them in mutually beneficial ways. The process moves much more efficiently with a partner that share the same fundamental philosophies.

The economic terms of the deal are, of course, important, particularly for the small biotech whose investment represents a significant risk. The upfront and milestone amounts should reward the success of the programs in recognition of that fact.

Partners will also have to align on sharing the rights to the programs across various geographies. Promotion and commercialization terms in this regard are very important as strength in this area will determine the reach of the drug and drive sales. For example, BioCity will prioritize retaining the rights in China for development and commercialization while utilizing partner capabilities in the rest of the world as it would not be practical to invest into a global commercialization force for BioCity at this phase of the company.

Similarly, rights governing further clinical and preclinical research on the targets must be balanced to allow both parties to expand the benefits of the program. In doing so, however, small biotech companies need to be cognizant of the resource limitations as overstretching the goals could create significant financial stress on the company.

Finally, in my view, one of the most critical parts of the contract is the termination clause. While we always plan for success, we should also be prepared for the failure of the programs at various stages and plot exactly how we will manage potential outcomes before we face them.

Q: Thank you. Our second-to-last question: what is BioCity's partnering strategy?

A: A successful partnering strategy should focus on maximizing the value of the programs and providing global access to patients across geographies expeditiously. Most large oncology indications remain as high unmet need spaces with dismal 5-year survival expectancy. Therefore, BioCity BD team will focus on partners that will help speed up progress in clinic across broad indication spaces. Our aim is to create deal structures that will set up a win-win-win scenario for both partners as well as the patients. As we develop into a global company born in China, we also recognize the importance of retaining significant value of our programs in China through creative deal structuring. This will pave the path for strengthening our clinical development capabilities and building a commercial force in China. For ex-China territories, we will focus on leveraging partner's global capabilities in clinical development and commercialization. The goal of our BD activities at BioCity is to create value for our shareholders and the patients.

Q: Last question. How will the BioCity BD team work together to execute on this strategy?

We have now begun to reach out to MNCs to socialize our clinical stage programs to explore potential partnership paths. As we meet with our potential partners, we are learning about what additional data that might be necessary to move into deeper licensing discussions. Based on this information we are in the process of assessing each program under multiple partnership scenarios to position the entire portfolio in the strongest possible shape. We have initiated good dialogue with multiple potential partners, and we will continue to cultivate these relationships as we advance the programs to their appropriate inflection points. We believe the inflections would happen not far in the future.

Based on the portfolio with great potential, BioCity has built a young, energetic, and competent BD team. As the leader of this team, I am excited to work side by side with my team members and help guide their professional development process. I have all the confidence that the team will blossom into a strong group of BD professionals in a relatively short period of time. The team's development will play an important role in the short-term partnering activities as well as the long-term growth phase of the company.

About Dr. Kaan Certel

Dr. Kaan Certel has over 20 years of academic and industry experience. He is a globally recognized business development expert, also he is a cancer biologist with a deep understanding of genetics, cell biology, and immunology.

Recently, Kaan has been appointed as the Chief Business Officer of Biocity Biopharmaceutics. In this role, he is responsible of leading the company's global BD activities, and supporting strategic management affairs. Before joining BioCity, he was the Global Head of Oncology External Innovation, Sanofi Partnering, where he led a team of senior level professionals to identify and assess potential in-licensing and collaboration opportunities.

His previous R&D experience includes small molecule discovery at X-Chem Pharmaceuticals and antibody discovery at X-Body Biosciences, which is now a part of Bristol Myer Squibb. His expertise expands multiple therapeutic areas such as oncology, immune-oncology, and autoimmune diseases.

Kaan received his Ph.D. degree in Genetics from the University of Iowa and had his postdoctoral training in the Koch Institute for Integrative Cancer Research at MIT.

About BioCity

Founded in December 2017, BioCity is a clinical-stage biopharmaceutical company committed to developing novel and highly differentiated, modality-independent therapeutics for cancer and autoimmune disorders including chronic kidney diseases (CKD). The company has established a pipeline of more than 10 innovative drug candidates based on diversified modalities including small molecules, monoclonal and bispecific antibodies, as well as antibody-drug conjugates (ADCs).

Currently, BioCity Biopharma has 6 oncology assets in Phase 1 development, including the first-in-Class CDH3-targeting ADC, agents targeting the DNA damage response (DDR) pathway via a WEE1 and an ATR inhibitor, and agents targeting the immune system including a T cell engager (CD3/EGFR BsAb), an immune checkpoint inhibitor (TIM-3 mAb), and a T cell activator (4-1BB mAb). In addition, an endothelin A (ETA)-receptor selective antagonist for CKD is in phase 2 randomized trial.
For more information, please visit: www.biocitypharma.com

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BioStock, 20.11.2023 (ENG)

Link: Lipum's SOL-116 sparked interest at BIO-Europe - BioStock

Lipum's SOL-116 sparked interest at BIO-Europe

20.11.2023

On November 6-8, it was once again time for BIO-Europe, Europe's largest partnering conference in the life science sector. Lipum's CEO Einar Pontén and business developer Sven Undeland were there to present the latest progress in the company's drug development to potential partners and investors. Einar Pontén shared his insights from this year's BIO-Europe in Munich.

Lipum is an Umeå-based biopharmaceutical company that develops a biological drug with a new mechanism of action for the treatment of inflammatory diseases, with an initial focus on rheumatoid arthritis. The company's antibody SOL-116 blocks Bile-Salt Stimulated Lipase (BSSL), which is a unique target molecule for the treatment of inflammatory diseases.

Completing phase I study and preparing for phase II

SOL-116 is currently being evaluated in a clinical phase I study, with planned reporting of results in 2024. So far, the results have confirmed that SOL-116 is safe and well tolerated in humans.

Once the study is concluded, Lipum plans to initiate a phase II study as soon as possible. They are currently preparing for this study through discussions with contract research organisations and the **Medical Products Agency**. Additionally, the company is in ongoing discussions with potential partners for the continued development of SOL-116.

BIO-Europe 2023

To promote opportunities for partnerships, Lipum participates in various types of partnering conferences, withBIO-Europe being a priority. This year's conference was held in Munich, Germany, and attracted more than 5500 participants from 60 countries and 2220 companies.

BIO-Europe is a central meeting place for business leaders in the life science sector and creates opportunities for networking, meetings and partnerships. In addition, BIO-Europe is an important platform for discussing current trends and challenges in the industry.

Lipum's CEO reflects on BIO-Europe

Sven Undeland at BIO-Europe

Lipum's CEO **Einar Pontén** and business developer **Sven Undeland** had the opportunity to meet a large number of potential partners in pharma as well as some venture capital players during BIO-Europe. BioStock reached out to Einar Pontén to gain more insight into the discussions that took place during the event.

First of all, what was Lipum's main goal in participating in the conference?

– We were there to meet both potential partners and investors. We have talked to many of them before, so we gave them an update on the very latest progress and told them about our next steps. It is equally important to get their comments and recommendations so that we produce the results that they request. We also initiated new discussions with companies that we have not met before.

Einar Pontén at BIO-Europe

How do you usually introduce the SOL-116 project to those who have not heard about it before?

– The short version is that we have identified a unique target molecule for the treatment of chronic inflammatory diseases and that the company's antibody, directed at the target, is in clinical phase I development.

– Those who have not heard of us before react with great interest. It is not every day that they meet someone with a brand new target in this field. However, we have now been around long enough for most people to have heard of us and our progress.

What kind of companies did you meet at BIO-Europe?

– We had the opportunity to talk to both large and medium-sized pharmaceutical companies as well as venture capital companies, even though the proportion of VC companies is lower at BIO-Europe during the autumn. Especially valuable is the opportunity to discuss with Big Pharma, which willingly share the data they want to see from us.

Was there a specific topic that frequently came up during the conversations at BIO-Europe?

– Surprisingly, there was not as much focus on macroeconomics as one might have thought. I did not see any pessimism at all among the participants. It seems we have moved beyond that phase. Overall, there was a very positive atmosphere both on the conference floor and during meetings.

– Unfortunately, I missed the lectures due to back-to-back partnering meetings, but usually they provide an excellent opportunity to capture industry trends.

What do potential partners and investors usually ask for?

– Almost all the pharma companies want to see data from patients, and it does not necessarily have to be data from an efficacy study. In our case, it may also involve data on how SOL-116 affects biomarkers and interacts with target (BSSL) in patients. Then, of course, it is even better if we manage to present efficacy data from a phase II study.

– Many of them also ask if we have enough capital to be able to move forward in the development. We are in a way part of their pipeline and they want us to move forward, even if they are not quite ready to enter into collaboration or licensing agreements.

– The VC companies are also interested in the ownership structure of the company, which the pharmaceutical companies do not focus on as much.

Are there any specific insights that you gained from the meetings?

– What I take with me from BIO-Europe and similar meetings is that you are never 'too small' and have done too little. You should be proud of what you have achieved and talk about the company's achievements and plans for the future. In this way, you build your relationship with potential partners. Nor should you expect that it is enough to meet them once. It is important to actively building long-term relationships, often over several years, before you can deepen the collaboration. It is a process that takes time, and you have to have a long-term view of the relationship with them.

– It is therefore very important that you document everything that is said in the meetings, because you or someone else will need that information later. I am convinced that there is enough information for Ola Sandborgh to work on when he takes over as the new CEO of Lipum in December.

Finally, how would you compare your candidate to other projects at BIO-Europe?

– Being First-in-Class means that we have no direct competitors, which has given us peace of mind and good patent protection. But it can also be a challenge as it requires more work on our own compared to pharmaceutical companies that work with known target molecules.

– Since SOL-116 is First-in-Class, the burden of proof is on us. We must not only show that SOL-116 has an effect, but also explain why and how it has an effect. We are continuously working to evaluate the mechanism of action and will publish more about this. Our collaboration with Karolinska Institutet is part of the process to further strengthen our knowledge, which is likely to attract even greater interest from big pharma.

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LinkedIn posts from attending journalists (in order by name)

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Michel Doepke (ENG)

Link: https://www.linkedin.com/posts/michel-doepke-a96a081bb_bioeurope-biotechnologie-biotech-activity-7127334205503488000-VtVd?utm_source=share&utm_medium=member_desktop

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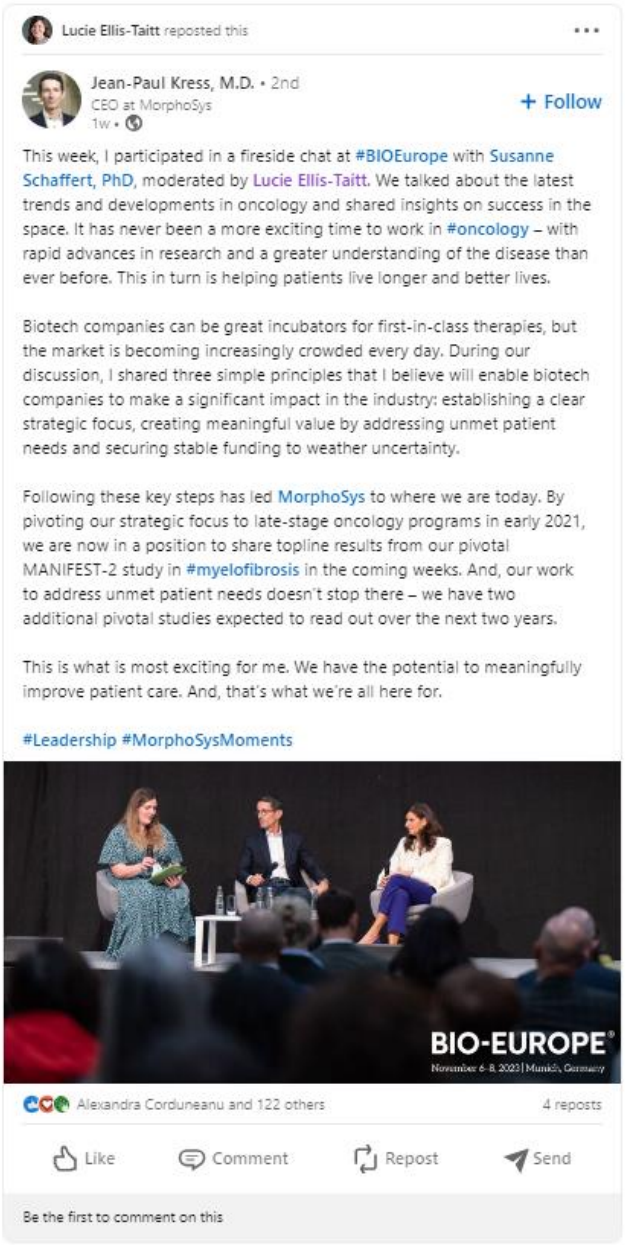
Lucie Ellis-Taitt (ENG)

Link: https://www.linkedin.com/posts/jean-paul-kress_bioeurope-oncology-myelofibrosis-activity-7127928418247008256-JXvm?utm_source=share&utm_medium=member_desktop



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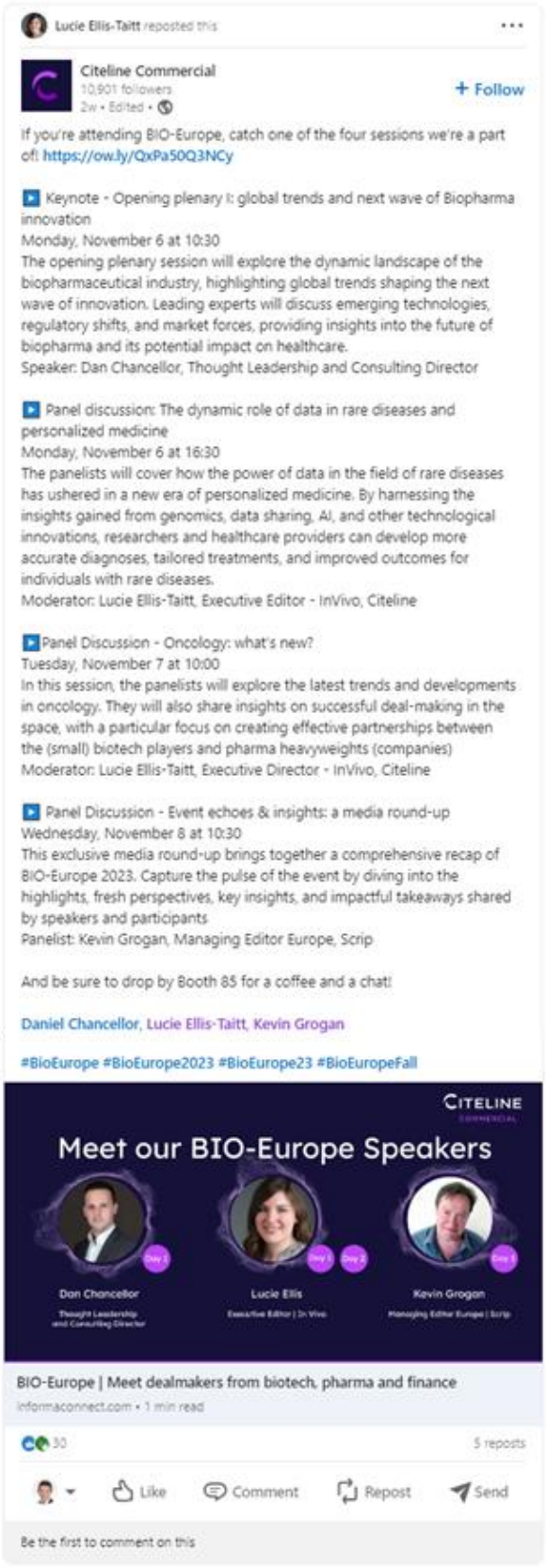
Link: https://www.linkedin.com/posts/citelinecommercial_bio-europe-meet-dealmakers-from-biotech-activity-7126207642149998592-FMY0?utm_source=share&utm_medium=member_desktop



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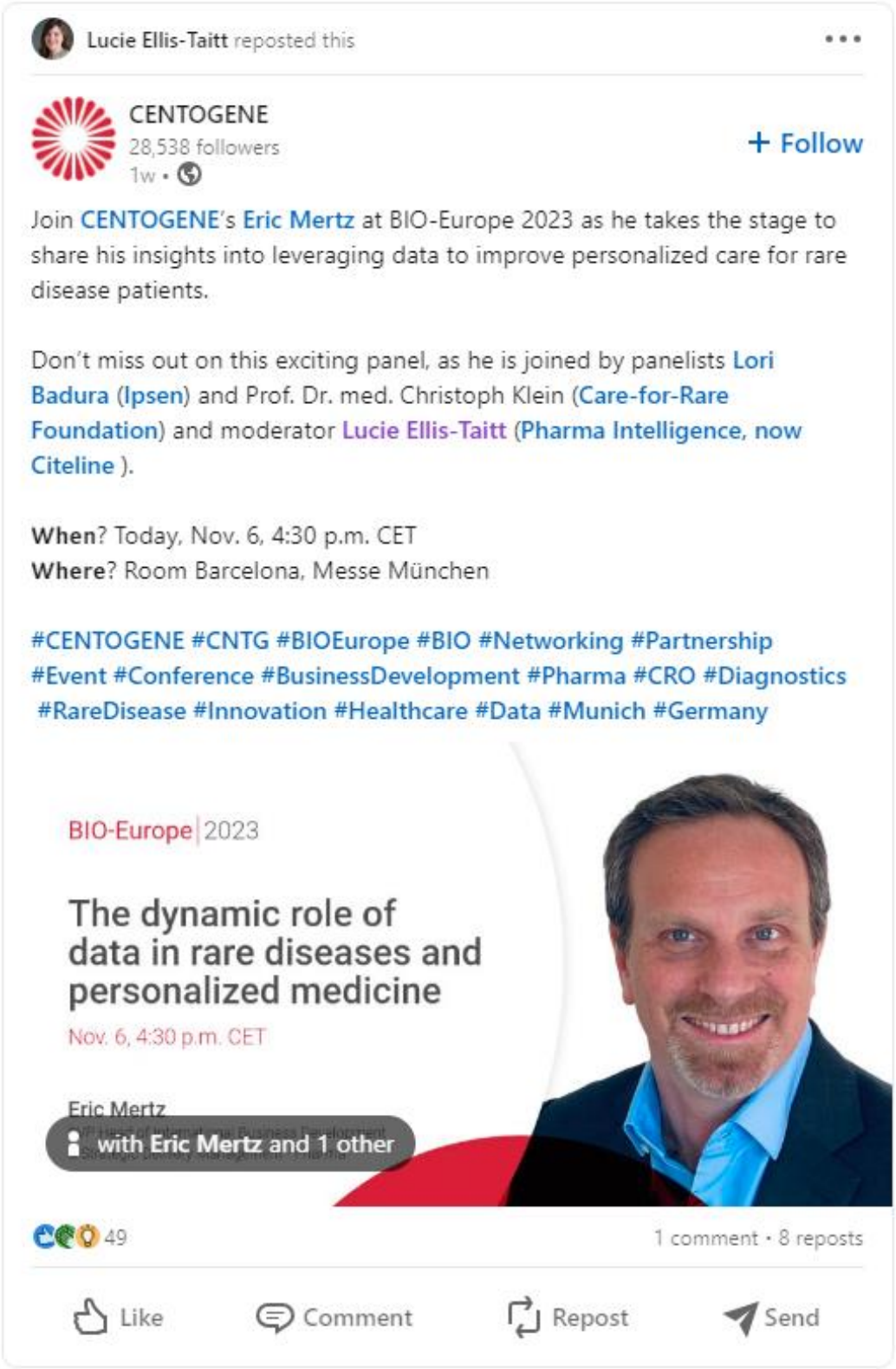
Link: https://www.linkedin.com/posts/centogene_centogene-cntg-bioeurope-activity-7127199380608016384-LgPm?utm_source=share&utm_medium=member_desktop



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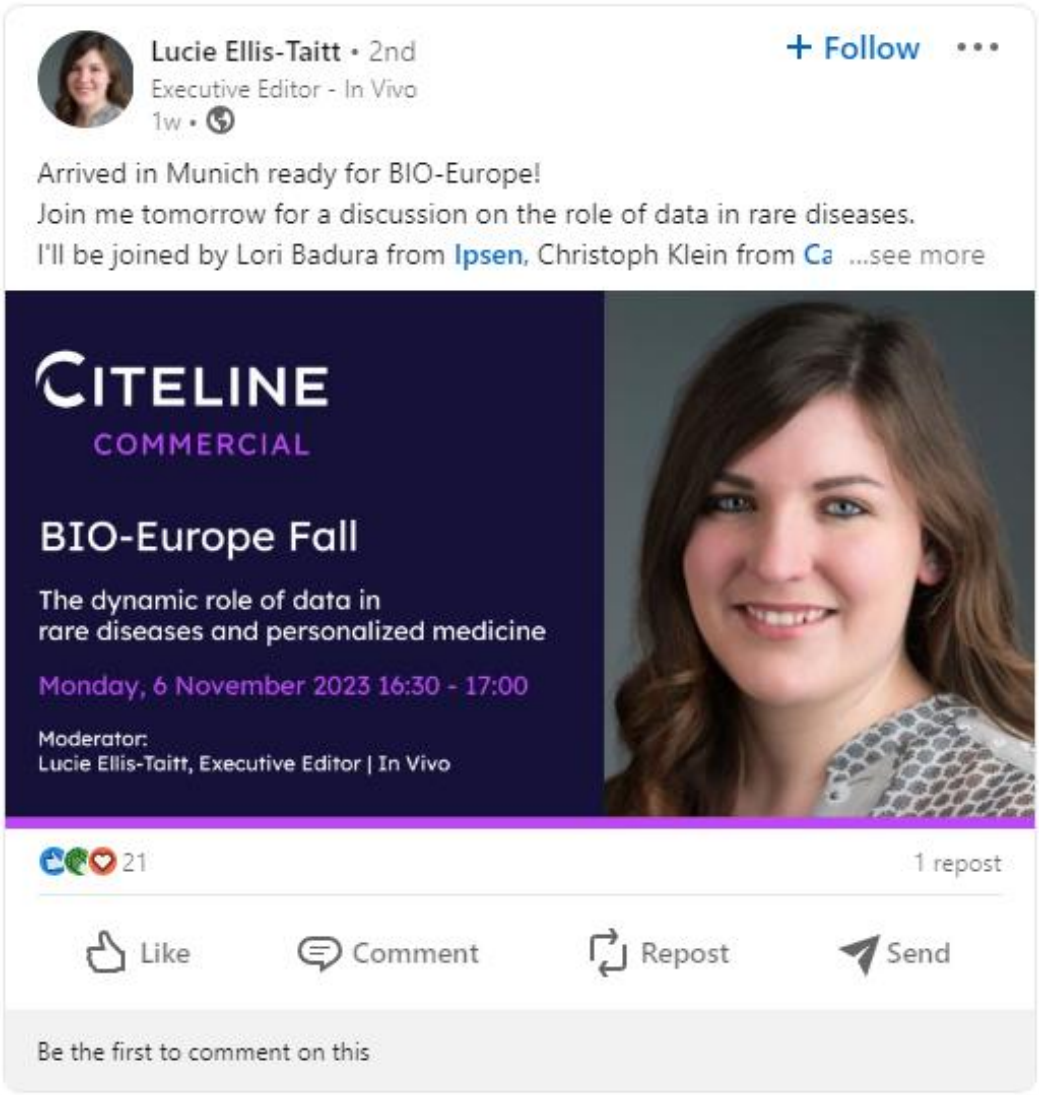
Link: https://www.linkedin.com/posts/lucie-ellis-taitt-6598a551_arrived-in-munich-ready-for-bio-europe-activity-7127056638523379713-9URp?utm_source=share&utm_medium=member_desktop



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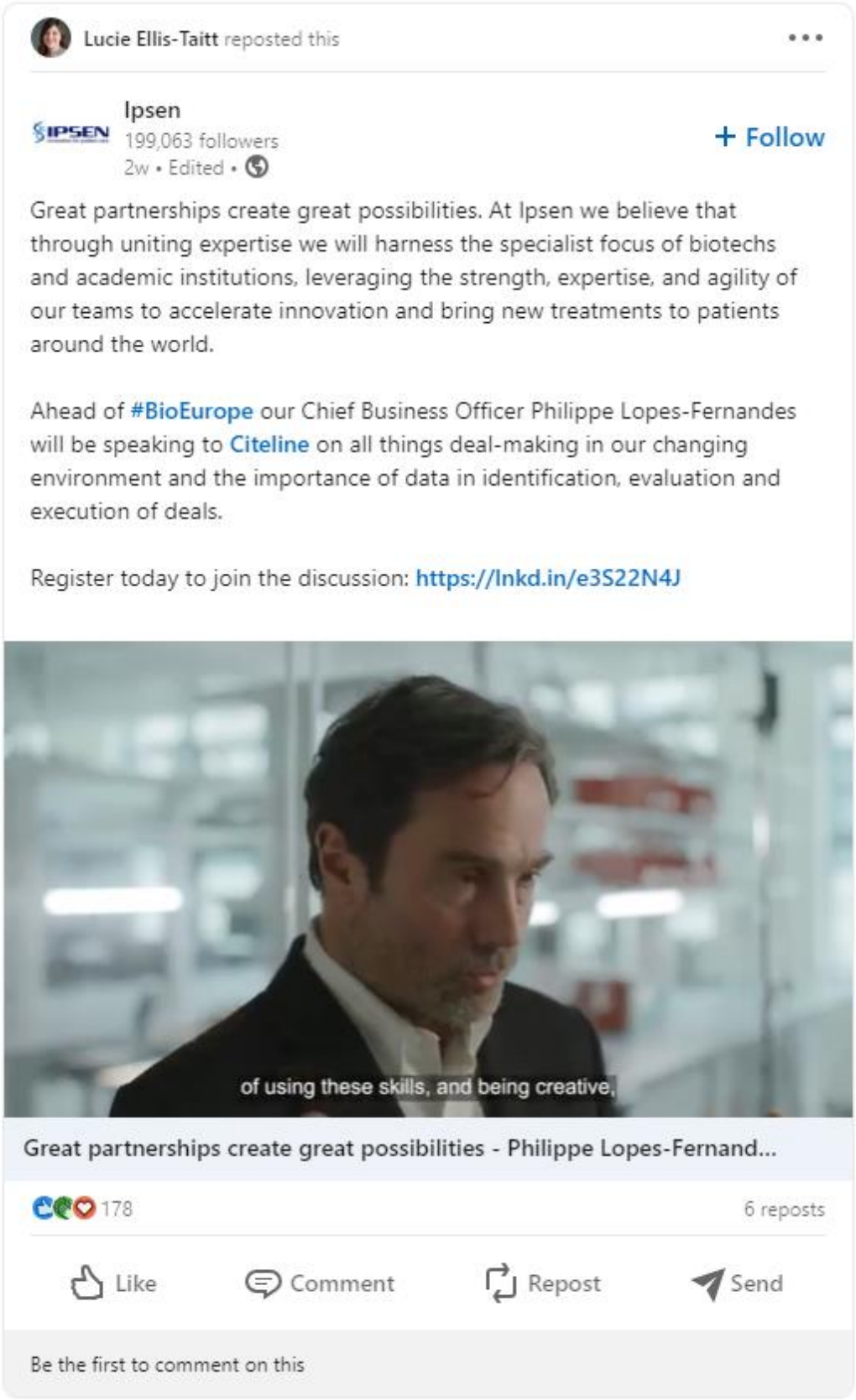

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Catherine Featherston (ENG)

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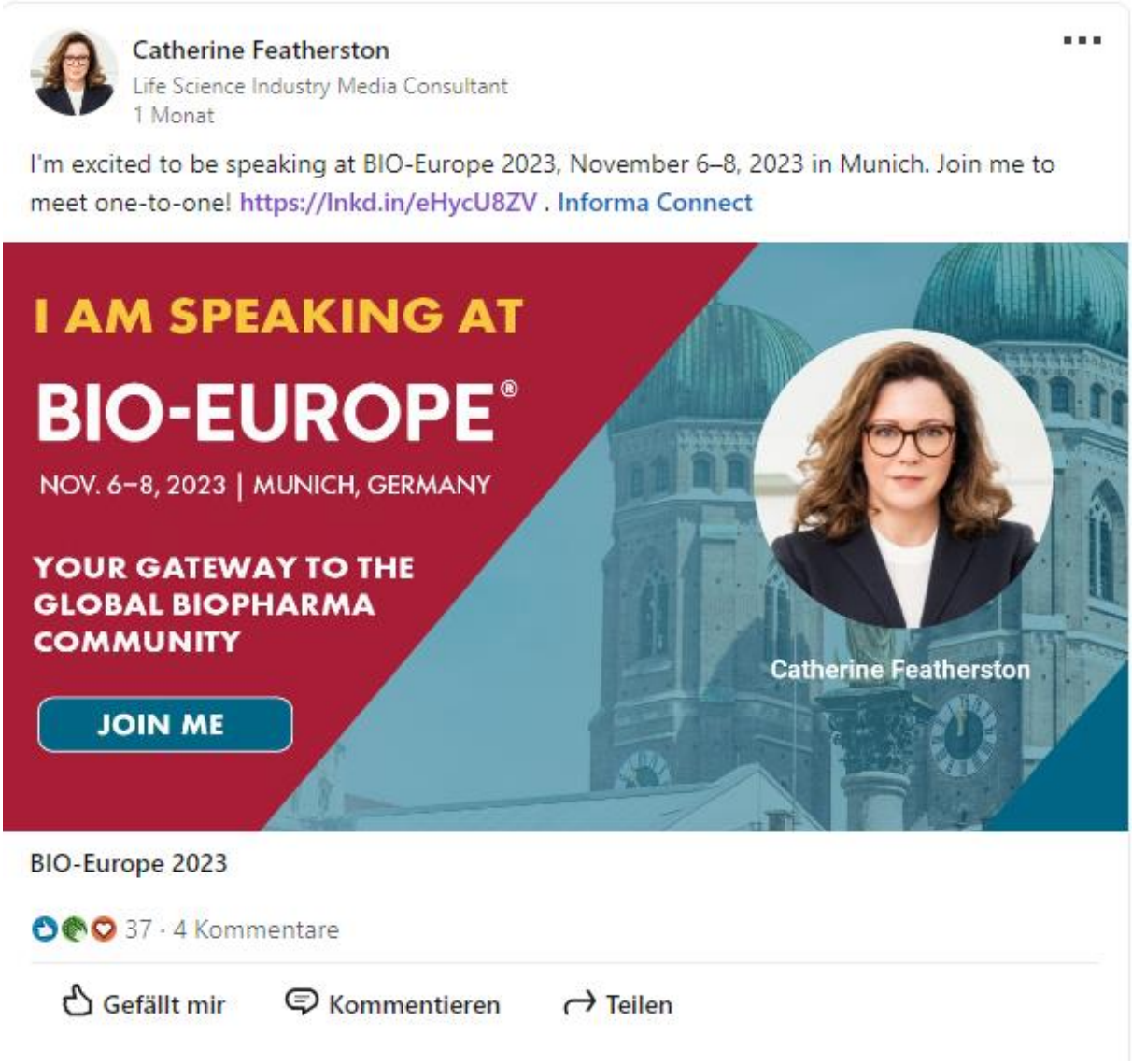

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Maire Gerrard (ENG)

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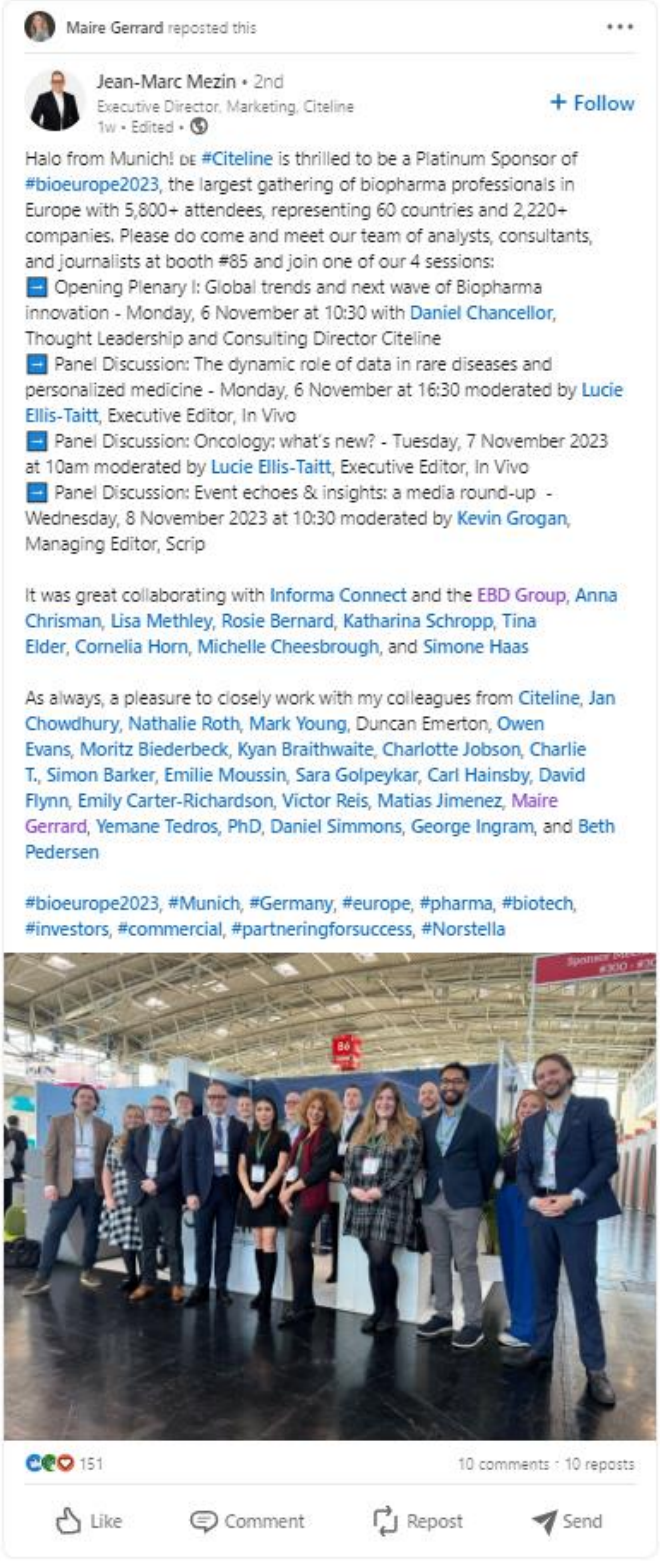

Maire Gerrard reposted this

Jean-Marc Mezin • 2nd
Executive Director, Marketing, Citeline
1w • Edited •

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Halo from Munich! DE #Citeline is thrilled to be a Platinum Sponsor of #bioeurope2023, the largest gathering of biopharma professionals in Europe with 5,800+ attendees, representing 60 countries and 2,220+ companies. Please do come and meet our team of analysts, consultants, and journalists at booth #85 and join one of our 4 sessions:
➡ Opening Plenary I: Global trends and next wave of Biopharma innovation - Monday, 6 November at 10:30 with Daniel Chancellor, Thought Leadership and Consulting Director Citeline
➡ Panel Discussion: The dynamic role of data in rare diseases and personalized medicine - Monday, 6 November at 16:30 moderated by Lucie Ellis-Taitt, Executive Editor, In Vivo
➡ Panel Discussion: Oncology: what's new? - Tuesday, 7 November 2023 at 10am moderated by Lucie Ellis-Taitt, Executive Editor, In Vivo
➡ Panel Discussion: Event echoes & insights: a media round-up - Wednesday, 8 November 2023 at 10:30 moderated by Kevin Grogan, Managing Editor, Scrip

It was great collaborating with Informa Connect and the EBD Group, Anna Chrisman, Lisa Methley, Rosie Bernard, Katharina Schropp, Tina Elder, Cornelia Horn, Michelle Cheesbrough, and Simone Haas

As always, a pleasure to closely work with my colleagues from Citeline, Jan Chowdhury, Nathalie Roth, Mark Young, Duncan Emerton, Owen Evans, Moritz Biederbeck, Kyan Braithwaite, Charlotte Jobson, Charlie T., Simon Barker, Emilie Moussin, Sara Golpeykar, Carl Hainsby, David Flynn, Emily Carter-Richardson, Victor Reis, Matias Jimenez, Maire Gerrard, Yemane Tedros, PhD, Daniel Simmons, George Ingram, and Beth Pedersen

#bioeurope2023, #Munich, #Germany, #europe, #pharma, #biotech, #investors, #commercial, #partneringforsuccess, #Norstella

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Julia Groß (ENG)

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Julia Groß • 2nd
Focus Money
1w •
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Bessere Botschafter für das Innovations-Ökosystem #München kann man sich nicht wünschen! Danke Laura A. Lane Ralf Huss Heinrich Moisa und Hubert Birner für das engagierte Gespräch auf der #BIOEUROPE

See translation

Heinrich Moisa • 2nd
President & Managing Director Novartis Germany
1w •
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Zusammenarbeit und Vernetzung sind die Basis für effiziente, lebensverändernde Innovationen für Patient*innen!

In diesen Tagen findet die BIO-Europe, das europaweit größte Netzwerk- und Partnering-Event der internationalen Biotech- und Pharmabranche, in München statt. In diesem Rahmen habe ich mit Laura A. Lane, Ralf Huss und Hubert Birner zum Thema „A Perfect Symbiosis: What We Can Learn from Munich as the Petri Dish of the European Life Sciences Industry" diskutiert.

Ich selbst habe vor mehr als 20 Jahren hier im Münchner Raum meine Karriere in der Biotech-Branche begonnen und bin heute wieder hier als Vertreter eines großen internationales Pharmaunternehmens.

Die Stadt München ist auch für uns bei Novartis neben unserem Hauptsitz in Nürnberg zu einem wichtigen Standort geworden. Sie ist ein florierendes Zentrum für Innovationen in den Bereichen Biotechnologie und Biowissenschaften geworden. Mit ihren einzigartigen Möglichkeiten als Wirtschafts- und Innovationsmetropole zieht sie Biotechs, Start-ups und Wissenschaftler*innen an. Hier vernetzen sich Unternehmen mit universitärer Forschung und Zentren wie die TUM oder LMU. Zahlreiche Forschungsprojekte auf nationaler und internationaler Ebene, der Austausch mit der Wissenschaft, Ausgründungen von Start-ups – das alles sind Beispiele für die Zusammenarbeit und Symbiose der Branche und bilden die Wissenschaft und die Wirtschaft von morgen.

Lassen Sie uns gemeinsam daran arbeiten, dass Spitzenforschung und Innovationen für Patient*innen weiterhin aus München, aus Bayern, aus Deutschland und Europa kommen!

Julia Groß

#gemeinsam #BIOEUROPE #StandortDeutschland #StarkAmStandort #Innovation #ForschungUndEntwicklung #Allianzen #Gesundheitsversorgung #Schluesselindustrie

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Kaja Skorka and 26 others

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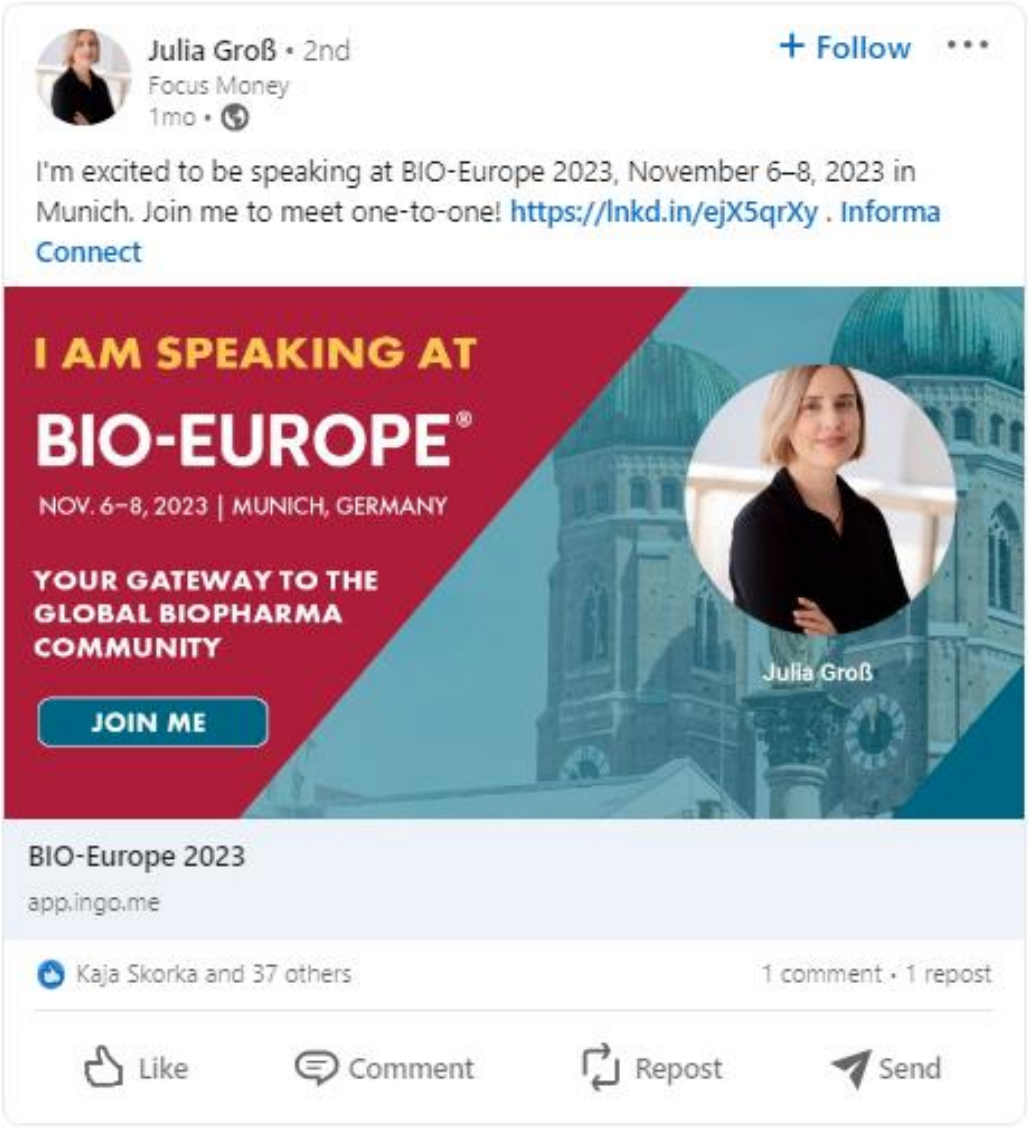

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Philipp Hemme (ENG)

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Dylan Kissane (ENG)

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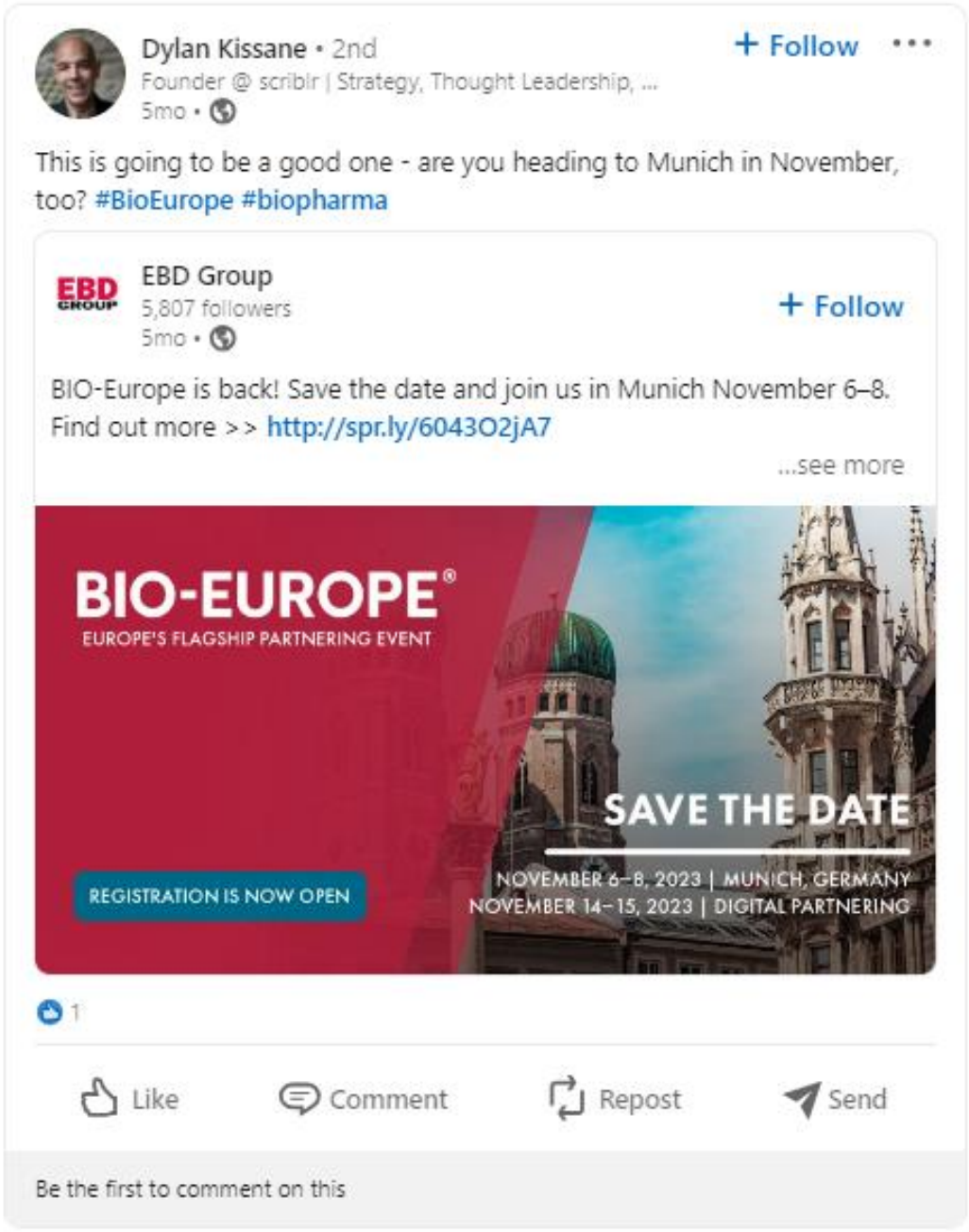

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MC Services AG (ENG)

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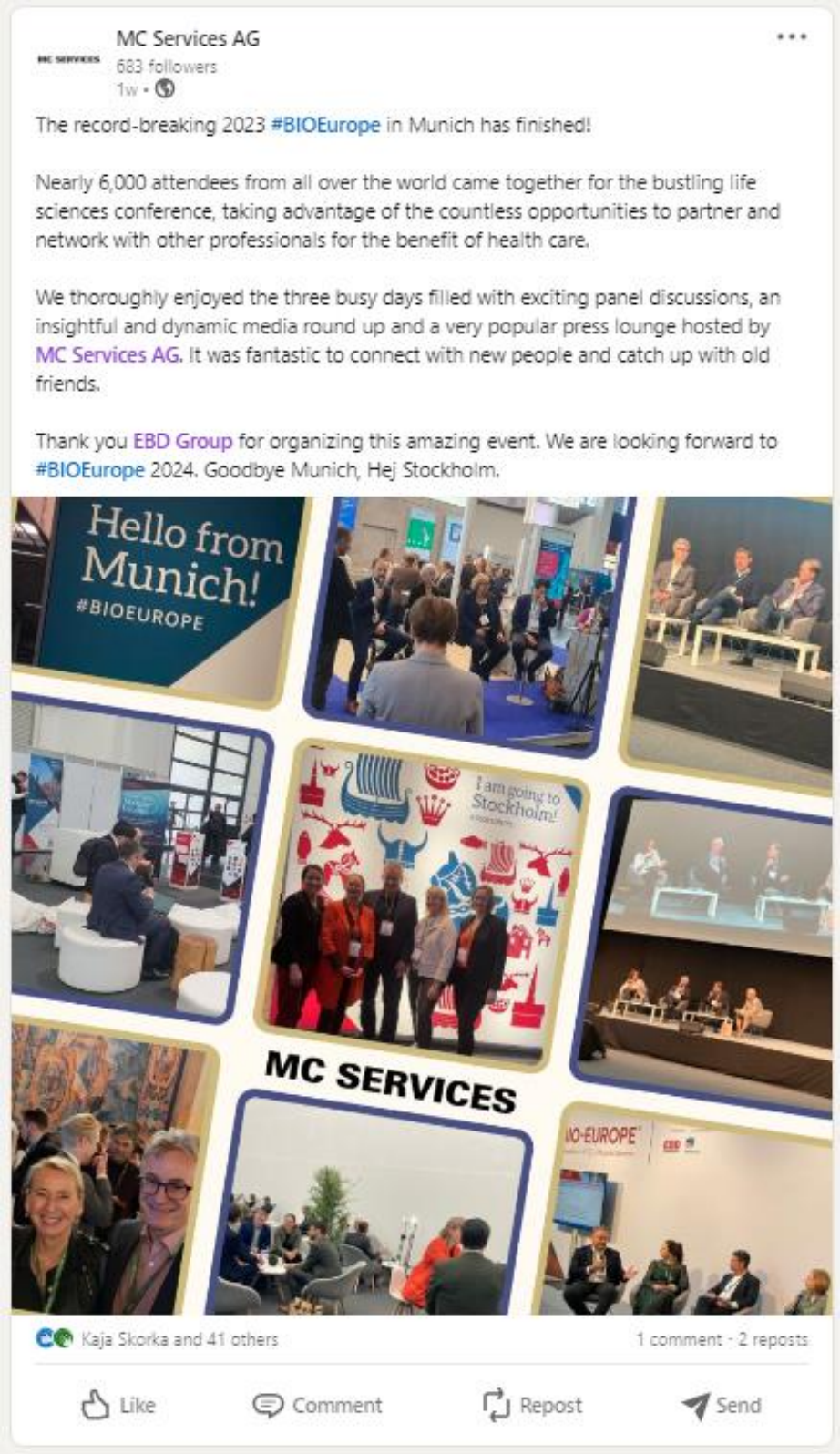

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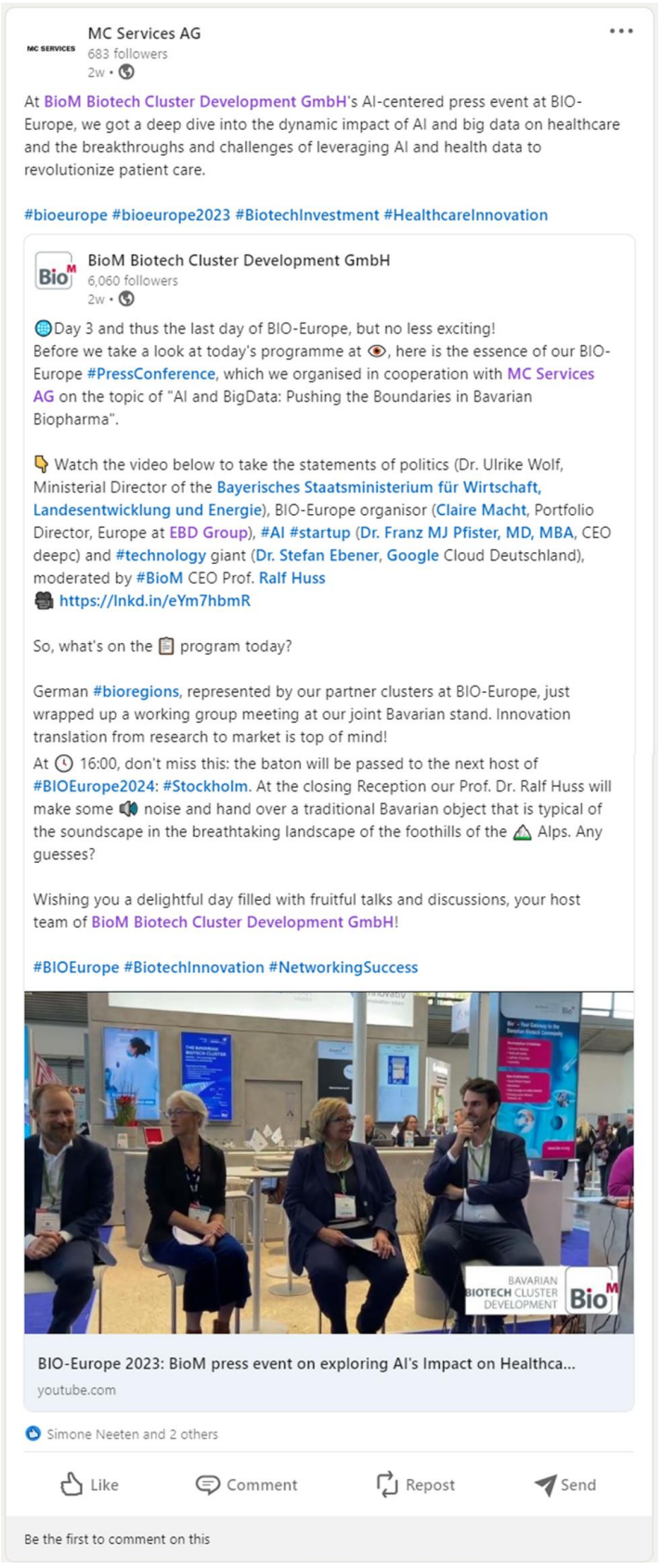

MC Services AG
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At BioM Biotech Cluster Development GmbH's AI-centered press event at BIO-Europe, we got a deep dive into the dynamic impact of AI and big data on healthcare and the breakthroughs and challenges of leveraging AI and health data to revolutionize patient care.

#bioeurope #bioeurope2023 #BiotechInvestment #HealthcareInnovation

BioM Biotech Cluster Development GmbH
6,060 followers
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Day 3 and thus the last day of BIO-Europe, but no less exciting!
Before we take a look at today's programme at , here is the essence of our BIO-Europe #PressConference, which we organised in cooperation with MC Services AG on the topic of "AI and BigData: Pushing the Boundaries in Bavarian Biopharma".

Watch the video below to take the statements of politics (Dr. Ulrike Wolf, Ministerial Director of the Bayerisches Staatsministerium für Wirtschaft, Landesentwicklung und Energie), BIO-Europe organisor (Claire Macht, Portfolio Director, Europe at EBD Group), #AI #startup (Dr. Franz MJ Pfister, MD, MBA, CEO deepc) and #technology giant (Dr. Stefan Ebener, Google Cloud Deutschland), moderated by #BioM CEO Prof. Ralf Huss
https://lnkd.in/eYm7hbmR

So, what's on the program today?

German #bioregions, represented by our partner clusters at BIO-Europe, just wrapped up a working group meeting at our joint Bavarian stand. Innovation translation from research to market is top of mind!
At 16:00, don't miss this: the baton will be passed to the next host of #BIOEurope2024: #Stockholm. At the closing Reception our Prof. Dr. Ralf Huss will make some noise and hand over a traditional Bavarian object that is typical of the soundscape in the breathtaking landscape of the foothills of the Alps. Any guesses?

Wishing you a delightful day filled with fruitful talks and discussions, your host team of BioM Biotech Cluster Development GmbH!

#BIOEurope #BiotechInnovation #NetworkingSuccess

BIO-Europe 2023: BioM press event on exploring AI's Impact on Healthca...
youtube.com

Simone Neeten and 2 others

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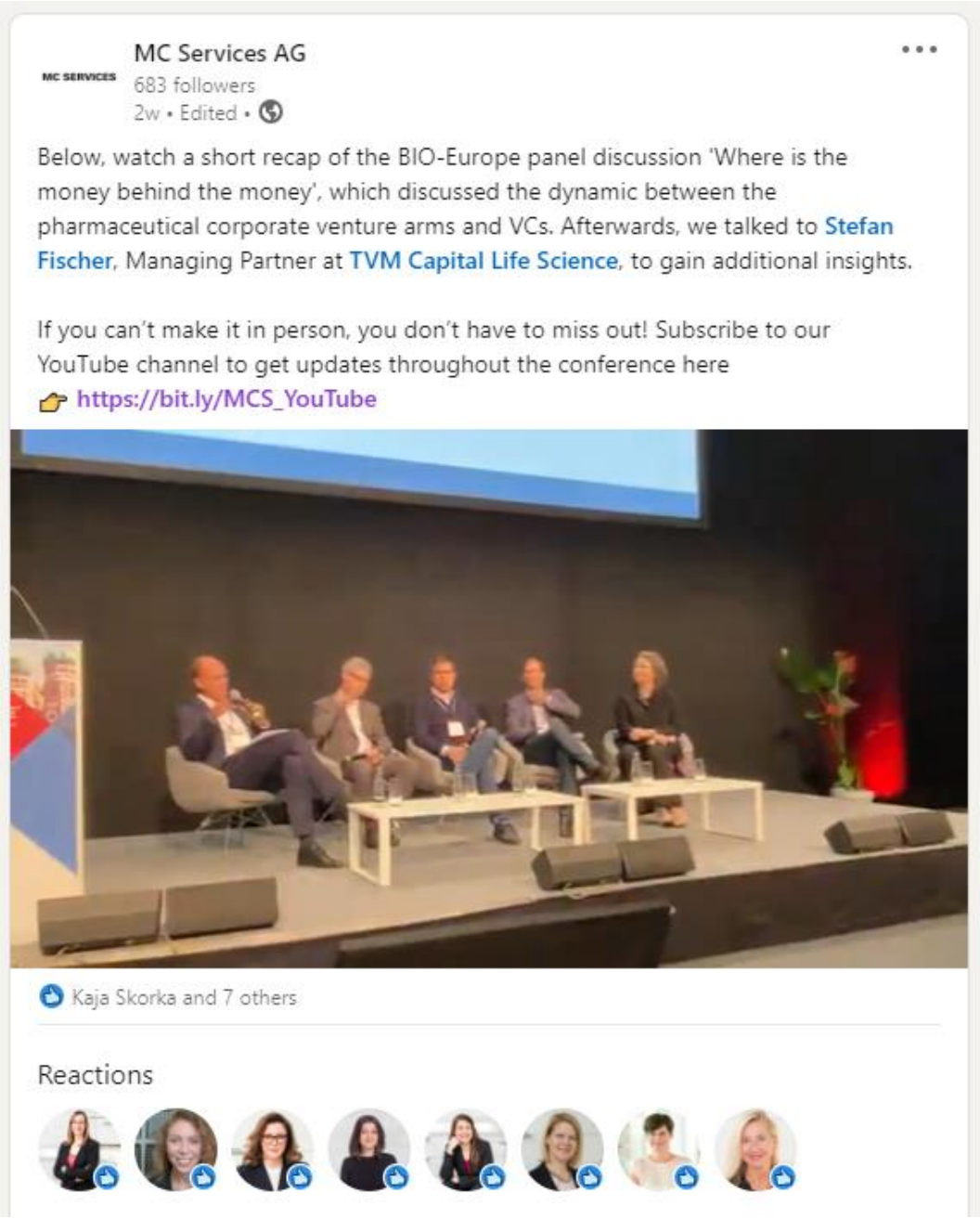

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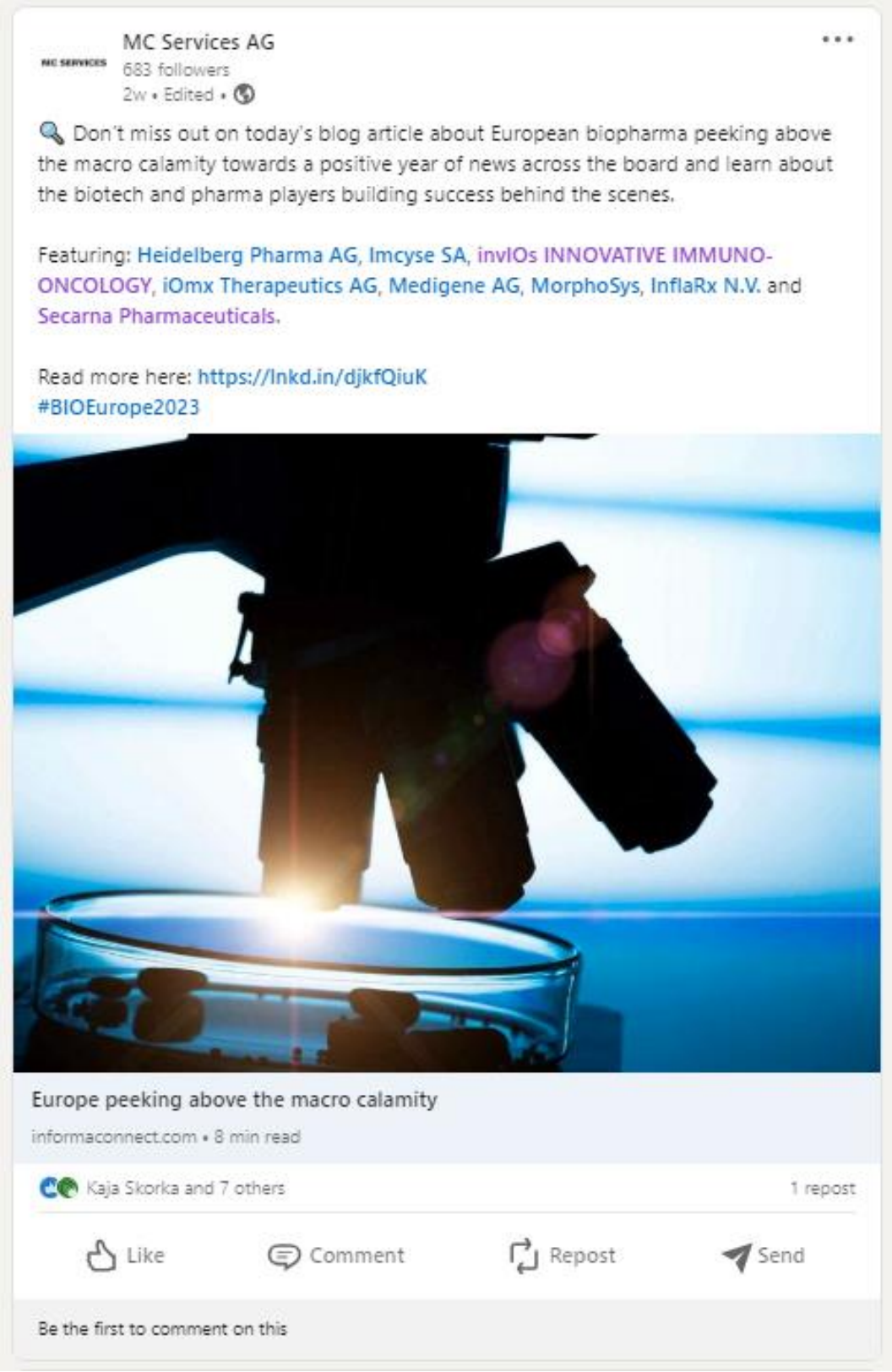

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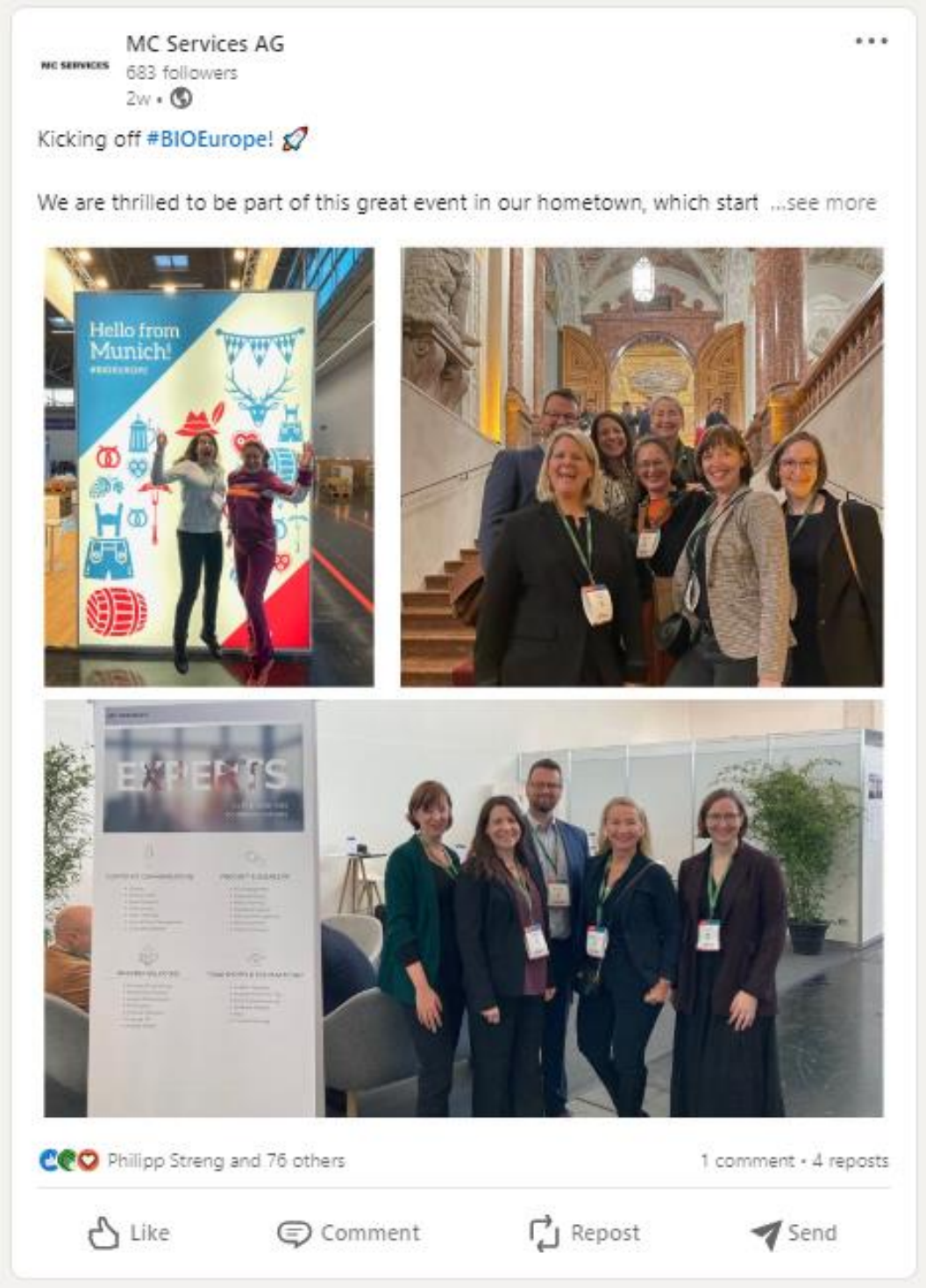

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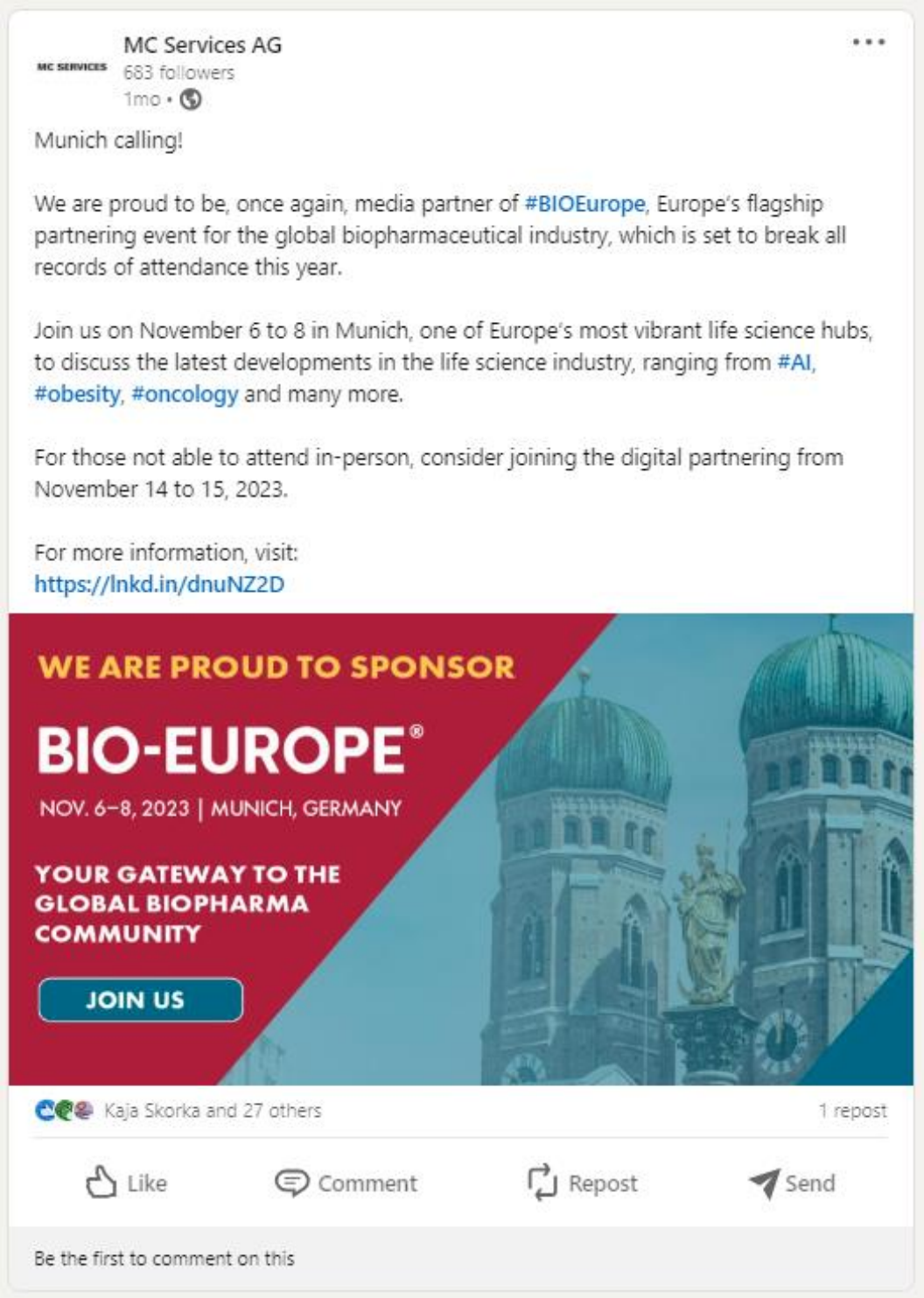

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Akosua Mireku (ENG)

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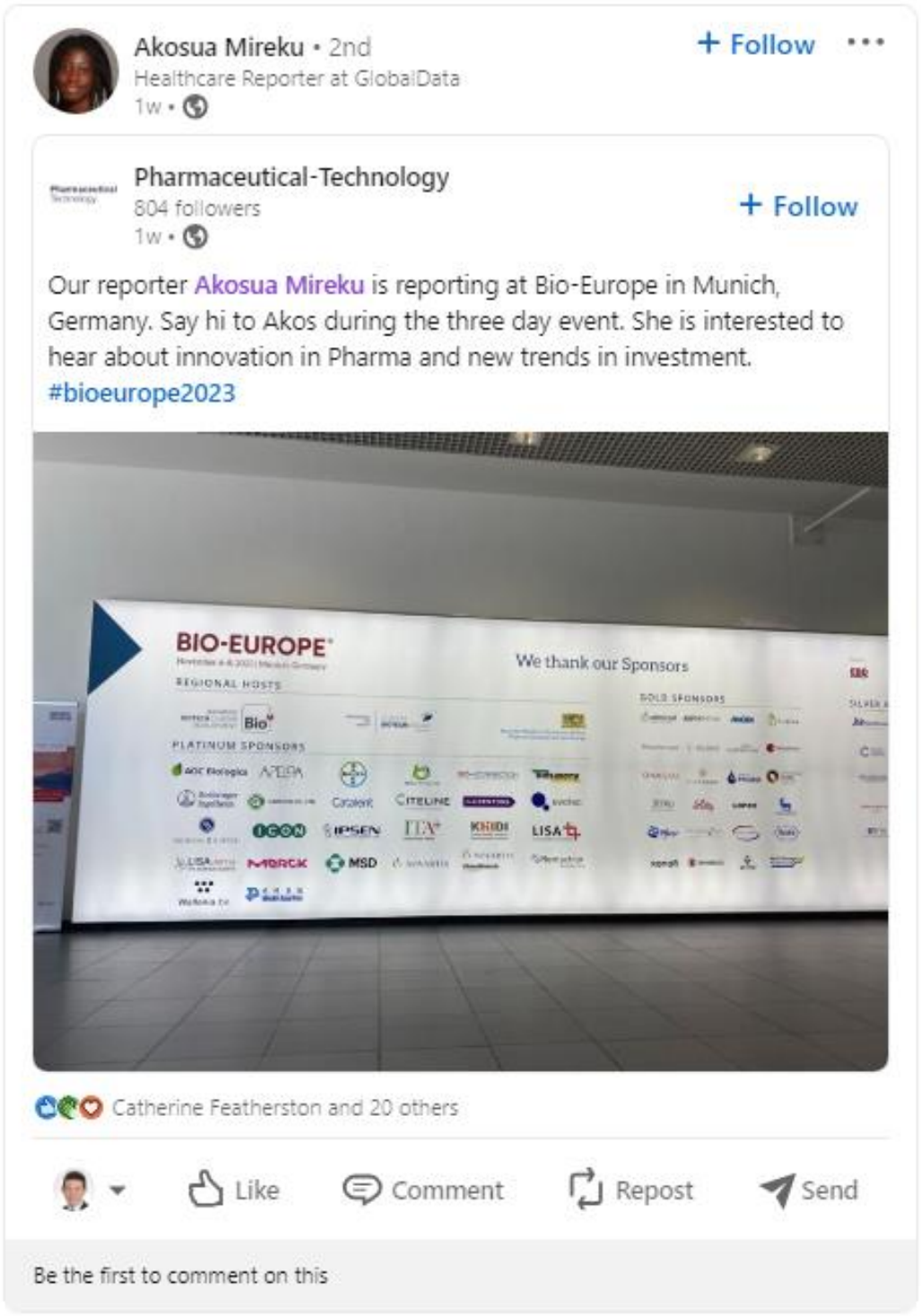

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Mike Ward (ENG)

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Feedback from participants

Christof Böhler, Boehler Life Science Advice

Christof Böhler
Head Clinical Diagnostics
Boehler Life Science Advice

BIO-Europe is truly the most efficient event to find new innovative companies/projects, and to also easily touch base with existing partnerships.

Fabienne De Kimpe, Luxembourg, Embassy of Canada

Fabienne De Kimpe
Trade Commissioner Belgium
Luxembourg, Embassy of Canada

BIO-Europe provides the best B2B partnering platform that I know and I would recommend participation to industry stakeholders or to colleagues.

Donald Coppen, Mereo Biopharma Group plc

Donald Coppen
Director of Corporate Development
Mereo Biopharma Group plc

BIO-Europe remains the must-attend partnering conference in Europe, a place it has held for many years.

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