One-to-one meetings
07:00 - 23:30
Partnering
Partnering meetings can be arranged as usual through partneringONE. Scheduled meetings will be supported through an online conferencing service. Each scheduled meeting will come with a simple link allowing you to participate in your dealmaking discussions regardless of location. Meetings will be scheduled over the entire week, and over 24 hours, to accommodate meetings for different time zones.

View a tutorial about what to expect here: How to join a virtual partnering meeting

Option licensing deal with an early stage asset
09:00 - 09:45
EBD Academy Buzz Session
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

Power up partneringONE: Essentials (plus Experienced)
10:00 - 10:45
Power up partneringONE
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.

Welcome and Opening Remarks
10:30 - 11:00
Plenary
Participants
Speaker: Pam Putz - Managing Director Europe, EBD Group
Speaker: David Thomas - VP, Industry Research, Biotechnology Innovation Organization (BIO)
Speaker: Jim Greenwood - President and CEO, Biotechnology Innovation Organization (BIO)

Build critical mass or head for the exit?
11:00 - 12:30
Plenary
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: 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

Right deal, right partner
13:30 - 14:30
Business Development
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: Pavithra Sundaresan - Senior Director, New Ventures and Transactions, Johnson & Johnson Innovation
Panelist: Patrick Tricoli - CEO Nanobiotix USA and Global Head, Business Development, Nanobiotix
### Pharma Company Presentations

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<tr>
<th>Time</th>
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<tr>
<td>13:30 - 17:00</td>
<td>Company Presentations</td>
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### Pharma – Tech Synergies

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<tr>
<td>13:30 - 14:30</td>
<td>Digital Health</td>
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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, InnnVentis Ltd.

**Panelist:** Aurore Beaume - VP, Global Business Development, Voluntis

**Panelist:** Bruce Bloom - Chief Collaboration Officer, Healx

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

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<th>Time</th>
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<tr>
<td>13:30 - 14:30</td>
<td>Spotlight on Microbiome</td>
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How will the pharma sector embrace microbiome research as a top priority? What makes microorganisms a game-changer for pharma? Physical, chemical, and biological interactions between organisms and the human host are driving the future of pharma. This fast-paced session highlights the latest research into how we'll transform pharma and the implications of microbiome science.

#### Participants

**Moderator:** Isabelle Cremoux - CEO and Managing Partner, Seventure Partners

**Panelist:** Herve Affagard - CEO, MaaT Pharma

**Panelist:** Mike Romanos - Co-founder and CEO, Microbiotica

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

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<td>14:45 - 15:15</td>
<td>Business Development</td>
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</table>

It could be snappy banter 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

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<td>Digital Health</td>
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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

### Plugging into the data science and genomics ecosystem

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<td>15:30 - 16:30</td>
<td>Digital Health</td>
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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

**Moderator:** Paul Tunnah - CEO and Founder, pharmaphorum

**Panelist:** Emmanuel Bacry - CSO, Health Data Hub

**Panelist:** Jean-Francois Deleuze - Head, National Centre for Human Genomics Research (CNR GH)

**Panelist:** Shelley Epstein - VP, Corporate and Public Affairs, Imagia

**Panelist:** Yann Gaston-Mathé - Co-founder and CEO, IktoS

**Panelist:** Gunaretanam (Guna) Rajagopal - VP, Global Head, Computational Sciences, Discovery Sciences, Janssen Pharmaceutical Companies of Johnson & Johnson

### Power up partneringONE: Experienced

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<td>Power up partneringONE</td>
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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.

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

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**Panelist:** Paul Tunnah - CEO and Founder, pharmaphorum

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<th>SPOTLIGHT ON MICROBIOME</th>
<th>THERAPEUTIC SESSION 1</th>
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<td>07:00 - One-to-one meetings</td>
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<td>13:00</td>
<td>13:30 - Right deal, right partner</td>
<td>13:30 - Pharma Company Presentations</td>
<td>13:30 - Pharma – Tech Synergies</td>
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<td>13:30 - What is going to convince Pharma to embrace Microbiome?</td>
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<td>14:00</td>
<td>14:45 - Seal the deal: Negotiation dos and don'ts</td>
<td>14:45 - Fireside Chat: Investing in innovation, new digital approaches for a new decade</td>
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<td>15:30 - Plugging into the data science and genomics ecosystem</td>
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<td>16:30 - Power up partneringONE: Experienced</td>
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SESSIONS
DAY 2 - 24/03/2020

One-to-one meetings
00:00 - 23:30
Partnering

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

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 Synkline
Panelist: Matthieu Coutet - Managing Partner, Advent France Biotechnology
Panelist: Bonnie van Wilgenburg - Associate, Forbion
Panelist: Raphaël Wisniewski - Partner, Andera Partners

Company Presentations
09:00 - 12:00
Company Presentations

Level 7.3, Rooms E04 and E05

Startup Spotlight
10:00 - 12:00
Startup Spotlight

Level 7.3, Room E06

Plenary Session: A day in the life of experienced dealmakers
12:30 - 13:30
Plenary

Level 7.3, Room E01/E02

Participants
Moderator: Anton Gueth - Managing Director, EVOLUTION Life Science Partners
Panelist: Rahul Jerath - Senior Director, Business Development and Acquisitions, AbbVie
Panelist: Julien Michaux - Managing Director, Norgine Ventures
Panelist: Jonathan Wang - Senior VP and Head, Business Development, Zai Lab

Company Presentations
13:30 - 15:45
Company Presentations

Level 7.3, Rooms E04 and E05

Oncology's next decade: 2020 foresight into the paradigm shifts ahead for improving cancer care
13:30 - 14:30
Therapeutic Session 2

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 regimens (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 patient care but above all outcomes. This panel will attempt to futurecast on the changes, large and small, for the 2020s, from drugging intractable targets to highly engineered and programmable cell therapies and biologics to better and more use of predictive omics.

Participants
Moderator: Joel Sandler - Associate Principal, Cello Health BioConsulting
Panelist: Khatereh Ahmadi - Executive Director, Business Development and Licensing, MSD
Panelist: Laurent Debussche - VP, Global Head, Molecular Oncology Research Therapeutic Area, Sanofi
Panelist: Regina Hodits - Managing Partner, Wellington Partners

Company Presentations
14:45 - 17:30
Therapeutic Session 2

Orphan drug commercialization in Europe, using France as gateway to Europe
14:45 - 15:45
Additional Program

It is often a challenge for small and medium-sized biopharmaceutical companies to bring their novel medicines to European patients. Although there is only one centralized approval for innovative drugs in Europe, each European Member State has its own pricing and reimbursement system. This interactive workshop will focus on how small and medium-sized enterprises can best bring their rare disease therapies to European patients. Cell and gene therapies pose particular challenges as many of these therapies target a very small patient population. The higher the expected price, the more complex the price negotiations could become. A particular focus will be on the reimbursement system in France, as France has a unique early access program for life-saving drugs and is often the first country to enter the European market. The workshop will therefore also examine how the French early access program can be leveraged to generate data that can later be used in the regular reimbursement procedures in Europe. This workshop will look at access to orphan drugs from the perspective of patients, reimbursement bodies and industry. Participants are invited to discuss with the experts.

The panels will also answer questions submitted HERE during the panel discussion.

Participants
Moderator: Paul Neveux - Associate Value and Access France/Europe, HealthEcon, Basel
Panelist: François Houÿ ez - Therapies Director & Health Policy Advisor, EURORDIS-Rare Diseases Europe
Panelist: Pierre Levy - Associate Professor in Economics, Université Paris-Dauphine
Panelist: Frederic Prince - General Manager, France, bluebird bio
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

Focusing on cardio-metabolic diseases
16:00 - 17:00
Therapeutic Session 1
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 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: Amanda Chaperot - Partner, Seventure
Panelist: Florence Dal Degan - Director, Search & Evaluation, Global Drug Discovery, Novo Nordisk
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<th>POWER UP PARTNERINGONE</th>
<th>STARTUP SPOTLIGHT</th>
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<td>09:00 - Company Presentations</td>
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<td>09:00 - Leveraging the ecosystem, the timing and the ask: Succeeding as a biotech start-up</td>
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<td>13:30 - Company Presentations</td>
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<td>13:30 - Oncology's next decade: 2020 foresight into the paradigm shifts ahead for improving cancer care</td>
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<td>14:45 - Orphan drug commercialization in Europe, using France as gateway to Europe</td>
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<td>16:00 - Power up partneringONE: Essentials (plus Experienced)</td>
<td>16:00 - Focusing on cardio-metabolic diseases</td>
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</table>
One-to-one meetings
00:00 - 23:30
Partnering

Partnering meetings can be arranged as usual through partneringONE. Scheduled meetings will be supported through an online conferencing service. Each scheduled meeting will come with a simple link allowing you to participate in your dealmaking discussions regardless of location. Meetings will be scheduled over the entire week, and over 24 hours, to accommodate meetings for different time zones.

You can view a tutorial about what to expect in the virtual meetings HERE.

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

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

Company Presentations
09:30 - 12:00
Company Presentations
### SCHEDULE
#### DAY 3 - 25/03/2020

<table>
<thead>
<tr>
<th>TIME</th>
<th>COMPANY PRESENTATIONS</th>
<th>PARTNERING</th>
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<td>11:00 - Power up partneringONE: Experienced</td>
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One-to-One Meetings
00:00 - 23:30
Partnering

Partnering meetings can be arranged as usual through partneringONE. Scheduled meetings will be supported through an online conferencing service. Each scheduled meeting will come with a simple link allowing you to participate in your dealmaking discussions regardless of location. Meetings will be scheduled over the entire week, and over 24 hours, to accommodate meetings for different time zones.
## SCHEDULE

**DAY 4 - 26/03/2020**

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<td>00:00 - One-to-One Meetings</td>
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**BIO-Europe Spring**

**March 23–27, 2020**

Now delivered digitally

+49 89 2388 756 0  
informaconnect.com/bioeurope-spring/  
conferences@ebdgroup.com
One-to-One Meetings
00:00 - 23:30
Partnering

Partnering meetings can be arranged as usual through partneringONE. Scheduled meetings will be supported through an online conferencing service. Each scheduled meeting will come with a simple link allowing you to participate in your dealmaking discussions regardless of location. Meetings will be scheduled over the entire week, and over 24 hours, to accommodate meetings for different time zones.
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