

# SESSIONS

PRE-EVENT PROGRAMS - 07/11/2019

BIO-Europe

November 11–13, 2019

Hamburg Messe  
Hamburg, Germany

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**EBD Academy - COURSE 1 - Advanced  
Business Development Course - Drinks  
reception**

18:00 - 20:00

// ADDITIONAL REGISTRATION FEE //

The Advanced Business Development Course takes place on 7-10 November, Hamburg, Germany ahead of BIO-Europe. It is an intensive three-day workshop for professionals who want to learn, develop and practice their business development skills, working in teams with the guidance of an expert faculty.

[LEARN MORE>>](#)

# SCHEDULE

PRE-EVENT PROGRAMS - 07/11/2019

BIO-Europe  
November 11–13, 2019  
Hamburg Messe  
Hamburg, Germany

TIME	
18:00	18:00 - EBD Academy - COURSE 1 - Advanced Business Development Course - Drinks reception

# SESSIONS

PRE-EVENT PROGRAMS - 08/11/2019

BIO-Europe

November 11–13, 2019

Hamburg Messe  
Hamburg, Germany

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## **EBD Academy - COURSE 1 Continued - Advanced Business Development Course**

07:30 - 16:30

EBD Academy - Course 1

// ADDITIONAL REGISTRATION FEE //

The Advanced Business Development Course takes place on 7-10 November, Hamburg, Germany ahead of BIO-Europe. It is an intensive three-day workshop for professionals who want to learn, develop and practice their business development skills, working in teams with the guidance of an expert faculty.

[LEARN MORE>>](#)

# SCHEDULE

PRE-EVENT PROGRAMS - 08/11/2019

BIO-Europe  
November 11–13, 2019  
Hamburg Messe  
Hamburg, Germany

TIME	EBD ACADEMY - COURSE 1
07:00	07:30 - EBD Academy - COURSE 1 Continued - Advanced Business Development Course

# SESSIONS

PRE-EVENT PROGRAMS - 09/11/2019

BIO-Europe

November 11–13, 2019

Hamburg Messe  
Hamburg, Germany

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## **EBD Academy - COURSE 1 Continued - Advanced Business Development Course**

08:00 - 17:45

EBD Academy - Course 1

// ADDITIONAL REGISTRATION FEE //

The Advanced Business Development Course takes place 7-10 November in Hamburg, Germany prior to BIO-Europe. It is an intensive three-day workshop for professionals who want to learn, develop and practice their business development skills, working in teams with the guidance of an expert faculty.

[LEARN MORE>>](#)

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## **EBD Academy - COURSE 2 - Business Development Executive Forum**

08:00 - 21:00

EBD Academy - Course 2

// ADDITIONAL REGISTRATION FEE //

The Business Development Executive Forum takes place 9-10 November in Hamburg, Germany prior to BIO-Europe.

Strengthen and refine your business development skills in this interactive case study led event.

[LEARN MORE>>](#)

# SCHEDULE

PRE-EVENT PROGRAMS - 09/11/2019

BIO-Europe  
November 11–13, 2019  
Hamburg Messe  
Hamburg, Germany

TIME	EBD ACADEMY - COURSE 1	EBD ACADEMY - COURSE 2
08:00	08:00 - EBD Academy - COURSE 1 Continued - Advanced Business Development Course	08:00 - EBD Academy - COURSE 2 - Business Development Executive Forum

# SESSIONS

PRE-EVENT PROGRAM - 10/11/2019

BIO-Europe

November 11–13, 2019

Hamburg Messe  
Hamburg, Germany

## EBD Academy - COURSE 1 Continued - Advanced Business Development Course

08:00 - 17:45

EBD Academy - Course 1

// ADDITIONAL REGISTRATION FEE //

The Advanced Business Development Course takes place 7-10 November in Hamburg, Germany prior to BIO-Europe. It is an intensive three-day workshop for professionals who want to learn, develop and practice their business development skills, working in teams with the guidance of an expert faculty.

[LEARN MORE>>](#)

## EBD Academy - COURSE 2 Continued - Business Development Executive Forum

08:00 - 20:30

EBD Academy - Course 2

// ADDITIONAL REGISTRATION FEE //

The Business Development Executive Forum takes place 9-10 November in Hamburg, Germany prior to BIO-Europe.

Strengthen and refine your business development skills in this interactive case study led event.

[LEARN MORE>>](#)

## Registration Open

14:00 - 19:00

Main Agenda

Registration open (at the conference center) - Pick up name badges

## BIO-Europe Welcome Tour: DESY and European XFEL

14:00 - 18:30

Extra Activity B

Curio-Haus  
Rothenbaumchaussee 13  
20148 Hamburg

Medical treatment is all about innovation—applying the most efficient substances to achieve the best possible outcome. However, if we want to face the biggest challenges in medicine, we first need to understand the smallest dimensions. How do molecules in our body actually work? These insights will drive drug discovery and medical treatment of tomorrow. The Hamburg metro-area is home to two world-renowned research institutions: DESY and European XFEL. Here, you will find the most capable equipment to dive into the depths of the Nano world, revealing a substance atom by atom. The ultimate microscopes of the 21st century, with European XFEL providing the brightest light source in the world. Many important insights have been gained from research conducted here, leading to pioneering developments in drug discovery and even Nobel prize-winning findings. Your Regional Host Committee from Life Science Nord invites you to come along on a journey, to experience DESY and XFEL's fascinating gate into the Nano world first-hand.

The number of participants is limited. Registration is mandatory.

Click [Here](#) To Register.

Preliminary Program:  
2:00pm Meeting at Curio-Haus - Welcome and Introduction  
Bus pick at Curio-Haus  
Visit to Deutsches Elektronen-Synchrotron (DESY)  
Visit to European XFEL  
6:00pm Bus transfer back to Curio-Haus and Welcome Reception

## Bio-Europe Welcome Tour: Walking Tour and Elbphilharmonie

14:30 - 18:00

Extra Activity

Elbphilharmonie Hamburg  
Platz der Deutschen Einheit 1  
20457 Hamburg

For centuries, Hamburg has been strongly intertwined with other places, near and far, through trade, turning the harbor into the heart and soul of this Hanseatic city. The mercantile background of Hamburg shaped its history and development to this day, with its harbor still being one of the most important ones not only in Europe but in the world. Despite all the history, Hamburg is a versatile city, modern and innovative, filled with gorgeous building and little fun facts to discover. Did you know that Hamburg has more bridges than any other place in Europe? Your Regional Host Committee from Life Science Nord would like to greet you with a heart-felt "Moin, Moin" and invite you to brave the (most likely) grey November weather for a walking tour to discover Hamburg with us and give you an opportunity to learn more about the city that will host you for the following three days. Needless to say, we will also make sure you meet our newest 'lady in town', the Elbphilharmonie. We look forward to having you, please dress for all types of weather conditions, you will have a chance to get changed before the Welcome Reception.

The number of participants is limited. Registration is mandatory.

Click [Here](#) To Register.

Preliminary Program:  
2:30pm Meeting at Elbphilharmonie (outside main entrance)  
Walking Tour through Hamburg's Speicherstadt (warehouse district) and to other key sights  
Visit to Elbphilharmonie  
6:00pm The tour will end in proximity to the conference hotels

## Welcome Reception

19:00 - 21:00

Main Agenda

Curio-Haus, Rothenbaumchaussee 13, 20148  
Hamburg

All BIO-Europe attendees are cordially invited to join us for a Welcome Reception.

The CURIO-HAUS was built in 1911 in Rotherbaum, one of the most beautiful districts in Hamburg. and was named after the German pedagogue and publicist Johann Carl Daniel Curio. During the 1920s, Hamburg-based artists celebrated annual carnival celebrations in the Curio-Haus. Fortunately, the house was spared from bomb damage during the second world war, and served as a courtroom for war criminal tribunals. After 1950 the Curio-Haus served as cafeteria for the neighboring university until 1997. Thereafter it was restored to its historical state and has been used as an event location ever since.

# SCHEDULE

PRE-EVENT PROGRAM - 10/11/2019

BIO-Europe

November 11–13, 2019

Hamburg Messe  
Hamburg, Germany

TIME	EBD ACADEMY - COURSE 1	EBD ACADEMY - COURSE 2	EXTRA ACTIVITY	EXTRA ACTIVITY B	MAIN AGENDA
08:00	08:00 - EBD Academy - COURSE 1 Continued - Advanced Business Development Course	08:00 - EBD Academy - COURSE 2 Continued - Business Development Executive Forum			
09:00					
10:00					
11:00					
12:00					
13:00					
14:00			14:30 - Bio-Europe Welcome Tour: Walking Tour and Elbphilharmonie	14:00 - BIO-Europe Welcome Tour: DESY and European XFEL	14:00 - Registration Open
15:00					
16:00					
17:00					
18:00					
19:00					19:00 - Welcome Reception



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## Registration and Exhibition Open

07:45 - 09:00  
Main Agenda

Registration: East Entrance, Level 0 and Level 1

Exhibition: Exhibit Booths 3-115 Level 0 Hall B2/B3 and  
Exhibit Booths 150-189 Level 0 Hall B7

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## Continental Breakfast

07:45 - 10:30  
Networking

Location: Level 0 Hall B2/B3

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## Power up partneringONE: Essentials

09:00 - 09:45  
Power - up PartneringONE

Location: Level 0, Hall B1, Rm 3

This session is for delegates new to partnering. What you can expect out of partnering, and what others expect from you will form the basis of this workshop. Principles around timing, human nature, and partnering etiquette will be applied to the partneringONE process. Come away from the session with a clear understanding of what you can do to generate the best ROI from partnering, at this and future events. This session is being offered multiple times during BIO-Europe. Please reserve your seat by adding the session to your personal agenda in your partnering account.

### Participants

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

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## Smart drug discovery

09:00 - 10:00  
Morning Workshop 2

Location: Level 1, Hall B1, Rm 6

Existing medical challenges, new clinical needs and demographic change call for adequate and novel therapeutic approaches. The road to a new drug is long, arduous and extremely costly. Therefore, drug development must be as efficient and as fast as possible, smart, so to speak. The transfer of results from basic research to an industrial level is a great challenge, but it creates the basis for the development of innovative products and services. For this, devices must be networked and sensors used. Technical processes need to be shortened, automated and able to provide crucial information. Thus, the development of new therapies can only succeed if in addition to good drug candidates and a thoughtful business model, technological innovations are part of the whole process. Join this discussion on how to build your pipeline, develop your business model and identify best-in-class candidates with speed and efficiency.

### Participants

**Moderator: Bert Klebl** - Managing Director and CSO, Lead Discovery Center

**Panelist: Jonas Anielski** - Product Life Cycle Manager, Emerging Business Opportunities, Eppendorf

**Panelist: Sylvie Bove** - Senior Advisor, SmiLe Incubator

**Panelist: Thomas Hanke** - Head, Academic Partnerships Europe, Evotec

**Panelist: Abdelaziz Toumi** - Senior Director, Head of Commercial Solutions, Ibex Design & Develop, Lonza

**Panelist: Jesús Zurdo** - Senior VP Innovation and Venture Partnerships, Rentschler Biopharma

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## How to best articulate the strategic value of your assets to potential investors and partners?

09:00 - 10:00  
Morning Workshop 1

Location: Level 1, Hall B1, Rm 5

Join this discussion to explore questions around what, how and why to communicate your asset values at varying stages of development. Discussion topics will include

- How do you prepare for that strategic event (funding/out-licensing/partnering)?
- What's critical in the documents and due diligence you give to investors and partners?
- What are the best practices? What do investors and partners look for?
- What are the common pitfalls and where do companies fall short?
- When to receive funding to go alone vs. partnering/out-licensing?

### Participants

**Moderator: Ozgur Tuncer** - VP Consulting, Strategy Life Science, IQVIA

**Panelist: Sofia Ioannidou** - Partner, Andera Partners

**Panelist: Ankit Pareek** - Senior VP, Jefferies

**Panelist: Alex Szidon** - VP and Head of Business Development, Genentech Research and Early Development, F. Hoffmann-La Roche

**Panelist: Karen Wagner** - Managing Partner, Ysios Capital Partners

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## One-to-one Meetings

10:00 - 18:30  
Partnering

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## Welcome and Opening Remarks

10:45 - 11:15  
Plenary

Location: Level 0, Hall B4, Rm 1

### Participants

**Speaker: Pam Putz** - Managing Director, EBD Group

**Speaker: Thilo Rohlf** - State Secretary, Ministry of Economic Affairs, Transport, Employment, Technology and Tourism, Schleswig-Holstein

**Speaker: Torsten Sevecke** - State Secretary, Ministry of Economy, Transport and Innovation of the Free and Hanseatic City of Hamburg

**Speaker: David Thomas** - VP, Industry Research, Biotechnology Innovation Organization (BIO)

# SESSIONS

DAY 1 - 11/11/2019

BIO-Europe

November 11–13, 2019

Hamburg Messe  
Hamburg, Germany

## Back to the Future: Milestones from the last 25 years

11:15 - 11:30

Plenary

Location: Level 0, Hall B4, Rm 1

### Participants

**Speaker: Mike Ward** - Head of Content Europe, EBD Group and Editor, Europe, Xconomy

## Top of the pops: Greats of the past, leaders of the future

11:30 - 12:30

Plenary

Location: Level 0, Hall B4, Rm 1

Join an exciting Top of the Bio-Pops as we take a look at the most formation moments since the first BIO-Europe in 1994. Who struck big in 2004? Why was 2000 a banner year? Was 2012 a turning point or business as usual? With a select group of pioneers joining our host on stage, you'll not only hear how these deals happened but also what this group of disruptors envisions for the next 25 years of biotech.

### Participants

**Moderator: Kate Bingham** - Managing Partner, SV Health Managers

**Panelist: Werner Lanthaler** - CEO, Evotec

**Panelist: Angeli Moeller** - Head IT Business Partnering Research, Bayer

**Panelist: Jane Osbourn** - Chair, BioIndustry Association (BIA) and Mogrify

**Panelist: Paul Stoffels** - Vice Chair of the Executive Committee and CSO, Johnson & Johnson

**Panelist: Friedrich von Bohlen** - CEO, Molecular Health GmbH

## Luncheon

12:00 - 14:00

Networking

Locations: Seated luncheon Levels 0&1, Hall B4  
Grab & Go lunch Level 0 Hall B2/3

## Funding trends and how to break them

13:30 - 14:30

Business Development Track

Location: Level 1, Hall B1, Rm 5

### Participants

**Moderator: Hubert Birner** - Managing Partner, TVM Life Science Management Inc.

**Panelist: Sascha Bucher** - Head, Global Transactions, Roivant

**Panelist: Katie Hewitt** - VP, Transactions, Eli Lilly

**Panelist: Sean Marett** - CBO and CCO, BioNTech

**Panelist: Enno Spillner** - CFO, Evotec

## Evolving priorities in women's health

13:30 - 14:30

Spotlight On

Locations: Level 1, Hall B1, Rm 6

Great unmet needs remain in the area of women's health, and the focus for patients and innovative development companies has shifted—in parallel with attitudes. Diseases affecting only women have in the past been considered almost second rate to conditions with higher mortality and morbidity rates. Now though, industry, patients and society are placing more emphasis on diseases and conditions that have a serious impact on women's lives—even if they are not deadly. Diseases such as endometriosis are better understood today than ever before, though there is still much to learn. Menopause is receiving more attention, where there remains a huge market gap for effective treatment without serious side effects. Also, fertility treatment and conditions related to childbirth are experiencing renewed interest. In this period of change, the panel discusses financing routes for innovative companies, the questions still asked of women's health drug developers, the next move for fertility treatment and the future of women's health as an R&D area and a growing market.

### Participants

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

**Panelist: Ksenija Pavletic Aranicki** - CEO, PregLem SA

**Panelist: Patrick Jordan** - CEO, Mycovia Pharmaceuticals

**Panelist: Mary Kerr** - CEO, KaNDy Therapeutics Ltd

**Panelist: Sabrina Martucci Johnson** - President and CEO, Daré Bioscience, Inc.

**Panelist: Karl Ziegelbauer** - Senior VP, Open Innovation and Digital Technologies, Bayer AG

## Pharma Presentations

13:30 - 17:30

Presentations

Location: Level 0, Hall B4, Rm 1

13:30–13:45 Roche Pharma Partnering - Thomas F. Zioncheck – Global Head Neuroscience, Ophthalmology, and Rare Diseases, Pharma Partnering, F. Hoffmann-La Roche Ltd  
13:45–14:00 Johnson & Johnson Innovation - Michael Hübner – New Venture Lead, Switzerland & Oncology  
14:00–14:15 Novartis Pharma - Mireia Gomez Angelats – WW Head S&E Cardiovascular, Renal, Metabolism and Immunology  
14:15–14:30 MSD - Phil L'Huillier – Head, European Innovation Hub, MSD  
14:30–14:45 Boehringer Ingelheim - Anto Impagnatiello – Associate Director BD&L Oncology  
14:45–15:00 Servier  
15:00–15:15 AbbVie  
15:15–15:30 Amgen - Olaf Koenig – Executive Director International Transactions, Amgen Business Development  
15:30–15:45 Eli Lilly and Company - Tim Luker – VP, Emerging Technology & Innovation – Global  
15:45–16:00 Bayer  
16:00–16:15 Novo Nordisk  
16:15–16:30 Sanofi  
16:30–16:45 Merck  
16:45–17:00 Bristol-Myers Squibb

# SESSIONS

DAY 1 - 11/11/2019

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Hamburg, Germany

## Immuno-oncology: Optimizing success in the crowded partnering market, and trends for 2020

13:30 - 14:30  
Therapeutic Track

Location: Level 1, Hall B1, Rm 7

Innovative and exciting science is sadly not enough for a biotech to guarantee commercial success in the crowded I-O market. And for pharma, identifying successful partnering candidates is getting harder and harder. This panel will focus on the business aspects of taking a molecule from the bench and into a partnership with pharma. An esteemed panel of senior biotech and pharma leaders will discuss how to identify "winners," where key portfolio gaps exist for pharma, how biotechs get "noticed," how to agree deal terms, identifying key trends heading into 2020, and how to best organize and execute cooperation.

### Participants

**Moderator: Robert Darwin** - Partner, Dechert LLP

**Panelist: Shawn Bridy** - VP, Business Development, Inovio Pharmaceuticals

**Panelist: Annalisa Jenkins** - Chair of the Board of Directors, Cell Medica

**Panelist: Rainer Kramer** - CBO and Managing Director, Immatix

**Panelist: Brendan Luu** - VP, Head, Oncology Business Development, Merck KGaA

**Panelist: Guillaume Vignon** - Senior VP Business Development, BeiGene Switzerland GmbH

## The China market: Valuable opportunities, sophisticated business models, novel science

14:45 - 15:45  
Business Development Track

Location: Level 1, Hall B1, Rm 5

This panel will focus on the most recent developments that are impacting high-end dealmaking in China, including:

- Recent regulatory changes that are influencing inbound and outbound investment
- Increased outbound investment from China into Europe both in the strategic and financial investors setting; and
- Dealmaking opportunities stemming from China's emergence as a global leader in gene and cell therapy

### Participants

**Moderator: Ruediger Herrmann** - Partner, McDermott, Will & Emery

**Panelist: Ming Fang** - Global Head Business Development, Elpiscience

**Panelist: Vivian Feng** - Senior Director Business Development, Fosun Pharma

**Panelist: Ji Li** - Venture Partner, Lilly Asia Ventures

**Panelist: James Huang** - Managing Partner, Panacea Venture

**Panelist: Jonathan Wang** - VP & Head of BD, Zai Lab

## CNS Company Presentations

14:45 - 16:15  
Spotlight On

Location: Level 1, Hall B1, Rm 6

15-minute Presentations

## Immuno-Oncology Company Presentations

14:45 - 15:45  
Therapeutic Track

Location: Level 1, Hall B1, Rm 7

## Power up partneringONE: Experienced

15:00 - 16:00  
Power - up PartneringONE

Location: Level 0, Hall B1, Rm 3

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. Each session is limited to 9 people. Please reserve your seat by adding the session to your personal agenda in your partnering account.

### Participants

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

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DAY 1 - 11/11/2019

BIO-Europe

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Hamburg, Germany

## Let's talk...CARDIOLOGY

15:00 - 17:00

Let's talk...series

Location: Level 0, Hall B1, Rm 4

Therapeutic breakthroughs in cardiology indications have earned strong attention in the last years. Furthermore, innovative approaches from academia, biotech and big pharma are currently developed in the clinic. Those are reaching from innovative targets for small molecules and protein therapeutics to gene and cell therapy. Cardiology is also one of the most prominent areas for digital health applications. Thus, this is a field which combines exciting science with a major unmet medical need characterized by heart disease being the leading cause of mortality. We want to discuss opportunities for all stakeholders in the field, be it patients, the biotech/pharmaceutical industry or the payors, and would like to propose ways to mitigate the associated risks.

### Participants

**Discussion leader: Lucie Carrier** - Professor of Functional Genomics of Cardiomyopathies, Institute of Experimental Pharmacology and Toxicology, University Medical Center Hamburg-Eppendorf

**Discussion leader: Thomas Eschenhagen** - Director, Institute of Experimental Pharmacology and Toxicology, University Medical Centre Hamburg-Eppendorf; Chairman, German Centre for Cardiovascular Research (DZHK)

**Discussion leader: Robert Fischer** - CEO, OMEICOS

**Discussion leader: Berthold Hinzen** - VP and Head BD&L, Therapeutic Areas, Bayer AG

**Discussion leader: Johannes Holzmeister** - Chairman and CEO, DiNAQOR

**Discussion leader: Philip Larsen** - Senior VP, Global Head, Research, Bayer

**Discussion leader: Alexander Meyer** - Physician and Computer Scientist, German Center of Cardiovascular Research (DZHK)

**Discussion leader: Andreas Scheel** - EVP Cell Therapy, Evotec

**Discussion leader: Frank Schoening** - Senior VP, Global Head, Strategic Marketing Cardiovascular, Bayer

**Discussion leader: Frans Wuite** - CEO, Acesion Pharma

## Emerging pharma first launch and partnering

16:00 - 17:00

Business Development Track

Location: Level 1, Hall B1, Rm 5

As the European emerging pharma landscape grows and matures, an increasing number of companies are considering "first launch" as an increasingly attractive path to commercialization, often in parallel to partnering. An emerging pharma "first launch" expert presentation will include original data, insights and benchmarks of emerging pharma "first launches" supported by an interactive discussion with a panel of launch veterans from both large and emerging pharma in Europe and the US. Data from European emerging pharma "first launches" will support discussion topics including:

- 1) EUR first launch benchmarks, with US first launch benchmarks for comparison,
- 2) pipeline assets that could represent the next wave of European "first launches,"
- 3) preparing to launch vs. exit or co-promote, and
- 4) "agile" launch preparation and build-out of the HQ/Brand Team/Field commercial organization.

We will also explore the commercialization decisions related to launch for the first time with our expert panel.

### Participants

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

**Panelist: Joe Dupere** - CEO, Rexgenero Ltd

**Panelist: Andrew Hotchkiss** - CCO, Immunocore

## Workable business models for AMR innovation

16:00 - 17:00

Therapeutic Track

Location: Level 1, Hall B1, Rm 7

Despite calls-to-arms by numerous public health authorities and governments, sustainable business models to develop treatments against drug-resistant bugs are a challenging task from an economic perspective. Although medical need for novel antimicrobials is extremely high due to the fast global spread of multi-drug-resistance, commercial prospects and expected turnovers are very limited. Current reimbursement schemes in most of the countries rely on cheap generic antibiotics and drug volumes used are low due to strict stewardship program to prevent overuse of antibiotics. The big question is: Why should companies invest in R&D to provide innovative solutions tackling AMR when there is no viable business case behind? Join this panel to learn from current work on solutions to this quandry, from new collaborative public-private partnerships, renewed commitments from industry, surviving strategies of small companies and the involvement of lynchpin organizations coordinating the fight against AMR.

### Participants

**Moderator: Sandra Wirsching** - Director Business Development and Managing Editor, BIOCOM AG

**Panelist: Michel de Baar** - Executive Director, Business Development, Europe, MSD

**Panelist: Yann Ferrisse** - Head of Business Development, Global Antibiotic R&D Partnership (GARDP)

**Panelist: Cyrille Kuhn** - Head of Research Beyond Borders US, Boehringer Ingelheim

**Panelist: Diego Tonelli** - Investment Economist, European Investment Bank

**Panelist: Holger Zimmermann** - CEO, AiCuris Anti-infective Cures

## Break and Breathe

16:05 - 16:25

Extra Activity

Location: Level 1, Hall B1/B2, Rm 2

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

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DAY 1 - 11/11/2019

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Hamburg Messe  
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## How to cope: Transversing the neuro path

16:15 - 17:15  
Spotlight On

Location: Level 1, Hall B1, Rm 6

### Participants

**Moderator: Mike Ward** - Head of Content Europe, EBD Group and Editor, Europe, Xconomy

**Panelist: John Isaac** - Senior Director, External Scientific Innovation, Neuroscience, Johnson & Johnson Innovation

**Panelist: Jill Richardson** - Senior Director, MSD

**Panelist: Lesley Stolz** - Executive VP and CBO, Annexon Biosciences

**Panelist: Marie Trad** - VP, Therapeutic Area Head, CNS Division, IQVIA Biotech

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## Break and Breathe

16:35 - 16:55  
Extra Activity

Location: Level 1, Hall B1/B2, Rm 2

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

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## Dealmaking in the microbiome field: The coming of age

17:15 - 18:00  
Business Development Track

Location: Level 1, Hall B1, Rm 5

The pioneers of the microbiome field have listed on the public markets (Seres, etc.) and gone through strategic transactions (Vedanta/J&J, Rebiotix/Ferring—to be completed) in 2015–2018. Now a second wave of IPOs and strategic transactions is coming—and the bench of strong companies underpinning those transactions is deeper. The panel will explore from a variety of points of view (biotechs, investors, banks, large partners/acquirers) the dynamics at play in this second wave of transactions.

### Participants

**Moderator: Eric de La Fortelle** - Managing Director, Health Opportunities GmbH

**Panelist: Gil Bar-Nahum** - Managing Director, Jefferies

**Panelist: Rodolphe Clerval** - CBO, Enterome

**Panelist: Jean-Christophe Hyvert** - CCO, LPBN, Lonza Pharma and Biotech

**Panelist: Isabelle de Cremoux** - CEO and Managing Partner, Seventure

**Panelist: Jonathan Solomon** - CEO, BiomX

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## Infectious Disease Company Presentations

17:15 - 18:15  
Therapeutic Track

Location: Level 1, Hall B1, Rm 7

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## Champagne reception at EBD Group booth #161

18:00 - 18:45  
Networking

Location: Level 0, Hall B7, Booth 161

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## Evening Networking Reception with Buffet-style Dinner

19:00 - 22:00  
Networking

Die Kuppel, Luruper Chaussee 30, 22761 Hamburg

Dive into a sphere where everything is possible! The creative powerhouse MIGNON built the venue "Kuppel Hamburg" as a pop-up hub for innovation and culture. Embedded among over 100 shipping containers and the local horse racetrack, four majestic temporary halls provide over 4,500 square meters of super flexible event space. Opened in 2017, the "Kuppel Hamburg" is not only Hamburg's newest location for large scale events but also frequently used by startups and culture initiatives to present the spirit of Hamburg with a twinkle in the eye vividly to visitors from around the world.

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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# SCHEDULE

DAY 1 - 11/11/2019

BIO-Europe

November 11–13, 2019

Hamburg Messe

Hamburg, Germany

TIME	BUSINESS DEVELOPMENT TRACK	EXTRA ACTIVITY	LET'S TALK...SERIES	MAIN AGENDA	MORNING WORKSHOP 1	MORNING WORKSHOP 2	NETWORKING	PARTNERING	PLENARY	POWER - UP PARTNERINGONE	PRESENTATIONS	SPOTLIGHT ON	THERAPEUTIC TRACK
07:00				07:45 - Registration and Exhibition Open			07:45 - Continental Breakfast						
08:00													
09:00					09:00 - How to best articulate the strategic value of your assets to potential investors and partners?	09:00 - Smart drug discovery				09:00 - Power up partneringONE: Essentials			
10:00								10:00 - One-to-one Meetings	10:45 - Welcome and Opening Remarks				

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DAY 1 - 11/11/2019

BIO-Europe

November 11–13, 2019

Hamburg Messe

Hamburg, Germany

TIME	BUSINESS DEVELOPMENT TRACK	EXTRA ACTIVITY	LET'S TALK...SERIES	MAIN AGENCY	MORNING WORKSHOP 1	MORNING WORKSHOP 2	NETWORKING	PARTNERING	PLENARY	POWER - UP PARTNERINGONE	PRESENTATIONS	SPOTLIGHT ON	THERAPEUTIC TRACK
11:00									11:15 - Back to the Future: Milestones from the last 25 years 11:30 - Top of the pops: Greats of the past, leaders of the future				
12:00							12:00 - Luncheon						
13:00	13:30 - Funding trends and how to break them										13:30 - Pharma Presentations	13:30 - Evolving priorities in women's health	13:30 - Immunoncology: Optimizing success in the crowded partnering market, and trends for 2020

# SCHEDULE

DAY 1 - 11/11/2019

BIO-Europe

November 11–13, 2019

Hamburg Messe  
Hamburg, Germany

TIME	BUSINESS DEVELOPMENT TRACK	EXTRA ACTIVITY	LET'S TALK...SERIES	MAIN AGENCY	MORNING WORKSHOP 1	MORNING WORKSHOP 2	NETWORKING	PARTNERING	PLENARY	POWER - UP PARTNERING ONE	PRESENTATIONS	SPOTLIGHT ON	THERAPEUTIC TRACK
14:00	14:45 - The China market: Valuable opportunities, sophisticated business models, novel science											14:45 - CNS Company Presentations	14:45 - Immunology Company Presentations
15:00			15:00 - Let's talk...CARDIOLOGY							15:00 - Power up partnering ONE: Experienced			
16:00	16:00 - Emerging pharma first launch and partnering	16:05 - Break and Breathe 16:35 - Break and Breathe										16:15 - How to cope: Transversing the neuro path	16:00 - Workable business models for AMR innovation
17:00	17:15 - Deal-making in the microbiome field: The coming of age												17:15 - Infectious Disease Company Presentations



# SCHEDULE

DAY 1 - 11/11/2019

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TIME	BUSINESS DEVELOPMENT TRACK	EXTRA ACTIVITY	LET'S TALK...SERIES	MAIN AGENCY	MORNING WORKSHOP 1	MORNING WORKSHOP 2	NETWORKING	PARTNERING	PLENARY	POWER - UP PARTNERINGONE	PRESENTATIONS	SPOTLIGHT ON	THERAPEUTIC TRACK
18:00							18:00 - Champagne reception at EBD Group booth #161						
19:00							19:00 - Evening Networking Reception with Buffet-style Dinner						

# SESSIONS

DAY 2 - 12/11/2019

BIO-Europe

November 11–13, 2019

Hamburg Messe  
Hamburg, Germany

## Rise and Run

06:30 - 07:30

Extra Activity

Start/End Point: Hotel Radisson Blu, Marseillerstr. 2, 20355 Hamburg, Germany

Ease yourself into a busy second day at BIO-Europe with a morning run and a chance to see some of the historic city of Hamburg. Two routes will be offered, 5km and 8km. A local trainer will lead each group and the run will stop at some of Hamburg's most famous sights. The pace will be comfortable enough to chat and runners of all levels are welcome. Bathrooms and water available at the start/finish point.

## Continental Breakfast

07:45 - 10:30

Networking

Level 0, Hall B2/3

## Registration and Exhibition Open

07:45 - 18:00

Main Agenda

Registration: East Entrance, Level 0

Exhibition: Exhibit Booths 3-115 Level 0, Hall B2/3 and Exhibit Booths 150-189 Level 0, Hall B7

## One-to-one Meetings

08:00 - 18:30

Partnering

## Company Presentations

09:00 - 12:00

Company Presentations

Level 0, Hall B1, Rms 3 and 4; Level 1, Hall B1, Rm 7, Rm 6

## EU financial support R&D through Horizon 2020 and EMA's support to SMEs

09:00 - 10:30

Panels

Location: Level 1, Hall B1, Rm 7

Horizon 2020, the European Union's Framework program for support to research and innovation provides various types of grants for research as well as other financial mechanisms. Small and medium-sized companies (SMEs) can apply for these funds, in some cases as individual entities (e.g. the EIC Accelerator) or as a partner in a larger consortium applying for large collaborative research grants to work with academic groups and/or other companies including via the Innovative Medicines Initiative (IMI). The European Medicines Agency (EMA) also provides specific and dedicated support for SMEs. .

### Participants

**Moderator: Stéphane Hogan** - Head of Sector, Stakeholder Engagement, People Directorate (Health & Society), DG Research & Innovation, European Commission

**Panelist: Angel Fuentes** - Policy Officer, Sustainable Industry Systems unit, Prosperity Directorate, European Commission

**Panelist: Gregor Novak** - Project Advisor, European Innovation Council Accelerator, Executive Agency for Small and Medium-sized Enterprises (EASME), European Commission

**Panelist: Magali Poinot** - Advisor to the Executive Director, Innovative Medicines Initiative (IMI)

**Panelist: Emmanuel Vincent** - CEO, Aenitis Technologies, France

**Panelist: Constantinos Ziogas** - Head of SME Office, European Medicines Agency

## Power up partneringONE: Experienced

09:00 - 09:30

Power - up PartneringONE

Location: Level 0, Hall B1, Room 220

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. Each session is limited to 9 people. Please reserve your seat by adding the session to your personal agenda in your partnering account.

### Participants

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

## Non-binding term sheet: Necessary evil or the key to success?

10:00 - 11:00

Business Development Track

Location: Level 1, Hall B1, Rm 5

Term sheet negotiations are rarely easy but if both parties have similar vision for the assets, proposing terms should not be so challenging. The process of dealmaking is never straightforward, so paying attention to the subtleties of what the partner needs plays an important part in term sheet negotiations. Another key factor in successful term sheet negotiations is effective communication. The non-financial factors that influence the final terms often involves internal financial and legal considerations, corporate culture and working differences, and negotiation processes and language. Mastering the intricacies of these underlying factors can mean not only the difference in getting the deal done but lay the foundation for a strong partnership. We will be discussing what is important for successful term sheet negotiations and examine the key factors that impact term sheet negotiations and strategies for managing them.

### Participants

**Moderator: Lubor Gaal** - Senior VP, Head of Europe, Locust Walk

**Panelist: Constantine Chinoporos** - CBO, Boston Pharmaceuticals

**Panelist: Tahera Kan** - Senior Director Global Business Development, Johnson & Johnson Innovation, Janssen Business Development

**Panelist: Barbara Lückel** - Global Head of Research Technologies, Pharma Partnering, F. Hoffmann-La Roche

**Panelist: Philippe Lopes-Fernandes** - Senior VP, Global Head, Business Development and Alliance Management, Merck KGaA

# SESSIONS

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## Digital therapeutic partnership landscape

10:00 - 11:00  
Spotlight On

Location: Level 1, Hall B1, Rm 6

Navigating possible application of AI and machine learning in life sciences can be overwhelming. It's a whole new world but one in which proper preparation pays off. Join this panel discussion to learn the key questions to ask about applications, their possibilities and limitations, the developing regulatory environment, and the partners that can help you leverage the potential of these game-changing tools.

### Participants

**Moderator: Peter Homberg** - Partner, Dentons

**Panelist: Rana Lonnen** - Head, Search and Evaluation, Strategic Venture Capital, Novartis Pharma

**Panelist: Sandra Schweighauser** - General Manager, CHUV, Human Brain Project

**Panelist: Jessica Shull** - European Lead, Digital Therapeutics Alliance

**Panelist: Austin Speier** - Chief Strategy Officer, Click Therapeutics

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## Break and Breathe

11:05 - 11:25  
Extra Activity

Location: Level 1, Hall B1/B2, Rm 2

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

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## Best path forward for successful product development

11:15 - 12:00  
Business Development Track

Location: Level 1, Hall B1, Rm 5

Clinical development, product approval, patient compliance, improved outcomes, and a value-based system all depend on innovative, successful product differentiation to address unmet medical needs. This session will explore the use of real-world evidence and other resources that can provide advantages from de-risking drug development to paving the way for positive clinical trials to launching new therapies. Industry experts share their insights on ways to leverage the ever expanding opportunities to use RWE.

### Participants

**Moderator: Martin Gouldstone** - Global SVP Syneos One, Syneos Health

**Panelist: Grace Colon** - CEO and President, InCarda Therapeutics

**Panelist: Andrew Hotchkiss** - CCO, Immunocore

**Panelist: Hartmut Juhl** - Founder and CEO, Indivumed Group

**Panelist: Sean Marett** - CBO and CCO, BioNTech

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## Break and Breathe

11:35 - 11:55  
Extra Activity

Location: Level 1, Hall B1/B2, Rm 2

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

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## Luncheon

12:00 - 14:00  
Networking

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## A day in the life of experienced dealmakers

12:30 - 13:30  
Plenary

Location: Level 1, Hall B1, Rm 5

### Participants

**Moderator: Anton Gueth** - Managing Director, EVOLUTION Life Science Partners

**Moderator: Evonne Sepsis** - Founder and Managing Director, ESC Advisors

**Panelist: Jasper Bos** - Senior VP and Managing Director, M Ventures

**Panelist: Johnston Erwin** - VP, Corporate Business Development, Eli Lilly and Company

**Panelist: Nouhad Hussein** - VP, Head of Business Development, Regeneron Pharmaceuticals, Inc.

**Panelist: Claudia Karnbach** - Head, Business Development and Licensing, Specialty Medicine, Pharmaceuticals Division, Bayer

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## Company Presentations

14:00 - 18:00  
Company Presentations

Level 0, Hall B1, Rms 3 and 4; Level 1, Hall B1, Rm 7

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## Power up partneringONE: Essentials

14:45 - 15:30  
Power - up PartneringONE

Location: Level 0, Hall B1, Room 220

This session is for delegates new to partnering. What you can expect out of partnering, and what others expect from you will form the basis of this workshop. Principles around timing, human nature, and partnering etiquette will be applied to the partneringONE process. Come away from the session with a clear understanding of what you can do to generate the best ROI from partnering, at this and future events. This session is being offered multiple times during BIO-Europe. Please reserve your seat by adding the session to your personal agenda in your partnering account.

### Participants

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

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## Startup Slam

15:00 - 18:00  
Spotlight On

Location: Level 0, Hall B4, Rm 1

### Participants

**Moderator: Joachim Eeckhout** - Founder and Managing Director, Labiotech.eu

**Moderator: Madelaine Holden** - Innovation Activation Senior Manager, EMEA, Johnson & Johnson, JLABS

**Judge: Stefan Beerhalter** - VP, Germany, German Accelerator Life Sciences

**Judge: Hubert Birner** - Managing Partner, TVM Life Science Management Inc.

**Judge: Elena Fernandez-Kleinlein** - Interim Head, JLABS EMEA

**Judge: Vanessa Malier** - Managing Partner, Kurma Partners

**Judge: Holger Reithinger** - Partner, Forbion Capital Partners

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## Break and Breathe

16:05 - 16:25  
Extra Activity

Location: Level 1, Hall B1/B2, Rm 2

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

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## Expanding manufacturing through US partnerships: A North Carolina case study

16:30 - 17:30  
Panels

Location: Level 1, Hall B1, Rm 6

With biopharma as the fastest growing segment of the pharmaceutical industry, it is no surprise that companies are investing heavily in new biomanufacturing facilities. Development of novel gene and cell therapies and biosimilars, along with the impact of personalized medicine and new manufacturing techniques, are driving growth of the biopharma market. This session will explore the rewards, considerations and challenges for expanding biopharma manufacturing operations, including meeting regulatory requirements, availability of a skilled workforce, optimizing processes and speed to market. Discover how North Carolina is taking the lead through innovation and partnerships.

### Participants

**Moderator: Robin Deacle** - VP, NCBiotech

**Panelist: Martina Christiansen** - Head, Sales and Marketing, Neopac

**Panelist: Christy Eatmon** - Global SME, Sterile Drug Products, Thermo Fisher

**Panelist: Bernardo Estupinan** - VP, Business Development, KBI Biopharma

**Panelist: Liza Rivera** - VP, Marketing, FUJIFILM Diosynth Biotechnologies

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## Break and Breathe

16:35 - 16:55  
Extra Activity

Location: Level 1, Hall B1/B2, Rm 2

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

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## Exhibit Hall Hospitality Receptions

17:45 - 18:45  
Networking

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## Evening Networking Reception with Buffet-style Dinner

19:00 - 23:00  
Networking

Schuppen 52,  
Australiastrasse 52B,  
20457 Hamburg

The unique monument "Schuppen 52" was built a century ago in the times of the Emperor. Only two decades ago, the place was a major transshipment point for goods from all over the world. Nowadays, the event hall is one of the most extraordinary places for major events in Hamburg. The impressive warehouse on the quay is one of only a few that are still well preserved and is the only one available for launching exclusive events.

18:30–19:15 Shuttle buses depart from the conference center to the evening event.

21:00–23:00 Shuttle buses depart from the evening event to all conference hotels.

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TIME	BUSINESS DEVELOPMENT TRACK	COMPANY PRESENTATIONS	EXTRA ACTIVITY	MAIN AGENDA	NETWORKING	PANELS	PARTNERING	PLENARY	POWER - UP PARTNERING ONE	SPOTLIGHT ON
06:00			06:30 - Rise and Run							
07:00				07:45 - Registration and Exhibition Open	07:45 - Continental Breakfast					
08:00							08:00 - One-to-one Meetings			
09:00		09:00 - Company Presentations				09:00 - EU financial support R&D through Horizon 2020 and EMA's support to SMEs			09:00 - Power up partnering ONE: Experienced	
10:00	10:00 - Non-binding term sheet: Necessary evil or the key to success?									10:00 - Digital therapeutic partnership landscape
11:00	11:15 - Best path forward for successful product development		11:05 - Break and Breathe 11:35 - Break and Breathe							
12:00					12:00 - Luncheon			12:30 - A day in the life of experienced dealmakers		
13:00										

# SCHEDULE

DAY 2 - 12/11/2019

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TIME	BUSINESS DEVELOPMENT TRACK	COMPANY PRESENTATIONS	EXTRA ACTIVITY	MAIN AGENDA	NETWORKING	PANELS	PARTNERING	PLENARY	POWER - UP PARTNERINGONE	SPOTLIGHT ON
14:00		14:00 - Company Presentations							14:45 - Power up partneringONE: Essentials	
15:00										15:00 - Startup Slam
16:00			16:05 - Break and Breathe 16:35 - Break and Breathe			16:30 - Expanding manufacturing through US partnerships: A North Carolina case study				
17:00					17:45 - Exhibit Hall Hospitality Receptions					
18:00										
19:00					19:00 - Evening Networking Reception with Buffet-style Dinner					

# SESSIONS

DAY 3 - 13/11/2019

BIO-Europe

November 11–13, 2019

Hamburg Messe  
Hamburg, Germany

## Registration and Exhibition Open

07:45 - 16:00  
Main Agenda

## Continental Breakfast

07:45 - 10:30  
Networking

## One-to-one Meetings

08:00 - 17:00  
Partnering

## Company Presentations

09:00 - 12:00  
Company Presentations

Locations: Level 0, Hall B1, Rms 3 and 4, Level 1, Hall B1, Room 6

## Gene therapy valuation and deal trends

09:00 - 10:00  
Spotlight On

Location: Level 1, Hall B1, Rm 6

Breaking headlines are showing how gene therapy can transform the way we treat diseases and the sector is booming. With these advances come greater opportunities and challenges in developing and commercializing cures. How are these potentially transformative technologies providing new partnering opportunities for emerging companies and established pharmacos? What strategies do companies have to incorporate cell and gene therapies into their pipelines? How are companies working together to bridge the gap from R&D to commercialization? This panel will discuss the latest industry advances, new partnerships, regulatory issues, and other exciting developments. Hear from leading biotech and pharma companies that are building out their capabilities in gene and cell therapies.

### Participants

**Moderator: Pascale Diesel** - VP, Charles River Associates

**Panelist: Simon Brack** - Director, External Innovation in Discovery, Drug Production and Supply (DPDS), Janssen Pharmaceutical Companies of Johnson & Johnson

**Panelist: Stuart Collinson** - CEO, OxStem

**Panelist: Abhi Gupta** - Senior Director Global Gene Therapy Business, Pfizer

**Panelist: Genghis Lloyd-Harris** - Partner, Abingworth

**Panelist: Andrew Yost** - VP, Corporate Development, REGENXBIO Inc.

## Power up partneringONE: Experienced users

09:00 - 09:30  
Power - up PartneringONE

Location: Level 0, Hall B1, Room 220

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. Each session is limited to 9 people. Please reserve your seat by adding the session to your personal agenda in your partnering account.

### Participants

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

## EIT Health: InnoStars Awards 2019 Grand Final pitching contest

09:00 - 15:30  
Additional Program 2

Location: Level 1, Hall B1, Rm 5

9:00 - Opening of the Session

9:20 - Roundtable - Pioneering the goldrush of startups in CEE and Southern Europe

- Thanasis Spathis (CEO & Founder – Synoosis)
- Dr. Luigi Aurisicchio (CEO – Takis)
- Adam Broncel (Managing Partner – Biomed Innovation)
- Slawomir Chomik (Managing Partner - Medical Research Center Sp.z o.o.)

10:00 - Coffee Break and Networking

10:15 - Pitching contest - InnoStars Awards Grand Final 2019 (round 1 - 5 teams)

- B-CULTURE
- DifMATRIX
- BrachyDOSE
- U Vera - skin of your life
- InSimu University

11:15 - Key note speech: How to run and attract audience during a TED talk

12:30 - Lunch

13:30 - Roundtable - Pharma investing in innovation

14:00 - Pitching contest - InnoStars Awards Grand Final 2019 (round 2 - 5 teams)

- Serious Games for Health
- HydrUSensor
- PatchAI
- Vigo - Digital Therapeutics for Stroke Recovery
- GRAID AI supported structured reporting for telerradiology

15:00 - Announcement of InnoStars Awards Winners

15:30 - Networking and BIO-Europe Closing Reception

### Market access Europe: How do smaller biotechs interact best with Europe's decision makers?

09:30 - 10:45  
Additional Program

Level 1, Hall B1, Rm 7

The discussion will focus on the opportunities that such smaller biopharma companies have to accelerate and improve product development through dialogue with regulatory and reimbursement authorities in order to reach patients quickly. We will cover both the European level as well as European member states and their specific rules/institutions.

- European Union: The SME office at the European Medicines Agency (EMA) addresses the unique needs of small and mid-sized pharmaceutical companies by providing them with regulatory, financial and administrative assistance. Which companies qualify for this support? What kind of assistance on regulatory aspects is given? When and how should smaller companies reach out to EMA's SME office?
- France: With the "Autorisation Temporaire d'Utilisation", it is possible to make a medicinal product available to patients with very serious illnesses even before it has been approved, and the product will then be reimbursed by the public health care system.
- Germany: Here we would like to present the work of the Innovation Office of the Paul Ehrlich Institute (PEI), in particular the dialogue between ATMP manufacturers and PEI. At what point does a company make contact with PEI? What are the frequent challenges and how can they be mastered?

#### Participants

**Moderator: Fabian Berkemeier** - Director, Value and Access Strategy, IGES Institute, Berlin

**Panelist: André Berger** - Head of the Innovation Office, Paul-Ehrlich-Institute

**Panelist: Paul Neveux** - MPH, HealthEcon, Basel

**Panelist: Constantinos Ziogas** - Head of SME Office, European Medicines Agency

### Cell and Gene Company Presentations

10:15 - 12:00  
Spotlight On

Location: Level 1, Hall B1, Rm 6

### Break and Breathe

11:05 - 11:25  
Extra Activity

Location: Level 1, Hall B1/B2, Rm 2

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

### Break and Breathe

11:35 - 11:55  
Extra Activity

Location: Level 1, Hall B1/B2, Rm 2

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

### Luncheon

12:00 - 14:00  
Networking

### Advanced therapy collaboration and integrated development: The challenges and opportunities

12:00 - 13:00  
Spotlight On

Location: Level 1, Hall B1, Rm 6

In the 10 years since the first Advanced Therapy Medicinal Product (ATMP) was approved in Europe, a total of 14 have been approved, 4 of which were later withdrawn from the market. However, the interest in these types of medicines continues to accelerate. Indeed, FDA commissioner Scott Gottlieb recently said "... by 2025, we predict that the FDA will be approving 10 to 20 cell and gene therapy products a year based on an assessment of the current pipeline and the clinical success rates of these products." ATMPs bring many challenges and opportunities for patients, physicians, payers, developers, regulatory agencies and the investment community alike. They are forcing stakeholders to think, behave and work in a different way and in doing so change the paradigm of drug development. The importance of collaboration and integration of activities for these therapies is becoming more evident. This session aims to discuss the further development of new ways of working, new collaboration models among the stakeholder groups and the opportunities for ATMPs in the next 5 years.

#### Participants

**Moderator: Morrie Ruffin** - Co-founder, Alliance for Regenerative Medicine

**Panelist: Cindy Atwell** - VP, Business Development, Precision BioSciences

**Panelist: Paul Baldrick** - Executive Director, Non-clinical Regulatory Strategy, Covance Laboratories

**Panelist: Alexander Fink** - Managing Partner Europe, TRINITY Life Sciences

**Panelist: Keith Thompson** - CEO, Cell and Gene Therapy Catapult

**Panelist: Chris Williams** - VP Business Development, Autolus Therapeutics

### Closing Reception - Hall B2, Booth 94

16:00 - 17:30  
Networking

Thank you Hamburg - Servus Munich!

Reception to welcome BIO-Europe 2020, October 26-28 in Munich, Germany



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07:00					07:45 - Registration and Exhibition Open	07:45 - Continental Breakfast			
08:00							08:00 - One-to-one Meetings		
09:00	09:30 - Market access Europe: How do smaller biotechs interact best with Europe's decision makers?	09:00 - EIT Health: InnoStars Awards 2019 Grand Final pitching contest	09:00 - Company Presentations					09:00 - Power up partneringONE: Experienced users	09:00 - Gene therapy valuation and deal trends
10:00									10:15 - Cell and Gene Company Presentations
11:00				11:05 - Break and Breathe 11:35 - Break and Breathe					
12:00						12:00 - Luncheon			12:00 - Advanced therapy collaboration and integrated development: The challenges and opportunities
13:00									
14:00									

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15:00									
16:00						16:00 - Closing Reception - Hall B2, Booth 94			