EBD Academy Course 1 - Product Valuation and Deal Structuring Masterclass

08:30 - 17:00
EBD Academy: COURSE 1

//ADDITIONAL REGISTRATION FEE//

Location: Hotel Mercure Paris Porte de Versailles Expo, Paris

The Product Valuation and Deal Structuring Masterclass is one of two EBD Academy Masterclasses taking place before BIO-Europe Spring 2020. This intensive and in-depth course in product valuation and deal structuring will provide you with definitive advantages during future negotiations. Over two days you will examine best practices for assessing and valuing assets with interactive case studies and group discussion. You will gain an insight into both the buy and sell perspective and how each arrives at their negotiating positions. Armed with the skills acquired in this course, you will have the confidence to calculate and negotiate the financial aspects of transactions involving the divestiture, transfer and acquisition of biopharma technology rights.

LEARN MORE

EBD Academy Course 2 - Negotiation Masterclass

08:30 - 09:30
EBD Academy: COURSE 2

//ADDITIONAL REGISTRATION FEE//

Location: Hotel Mercure Paris Porte de Versailles Expo, Paris

The Negotiation Masterclass is one of two EBD Academy Masterclasses taking place before BIO-Europe Spring 2020. Negotiating a successful licensing/partnering deal in life sciences is complex with each deal having its own unique challenges such as valuation disagreement, cultural differences and term sheet variances.

During this course, you will explore how to negotiate strategically and effectively to build and preserve relationships and get effective and sustainable outcomes in a challenging marketplace. Over two days you will examine important aspects of negotiation such as win/win, preparation, common mistakes and psychology. This interactive course has been specifically designed to help you refine and develop valuable skills in negotiating with venture partners, regulatory agencies, customers and vendors.

LEARN MORE>>
# Schedule

**Pre-Event Programs - 21/03/2020**

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<td>08:00</td>
<td>08:30 - EBD Academy Course 1 - Product Valuation and Deal Structuring Masterclass</td>
<td>08:30 - EBD Academy Course 2 - Negotiation Masterclass</td>
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**BIO-Europe Spring**
March 23–25, 2020  
Porte de Versailles, Hall 7  
Paris, France
Leading Biotech: Europe CEO
09:00 - 18:15
Leading Biotech
Hotel Mercure Paris, Porte de Versailles Expo, Paris, France
Exclusive meeting for senior-level biopharma leaders. Stay at the forefront of European biotech developments in an intimate setting unlike any other.
REQUEST YOUR INVITATION

EBD Academy Course 1 - Product Valuation and Deal Structuring Masterclass
09:00 - 17:00
EBD Academy: COURSE 1
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LEARN MORE>>

EBD Academy Course 2 - Negotiation Masterclass
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EBD Academy: COURSE 2
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LEARN MORE>>

Registration Open
14:00 - 19:00
Main Agenda
Registration open at the conference center - Pick up your name badge early and miss the morning rush

Welcome Reception
19:00 - 21:00
Main Agenda
All BIO-Europe attendees are cordially invited to join us for the Welcome Reception.
Location: Station F, 5 Parvis Alan Turing/Rue Ada Lovelace, 75013 Paris
Station F is a business incubator for startups, located in 13th arrondissement of Paris. It is situated in a former rail freight depot previously named la Halle Freyssinet (thus the “F” in the name), and is known as the world’s largest startup complex. The 34,000 m2 facility was formally opened by President Emmanuel Macron in June 2017; with more than 30 startup programs, 35 public administrations, 40 VC funds, 4 mentorship offices and 600 events per year, Station F offers all the best resources and knowledge to help entrepreneurs grow their companies.

+49 89 2388 7560
informaconnect.com/bioeurope-spring/
conferences@ebdgroup.com
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Registration and Exhibition Open
07:45 - 17:55
Main Agenda
Registration Location:
Exhibition Location:
Please note: The registration desk will be open all day.

Continental Breakfast
07:45 - 09:00
Networking

Emergence of novel therapeutic modalities in neurodegeneration
09:00 - 09:45
Therapeutic Session 1
Level 7.3, Room E05
Participants
Moderator: Christian Jung - Partner, Dementia Discovery Fund
Panelist: Laurence Bressac - CEO, Encefa
Panelist: Tim Luker - VP, Emerging Technology & Innovation, Corporate Business Development, Eli Lilly & Company

Option licensing deal with an early stage asset
09:00 - 09:45
EBD Academy Buzz Session
Level 7.3, Room E04
Examine a specific case study of a deal from one of the EBD Academy faculty, learning in an interactive environment.

• Examine a real life case study of a product being "too early" for partnering
• Review how an option was negotiated to overcome specific issues
• Examine the partnering strategy and outcomes
• How to apply this to your unique situation

Participants
Speaker: Janette Dixon - Managing Director, JustPartnering

CNS Company Presentations
09:45 - 10:30
Therapeutic Session 1
Level 7.3, Room E03

One-to-one meetings
10:00 - 18:30
Partnering
Please note: One-to-one meetings will take place all day depending on your partnering schedule.

Power up partneringONE: Essentials (plus Experienced)
10:00 - 10:45
Power up partneringONE
Level 7.3, Room E07
This session is for delegates new to partnering. What can you expect from partnering, and what do others expect from you? Principles around timing, human nature, and partnering etiquette will be applied to the partneringONE process. The first 30 minutes will give you a clear understanding of tactics to generate the best ROI from partnering, at this and future events.
Those who stay for the full session will also hear the content from the Power up: Experienced session. The second half will cover methods for collaborating with colleagues, saving time, increasing response rates and acceptance rates, based on leveraging partneringONE’s new power features.
This session is being offered multiple times during BIO-Europe Spring. Each session is limited to 20 people. Please reserve your seat by adding the session to your personal agenda. If you can’t attend a session, drop by the partnering help desk with any questions.

Participants
Speaker: Lisa Methley - Senior Director, Online Strategy, EBD Group

Welcome and Opening Remarks
10:30 - 11:00
Plenary
Level 7.3, Room E01/E02

Participants
Speaker: Pam Putz - Managing Director Europe, EBD Group
Speaker: Christian Lajoux - Chair, Medicen Paris Region
Speaker: Alexandra Dublanche - VP, Economic Affairs and Attractivity, Region Ile-de-France
Speaker: David Thomas - VP, Industry Research, Biotechnology Innovation Organization (BIO)
Speaker: Jim Greenwood - President and CEO, Biotechnology Innovation Organization (BIO)

Keynote Address
11:00 - 11:20
Plenary
Level 7.3, Room E01/E02

Participants
Speaker: Paul Hudson - CEO, Sanofi

Build critical mass or head for the exit?
11:20 - 12:30
Plenary
Level 7.3, Room E01/E02
European biotechs have raised more than $90bn from the capital markets in the past five years. This panel of leading executives will discuss whether it is possible for Europe to build biotech companies of sufficient critical mass to break into the biopharma premier league rather than sell their assets to pipeline hungry pharma multinationals. The discussion will focus on options that some of Europe’s most successful company builders have had to consider when either creating businesses that have sustainable futures as standalone companies or are attractive acquisition targets. It will also consider future ecosystem architecture necessary to support the development of such companies and the extent to which this needs to reach outside of Europe’s borders into the international sphere.

Participants
Moderator: Antoine Papiernik - Managing Partner and President, Sofinnova Partners
Panelist: Karen Aiach - Founder and CEO, Lysogene
Panelist: Alban de La Sablière - Senior VP, Global Head, Sanofi Partnering
Panelist: Philippe Lopes-Fernandes - Senior VP, Global Head, Business Development and Alliance Management, Merck KGaA, Darmstadt, Germany
Panelist: Denise Scots-Knight - CEO, Mereo BioPharma
Panelist: Onno van de Stolpe - CEO, Galapagos

Luncheon
12:00 - 14:00
Networking
Seated Luncheon = Grab & Go Lunch ~
**Right deal, right partner**

13:30 - 14:30  
Business Development

**Level 7.3, Room E04**

When it comes to licensing, instead of asking ‘what?’, the question can just as often be ‘with whom?’. Every in- and out-licensing agreement comes with a history and the most effective ones take this into account. Join this panel to explore what you need to consider outside of the lab.

**Participants**

Moderator: Emmanuelle Trombe - Partner, McDermott Will & Emery, France  
Panelist: Michael Palladinetti - Head of Immunology, Oncology and Neuroscience Global Business Development and Licensing, Sanofi  
Panelist: Pavithra Sundaresan - Senior Director, New Ventures and Transactions, Johnson & Johnson Innovation  
Panelist: Patrick Tricoll - CEO Nanobiotix USA and Global Head, Business Development, Nanobiotix

**Pharma Company Presentations**

13:30 - 17:00  
Company Presentations

**Level 7.3, Room E01/E02**

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<th>Time</th>
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| 13:30-14:30| Pharma - Tech Synergies  
| 14:45-15:50| What is going to convince Pharma to embrace Microbiome?  
| 15:30-16:45| Seal the deal: Negotiation dos and don'ts  
| 16:45-17:00| Seal the deal: Negotiation dos and don'ts  

**Pharma – Tech Synergies**  
13:30 - 14:30  
Digital Health

**Level 7.3, Room E05**

Big techs are moving into healthcare and recent efforts suggest that revamping the pharma sector may be one of their top priorities. We take a look at the closer initiatives and partnerships that are driving the convergence of these two sectors, specifically in the area of drug development.

**Participants**

Moderator: Thomas Wilckens - CEO, InnVentis Ltd.  
Panelist: Aurore Beaume - VP, Global Business Development, Voluntis  
Panelist: Michale Bouskila-Chubb - Head, Business Development, Healx  
Panelist: Rachel Sha - Head, Digital Business Development and Licensing, Sanofi

**What is going to convince Pharma to embrace Microbiome?**

13:30 - 14:30  
Spotlight on Microbiome

**Participants**

Moderator: Isabelle Cremoux - CEO and Managing Partner, Seventure Partners  
Panelist: Herve Affagard - CEO, MaaT Pharma  
Panelist: Mike Romanos - Co-founder and CEO, Microbiota

**Seal the deal: Negotiation dos and don'ts**

14:45 - 15:45  
Business Development

**Level 7.3, Room E04**

It could be snappy barter back and forth and a firm handshake but in reality, negotiation can be a long process of careful calculation, give and take, and compromise. Hear our panelists give their key dos and don'ts of negotiating the winning deal.

**Participants**

Moderator: Linda Pullan - Founder, Pullan Consulting  
Panelist: Juliette Audet - Principal, Forbion  
Panelist: Lori Badura - VP, Head of BD Neurology and Immunology, Merck KGaA, Darmstadt, Germany  
Panelist: Samuel White - Director, Business Development and Portfolio Management, MorphoSys

**Fireside Chat: Investing in innovation, new digital approaches for a new decade**

14:45 - 15:15  
Digital Health

**Level 7.3, Room E05**

Perhaps for the first time in history, we have the technologies at our fingertips to develop new therapies and tools that can shift the paradigm from today's "disease care" to true healthcare. Instead of waiting for people to get sick before treating the disease, future generations will focus on stopping disease before it manifests through prevention, interception and cures. Towards this vision for future healthcare, what strategies are being deployed to harness the convergence of digital and traditional R&D to ultimately improve and save lives? Dr. William N. Hait, Global Head of Johnson & Johnson External Innovation, shares his insights on what lies ahead, how the company aims to transform the trajectory of human health through its strategic approach in using data science and technology, and how new collaborations with Janssen R&D in the latest advances in genomics medicine will be critical to translate human data into targets for therapies.

**Participants**

Speaker: William Hait - Global Head, Johnson & Johnson External Innovation  
Moderator: Paul Tunnah - CEO and Founder, pharmaphorum

**Microbiome therapeutics: Funding and investment opportunities for microbiome therapeutics**

14:45 - 15:45  
Spotlight on Microbiome

**Level 7.3, Room E03**

https://informaconnect.com/microbiome-therapeutics-europe/

**BREAK AND BREATHE**

15:05 - 15:25  
Extra Activity

**Level 7.3, Room E07**

EXTRA ACTIVITY: BREAK AND BREATHE  
Enhance your conference experience by using simple breathing techniques, movement and light stretches in order to charge your body and mind for better decision making and more energy throughout the day.

The breath is a source of life. By practicing special breathing techniques, we can fight diseases, stimulate the endocrine and autonomic nervous systems and purify the blood. These breathing techniques are designed to make the body fit and to handle stress in everyday life.

Open to all. No prerequisites required. Standing and seated (chair) positions only.
Plugging into the data science and genomics ecosystem
15:30 - 16:30
Digital Health
Level 7.3, Room E05
Huge advances in digital data and technology enable us to better prevent, diagnose, treat, and monitor patients. However, it requires significant financial and research investments from all stakeholders to leverage the opportunities provided by AI, machine learning, genomic data, and other deep scientific data. How are government agencies, academia, industry, and patients collaborating to generate actionable strategies and applicable information from the wealth of data available? What new forward-looking models of partnership in data science and genomics are needed to translate human data into targets for therapies? Panelists share their strategies for partnering and investing in this evolving field.

Participants
Panelist: Shelley Epstein - VP, Corporate and Public Affairs, Imagia
Panelist: Gunaretnam (Guna) Rajagopal - VP, Global Head, Computational Sciences, Discovery Sciences, Janssen Pharmaceutical Companies of Johnson & Johnson

BREAK AND BREATHE
15:35 - 15:55
Extra Activity
Level 7.3, Room E07
EXTRA ACTIVITY: BREAK AND BREATHE
Enhance your conference experience by using simple breathing techniques, movement and light stretches in order to charge your body and mind for better decision making and more energy throughout the day.

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Open to all. No prerequisites required. Standing and seated (chair) positions only.

Now that you are married, how do you make it work? Navigating beyond the contract
16:00 - 17:00
Business Development
Level 7.3, Level E04
Contract negotiations lay out the theory of a partnership but once the ink is dry, the reality takes over. Navigating the scientific and social ground rules requires as much attention and effort as those initial discussions. How can this transition be made easier for the different internal and external teams involved? What lines of communication and organizational structures can support the ultimate outcome of successful drug development?

Participants
Panelist: Bénédicte Bonny - Global Head, Alliance Management, Sanofi
Panelist: Holger Kissel - VP, Alliance Management, BioNTech
Panelist: Federico Pollano - Senior VP, Business Development, Rentschler Biopharma SE

Microbiome therapeutics: Not just personalized medicine
16:00 - 17:00
Spotlight on Microbiome
Level 7.3, Room E03
https://informaconnect.com/microbiome-therapeutics-europe/

Power up partneringONE: Experienced
16:30 - 17:00
Power up partneringONE
Level 7.3, Room E07
This session is for delegates familiar with partnering who want to up their game. Best practices for collaborating with colleagues, saving time, increasing response rates and acceptance rates will be discussed in terms of partneringONE, including new power features to support optimal partnering etiquette. Come away from the session with a clear understanding of how partneringONE can support your company to maximize ROI from partnering, at this and future events.

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Participants
Speaker: Lisa Methley - Senior Director, Online Strategy, EBD Group

Europe-China – Collaboration opportunities in healthcare
17:00 - 18:00
Additional Program
Level 7.3, Room E06
There has been growing interest from investors and companies in China to tap into the European biopharma ecosystem and likewise, European companies are eager to gain access into the world’s second largest healthcare market. How are investors and companies able to leverage the opportunities available now? What strategies are being used to take advantage of robust funding, innovative research, and a supportive regulatory landscape? Leaders in this field share their insights on successful models for collaboration.

Participants
Moderator: Evelyne Nguyen - President, Paris Healthcare Drinks
Speaker: Eric Cohen - CEO and Founder, Agile Capital Markets
Speaker: Stanislas Veillet - CEO and Founder, Biophytis

Champagne reception
17:45 - 18:45
Networking

Evening Networking Reception
19:00 - 22:00
Networking
Salle Wagram, 39/41 avenue Wagram, 75017 Paris
The Salle Wagram is a historic auditorium in the 17th arrondissement of Paris, France. First built in 1812 as the Bal Doulard, the ballroom was designed by Adrien Alphonse Fleuret, and is listed as an official historical monument by the French Ministry of Culture.

The ballroom has been the setting for international congresses, political conferences, fashion exhibitions and dance competitions, and since the 1950s, used as a classical recording venue, including a Beethoven symphony cycle with the Paris Conservatoire Orchestra, Stravinsky ballets, the complete Carmen with Maria Callas and Nicolai Gedda, and many recordings with the French National Orchestra.

The entirely renovated Salle Wagram is now a cultural and congress center, with both its historic decoration and the latest generation of technical equipment.

18:30–19:15 Shuttle buses depart from the conference center to the evening event.
21:00–22:00 Shuttle buses depart from the evening event to all conference hotels.
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**BIO-Europe Spring**

March 23–25, 2020

Porte de Versailles, Hall 7

Paris, France

+49 89 2388 756 0

informaconnect.com/bioeuropa-spring/

conferences@ebdgroup.com
RISE AND RUN
06:30 - 07:30
Extra Activity

Meeting point: Hotel Mercure Paris Porte de Versailles Expo
36-38 rue du moulin
92170 Vanves
FRANCE

Ease yourself into a busy second day at BIO-Europe Spring with a morning run and a chance to see some of the historic city of Paris. Two routes will be offered, 5km and 8km. A local trainer will lead each group. The pace will be comfortable enough to chat and runners of all levels are welcome. Bathrooms and water available at the start/finish point. Bring a hat and gloves for a chilly morning, but we will cancel for very inclement weather.

Registration and Exhibition Open
07:45 - 17:45
Main Agenda

Registration Location:
Exhibition Location:
Please note: The registration desk will be open all day.

Continental Breakfast
07:45 - 09:00
Networking

One-to-one meetings
08:00 - 18:30
Partnering

Please note: One-to-one meetings will take place all day depending on your partnering schedule.

Startup Spotlight Breakfast
08:30 - 09:00
Startup Spotlight
Level 7.3, Room E06

Kick off Day Two of BIO-Europe with a relaxed breakfast with the panelists and presenters of this year's Startup Spotlight.

Leveraging the ecosystem, the timing and the ask: Succeeding as a biotech startup
09:00 - 09:45
Startup Spotlight
Level 7.3, Room E06

The to-do list for startups is a long one and it is hard to know where to start. This panel will offer ways to take advantage of the support ecosystem available to young companies, how to exchange and develop relationships with different stakeholders, and why timing can mean the difference between a no, a not yet, and an enthusiastic yes.

Participants
Moderator: John Haurum - Non-executive Director, Agomab, Neophore, Storm, Synact, and Synklinio
Panelist: Johnston Erwin - VP, Corporate Business Development, Eli Lilly and Company
Panelist: Raphaël Wisniewski - Partner, Andera Partners

Company Presentations
09:00 - 12:00
Company Presentations
Level 7.3, Rooms E04 and E05

Networking Break
09:45 - 10:00
Startup Spotlight
Level 7.3, Room E06

Startup Spotlight
10:00 - 12:00
Startup Spotlight
Level 7.3, Room E06

Participants
Host: Jennifer Laird - VP, Search and Evaluation, Neuroscience, Eli Lilly and Company
Coach: Anne Horgan - Partner, Advent France Biotechnology
Coach: Natalia Novak - Director, Emerging Technology and Innovation, Eli Lilly
Coach: Bonnie van Wilgenburg - Associate, Forbion

BREAK AND BREATHE
11:05 - 11:25
Extra Activity
Level 7.3, Room E07

EXTRA ACTIVITY: BREAK AND BREATHE
Enhance your conference experience by using simple breathing techniques, movement and light stretches in order to charge your body and mind for better decision making and more energy throughout the day.

The breath is a source of life. By practicing special breathing techniques, we can fight diseases, stimulate the endocrine and autonomic nervous systems and purify the blood. These breathing techniques are designed to make the body fit and to handle stress in everyday life.

Open to all. No prerequisites required. Standing and seated (chair) positions only.

BREAK AND BREATHE
11:35 - 11:55
Extra Activity
Level 7.3, Room E07

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Open to all. No prerequisites required. Standing and seated (chair) positions only.

Luncheon
12:00 - 14:00
Networking
Seated Luncheon – Grab & Go Lunch ~
The pace of change in oncology has accelerated to such a degree that the innovations seem to happen daily. From the beginnings of modern oncology starting in the 1990s with foundational chemotherapy regimes (such as taxanes) to the advent of monoclonal antibodies like Rituxan and Herceptin to the kinase inhibitors for selected genomic alterations like ALK inhibitors through to the latest age of immunotherapy, each decade seems to bring with it a paradigm shift of technologies and approaches, both for therapeutics and for diagnostics. As we look to the coming decade, one might well expect more revolutions, along with subtler evolutions, all geared towards improving cancer care but above all towards improving patient care but above all to handle stress in everyday life.

The breath is a source of life. By practicing special breathing techniques, we can fight diseases, stimulate the endocrine and autonomic nervous systems and purify the blood. These breathing techniques are designed to make the body fit and to handle stress in everyday life.

Open to all. No prerequisites required. Standing and seated (chair) positions only.

**BREAK AND BREATHE**

14:05 - 14:25  
Extra Activity

**LEVEL 7.3, ROOM E07**

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14:35 - 14:55  
Extra Activity

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Open to all. No prerequisites required. Standing and seated (chair) positions only.

**Company Presentations**

14:45 - 17:30  
Therapeutic Session 2

**LEVEL 7.3, ROOM E05**
**Power up partneringONE: Essentials (plus Experienced)**

16:00 - 16:45
Power up partneringONE

**Level 7.3, Room E07**

This session is for delegates new to partnering. What can you expect from partnering, and what do others expect from you? Principles around timing, human nature, and partnering etiquette will be applied to the partneringONE process. The first 30 minutes will give you a clear understanding of tactics to generate the best ROI from partnering, at this and future events. Those who stay for the full session will also hear the content from the Power up: Experienced session. The second half will cover methods for collaborating with colleagues, saving time, increasing response rates and acceptance rates, based on leveraging partneringONE’s new power features.

This session is being offered multiple times during BIO-Europe Spring. Each session is limited to 20 people. Please reserve your seat by adding the session to your personal agenda. If you can’t attend a session, drop by the partnering help desk with any questions.

**Participants**

**Speaker:** Lisa Methley - Senior Director, Online Strategy, EBD Group

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**Spotlight on French innovation assets – One health, AI and Bioproduction**

16:00 - 17:30
Additional Program

**Level 7.3, Room E04**

Organized by the French bioclusters and Business France, this session will give you a 360° overview on the French market and its attractivity followed by strategic insights on three major French innovation assets, highlighting true business and collaboration opportunities.

Preliminary program:

- Opening keynote by Business France — Invest / French State secretary
- Dedicated panels (20 min each) with academic, clinical and industrial stakeholders
  - ONE HEALTH
  - ARTIFICIAL INTELLIGENCE
  - BIOPRODUCTION
- Closing remarks by Choose Paris Region

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**Focusing on cardio-metabolic diseases**

16:00 - 17:00
Therapeutic Session 1

**Level 7.3, Room E06**

The cascade effect of obesity on other body systems results in the need for wide range of approaches to grapple with the resulting conditions. While preventing the underlying cause of the problem is always the main concern, managing and treating associated conditions is a major part of any successful approach. This raises unique challenges for the space however, as the multiple approaches can make investment harder to come by and partnerships more complex. This panel will discuss both identifying the unmet needs in the cardio-metabolic space and and the hurdles and solutions needed to successfully navigate the complexities of cardio-metabolic disease.

**Participants**

**Moderator:** Lucie Ellis - Executive Editor, In Vivo, Informa Pharma Intelligence

**Panelist:** Michel de Baar - Executive Director, MSD

**Panelist:** Florence Dal Degan - Director, Search & Evaluation, Global Drug Discovery, Novo Nordisk

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**Exhibit Hall Hospitality Receptions**

17:45 - 18:45
Networking

**Evening Networking Reception**

19:00 - 23:00
Networking

Terminal 7, Paris Expo Porte de Versailles, Pavilion 7, 1 Place de la Porte de Versailles, 75015 Paris

Terminal 7, recreated as a breathtaking reception space in Pavilion 7 of the Porte de Versailles, embodies the masterful work of Brazilian artist Guto Requena called The Rhizomatic Grid. This monumental structure covers the entire space and represents an inverted tree whose roots take root in the sky, diffusing electrifying multicolored lights. This creation is inspired by the structure of the rhizome and emerges from the ground generating an interlacing of LEDs which transform it into an interactive, permanent and changing work of art. It is a truly inspiring space both inside and out, complete with magical views of Paris.
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07:45 - 16:30
Main Agenda
Registration Location:
Exhibition Location:
Please note: The registration desk will be open all day.

Continental Breakfast
07:45 - 09:00
Networking

One-to-one meetings
08:00 - 17:00
Partnering

Power up partneringONE: Essentials (plus Experienced)
09:00 - 09:45
Power up partneringONE

Level 7.3, Room E06
With the approval for the first hemophilia A treatment coming this year, gene therapy promise is about to become a reality. Join a discussion about commercialization, manufacturing and new models of payment in Europe. Leaders from companies at the forefront of these developments will examine their early experiences around the regulatory process and access.

Participants
Moderator: Andrew McConaghie - Senior Writer, Scrip
Panelist: Daniel Brunicardi Timmermann - Corporate VP, Novo Nordisk

Power up partneringONE: Experienced
11:00 - 11:30
Power up partneringONE

Level 7.3, Room E07
This session is for delegates familiar with partnering who want to up their game. Best practices for collaborating with colleagues, saving time, increasing response rates and acceptance rates will be discussed in terms of partneringONE, including new power features to support optimal partnering etiquette. Come away from the session with a clear understanding of how partneringONE can support your company to maximize ROI from partnering, at this and future events.

Participants
Speaker: Lisa Methley - Senior Director, Online Strategy, EBD Group

Company Presentations
09:30 - 12:00
Company Presentations
Level 7.3, Rooms E04 and E05

Gene therapy: The next decade
10:00 - 11:00
Spotlight

Level 7.3, Room E06
With the approval for the first hemophilia A treatment coming this year, gene therapy promise is about to become a reality. Join a discussion about commercialization, manufacturing and new models of payment in Europe. Leaders from companies at the forefront of these developments will examine their early experiences around the regulatory process and access.

Participants
Moderator: Andrew McConaghie - Senior Writer, Scrip
Panelist: Daniel Brunicardi Timmermann - Corporate VP, Novo Nordisk

Luncheon
12:00 - 14:00
Networking
Seated Luncheon – Grab & Go Lunch –

Buses to airport
14:00 - 18:00
Transportation to Airport
Shuttle buses depart from the conference center to Charles de Gaulle Airport every 20 minutes, from 14:00. Shuttles to Orly Airport will depart:
14:00
15:00
16:00
17:00
18:00

Labiotech Refresh: What will disrupt biotech in 2020? Part I
14:00 - 14:45
Labiotech Refresh event

Level 7.3, Room E06
Participants
Moderator: Jonathan Smith - Reporter, Labiotech
Speaker: Franck Lescure - Partner, Elaia

Break and Breathe
12:05 - 12:25
Extra Activity

Level 7.3, Room E07
Enhance your conference experience by using simple breathing techniques, movement and light stretches in order to charge your body and mind for better decision making and more energy throughout the day. The breath is a source of life. By practicing simple breathing techniques, we can fight diseases, stimulate the endocrine and autonomic nervous systems and purify the blood. These breathing techniques are designed to make the body fit and to handle stress in everyday life. Open to all. No prerequisites required. Standing and seated (chair) positions only.

Labiotech Refresh: What will disrupt biotech in 2020? Part II
14:00 - 14:45
Labiotech Refresh event

Level 7.3, Room E06
Participants
Moderator: Jonathan Smith - Reporter, Labiotech
Speaker: Franck Lescure - Partner, Elaia

Buses to airport
14:00 - 18:00
Transportation to Airport
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Labiotech Refresh: What will disrupt biotech in 2020? Part II
14:00 - 14:45
Labiotech Refresh event

Level 7.3, Room E06
Participants
Moderator: Jonathan Smith - Reporter, Labiotech
Speaker: Franck Lescure - Partner, Elaia

Break and Breathe
12:05 - 12:25
Extra Activity

Level 7.3, Room E07
Enhance your conference experience by using simple breathing techniques, movement and light stretches in order to charge your body and mind for better decision making and more energy throughout the day. The breath is a source of life. By practicing simple breathing techniques, we can fight diseases, stimulate the endocrine and autonomic nervous systems and purify the blood. These breathing techniques are designed to make the body fit and to handle stress in everyday life. Open to all. No prerequisites required. Standing and seated (chair) positions only.
Fulfilling the promise of the biotech revolution in France: A transatlantic discussion

14:00 - 17:00
Additional Program

The development of biotechnology at the end of the 1990’s transformed pharmaceutical innovation. Once performed by long established actors, it is now led by a new generation of innovative biotech companies. This “Biotech Revolution” has impacted France too. With the biotech sector having the potential to create up to 200,000 jobs by 2030 in the country, French authorities now aim to turn France into a global biotech hub.

How can this be done? What role can policymakers play to make the French biotech ecosystem thrive? Where are the opportunities for international investors and businesses? Join senior policymakers, representatives of international organizations, academics, biotechnology company leaders and investors for a high-level transatlantic discussion on how to fulfil the promise of the Biotech Revolution in France.

The session will be opened by Ms. Agnès Pannier-Runacher, Deputy Minister of Economy and Finance

Participants

Moderator: Joseph Damond - Executive VP, Biotechnology Innovation Organization (BIO)

Moderator: Laure Millet - Health Program Manager, Institut Montaigne

Speaker: Agnès Pannier-Runacher - Deputy Minister of Economy and Finance, France

Speaker: Phillip Sharp - Nobel Laureate, Institute Professor, Koch Institute for Integrative Cancer Research, MIT

BREAK AND BREATHE

14:05 - 14:25
Extra Activity

Level 7.3, Room E07

Enhance your conference experience by using simple breathing techniques, movement and light stretches in order to charge your body and mind for better decision making and more energy throughout the day. The breath is a source of life. By practicing special breathing techniques, we can fight diseases, stimulate the endocrine and autonomic nervous systems and purify the blood. These breathing techniques are designed to make the body fit and to handle stress in everyday life. Open to all. No prerequisites required. Standing and seated (chair) positions only.

Labiotech Refresh: What will disrupt biotech in 2020? Part II

14:45 - 15:30
Labiotech Refresh event

Level 7.3, Room E06

Participants

Moderator: Joachim Eeckhout - Founder and Managing Director, Labiotech

Closing Reception: Adieu Paris, Hola Barcelona!

16:00 - 17:00
Networking
### Schedule

**Day 3 - 25/03/2020**

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<th>TIME</th>
<th>ADDITIONAL PROGRAM</th>
<th>COMPANY PRESENTATIONS</th>
<th>EXTRA ACTIVITY</th>
<th>LABIOTECH REFRESH EVENT</th>
<th>MAIN AGENDA</th>
<th>NETWORKING</th>
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<th>SPOTLIGHT</th>
<th>TRANSPORTATION TO AIRPORT</th>
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<tr>
<td>07:00</td>
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<td></td>
<td>07:45 - Registration and Exhibition Open</td>
<td>07:45 - Continental Breakfast</td>
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<td>08:00</td>
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<td>08:00 - One-to-one meetings</td>
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<tr>
<td>09:00</td>
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<td>09:30 - Company Presentations</td>
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<td>09:00 - Power up partneringONE: Essentials (plus Experienced)</td>
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<td>10:00</td>
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<td>10:00 - Gene therapy: The next decade</td>
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<td>11:00</td>
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<td>11:00 - Power up partneringONE: Experienced</td>
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<tr>
<td>12:00</td>
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<td>12:05 - BREAK AND BREATHE</td>
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<td>12:00 - Luncheon</td>
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</table>
## Schedule

**Day 3 - 25/03/2020**

**BIO-Europe Spring**  
March 23–25, 2020  
Porte de Versailles, Hall 7  
Paris, France

### Time Table

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<th>Extra Activity</th>
<th>Labiotech Refresh Event</th>
<th>Main Agenda</th>
<th>Networking</th>
<th>Partnering</th>
<th>Power Up Partnering</th>
<th>Spotlight</th>
<th>Transportation to Airport</th>
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</thead>
</table>
| 14:00 | 14:00 - Fulfilling the promise of the biotech revolution in France: A transatlantic discussion | 14:05 - BREAK AND BREATHE | 14:00 - Labiotech Refresh: What will disrupt biotech in 2020? Part I  
14:45 - Labiotech Refresh: What will disrupt biotech in 2020? Part II | | | | | | | 14:00 - Buses to airport |
| 15:00 | | | | | | | | | | |
| 16:00 | | | | | | | | | | 16:00 - Closing Reception: Adieu Paris, Hola Barcelona! |

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+49 89 2388 756 0  
informaconnect.com/bioeurope-spring/  
conferences@ebdgroup.com
Biotherapies & Bioproduction
08:30 - 16:30
Learning Expedition 1

Following BIO-Europe Spring 2020, Choose Paris Region and Medicen Paris Region are organizing three Learning Expeditions of leading research centers.

This will be a unique opportunity for biotech companies to meet world-famous academic research institutions located in Paris Region with a view to establishing new partnerships and speeding up the development of new therapies.

If you are an international company looking to invest or do business in France, you can register for this event before March 12.

Don’t wait too long, the number of places is limited to 20 for each Learning Expedition (with maximum 2 participants from the same company per Learning Expedition):

• For Biotherapies & Bioproduction, Register here

Bus transportation and lunch will be covered by the organizers.

If you have any questions on these learning expeditions, please send an email to Romain Vallée (romain.vallee@chooseparisregion.org).

The Biotherapies and Bioproduction Learning Expedition will visit:

• Institut Imagine

Within Necker-Enfants malades Hospital in Paris, Imagine Associated Carnot’s main strength is to bring together, on a single site, a large number of genetic diseases’ specialists with the aim to better understand these disorders to better diagnose and treat them. Its patient-centered organization and the close collaboration between clinicians and researchers implement a unique translational model that facilitates research collaborations and the establishment of new therapeutic strategies with the industrial partners. More information on Institut Imagine

• Meary Center for cell and gene therapy of AP-HP

Integrated within the largest University Hospital in Europe, the Meary Center for Cell and Gene Therapy is the Advanced Therapy Medicinal Products (ATMPs) manufacturing center of the Assistance Publique – Hôpitaux de Paris (AP-HP). It offers all the cutting edge services and skills to produce, control and release batches of drugs in the areas of gene and cell therapies and tissue engineering. Nestled in the heart of an ecosystem of healthcare and research structures, it is based on a dynamic of innovation that has led to several world firsts as well as on privileged links with companies in the medical and pharmaceutical sector. With the means and expertise allowing accelerated maturation of preclinical and clinical ATMPs projects on all crucial subjects (regulation, process optimization and validation, definition of ATMPs specifications, validation of inherent quality controls), the Meary Center also has to at the heart of developing partnerships with Paris Region industrialists in this sector. This is already the case with Astraveus, a pioneer in the optimization and microfluidic automation of ATMPs production, Honing Bioscience for a project to develop a CAR-T cells product, MadeCell which offers the means of computer software specifically developed for ATMPs bioproduction activities, Flash Therapeutics which specializes in the production of viral vectors for gene therapy applications. More information on MEARY center

Oncology
08:30 - 16:30
Learning Expedition 2

Following BIO-Europe Spring 2020, Choose Paris Region and Medicen Paris Region are organizing three Learning Expeditions of leading research centers.

This will be a unique opportunity for biotech companies to meet world-famous academic research institutions located in Paris Region with a view to establishing new partnerships and speeding up the development of new therapies.

If you are an international company looking to invest or do business in France, you can register for this event before March 12.

Don’t wait too long, the number of places is limited to 20 for each Learning Expedition (with maximum 2 participants from the same company per Learning Expedition):

• For Oncology, Register here

Bus transportation and lunch will be covered by the organizers.

If you have any questions on these learning expeditions, please send an email to Romain Vallée (romain.vallee@chooseparisregion.org).

The Oncology Learning Expedition will visit:

• Institut Curie

Institut Curie, a key player in the fight against cancer, brings together a research center and a state-of-the-art hospital complex that treats all types of cancers. Founded in 1909 by Marie Curie, the Institut Curie brings together more than 3,500 researchers, doctors and caregivers around its 3 missions: care, research and teaching. Institut Curie has several label of excellence demonstrated its capacity to offers partners the possibility of setting up collaborations with companies that benefit from the expertise of Institut Curie teams in the development of innovative therapeutic solutions against cancers from the therapistic target to validation clinical. More information on Institut Curie

• Gustave Roussy

Gustave Roussy is France’s largest cancer center, an international referral center for oncology and an integrated center for patient care, research and teaching. It has been labeled as a “Comprehensive Cancer Center” by the French National Cancer Institute and as “Precision Medicine Center” by the French National Research Agency. Gustave Roussy brings together the necessary skills to conduct high quality research in oncology thanks to its capacity to integrate basic, translational and clinical research with cancer healthcare through medical-scientific programs. In 2018, 3,585 patients have been enrolled in a clinical trial within the institute, which represents more than the quarter of the cancer patients treated: research can be a therapeutic option in terms of excellence and international recognition, Gustave Roussy is ranked in the top 10 Comprehensive Cancer Centers worldwide considering international publications. In 2018, over
1,650 articles were published in peer-reviewed journals, with 295 publications in journals with impact factor greater than 10. Armed with an entrepreneurial spirit, our researchers, clinicians, and caregivers are dedicated to making innovative discoveries that directly benefit patients’ lives. More information on Gustave Roussy.

**Neurology & Vision**

08:30 - 16:30  
Learning Expedition 3

Following BIO-Europe Spring 2020, Choose Paris Region and Medecin Paris Region organize three Learning Expeditions of leading research centers.

This will be a unique opportunity for biotech companies to meet world-famous academic research institutions located in Paris Region with a view to establishing new partnerships and speeding up the development of new therapies.

If you are an international company looking to invest or do business in France, you can register for this event before March 12.

Don’t wait too long, the number of places is limited to 20 for each Learning Expedition (with maximum 2 participants from the same company per Learning Expedition):

- For Neurology & Vision, Register here

Bus transportation and lunch will be covered by the organizers.

If you have any questions on these learning expeditions, please send an email to Romain Vallée (romain.vallee@chooseparisregion.org).

The Neurology & Vision Learning Expedition will visit:

- **ICM (Brain & Spin Institute)**

The Institut du Cerveau et de la Moelle épinière – ICM (Brain & Spine Institute) is a scientific and medical research center of international excellence, located in Paris in the heart of the Pitié-Salpêtrière Hospital. Its innovative model brings together doctors, researchers, patients and entrepreneurs in one place with a common goal: understanding the brain and accelerating the discovery of new treatments for diseases of the central nervous system. The ambition of the Institute is not only to perform high-level research, but especially to participate in the development of new treatments capitalizing on the knowledge and competency of its researchers through strategic partnerships and startups creation and development. More information on ICM (Brain & Spin Institute).

- **HOPITAL FONDATION Adolphe de ROTHSCHILD**

The Fondation Hospital Adolphe de Rothschild is a clinical healthcare provider based in Paris. Erected in 1905 the Fondation has performed 290 959 consultations in 2018, 291 publications and 125 clinical trials. 1246 employees are working at the Fondation, with 288 physicians and 644 students. The institution has extended experience in ophthalmology, neurology and critical cares. Its clinical craft encompasses rare diseases management with exclusive data sets in its own data warehouses. The Fondation Rothschild has built this year a unique data warehouse dedicated to data sciences and artificial intelligence projects in order to foster new pillars of predictive, preventive, personalized and participatory medicine. The Foundation has a hyper-specialization footprint with resistant epilepsy treatment, Wilson disease registry to enhance solution for patients’ quality of life, neurovascular know-how to tackle ischemia, Leber and rare retina diseases, a unique biological collection to develop new treatment for stoke, a large cohort in Multiple Sclerosis. Fondation Rothschild is the first center in Paris with 20 000 injection for macular degeneration treatment, first center in the world for pediatric epilepsy and its team perform 30 deep brain stimulation implantations per year. The Foundation is nurturing a transversal team dedicated to research with core competencies in Bayesian validation of medical devices, health economic modeling for market access and bid data with images linked with biometric information in order to validate diagnostic algorithms and assays. If your company is aiming at enabling innovations that tackle pathologies of the brain, nerves, ears and eyes we can change things for patients together. More information on HOPITAL FONDATION Adolphe de ROTHSCHILD.
# Schedule

**Post-Event Learning Expeditions in Paris Region - 26/03/2020**

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<tr>
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<th>LEARNING EXPEDITION 2</th>
<th>LEARNING EXPEDITION 3</th>
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<tr>
<td>08:00</td>
<td>08:30 - Biotherapies &amp; Bioproduction</td>
<td>08:30 - Oncology</td>
<td>08:30 - Neurology &amp; Vision</td>
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</tbody>
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**BIO-Europe Spring**  
March 23–25, 2020  
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Paris, France

+49 89 2388 756 0  
informaconnect.com/bioeurope-spring/  
conferences@ebdgroup.com