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

<table>
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<tr>
<th>TIME</th>
<th>Event Details</th>
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<tr>
<td>18:00</td>
<td>EBD Academy - COURSE 1 - Advanced Business Development Course - Drinks reception</td>
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</table>
EBD Academy - COURSE 1 Continued - Advanced Business Development Course

07:30 - 16:30
EBD Academy - Course 1

// ADDITIONAL REGISTRATION FEE //

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LEARN MORE>>
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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>>

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

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

+49 89 2388 756 0  
ebdgroup.knect365.com/bioeurope/  
conferences@ebdgroup.com
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.

Johann Carl Daniel Curio. During the 1920s, Hamburg-
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SESSIONS
DAY 1 - 11/11/2019

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

Continental Breakfast
07:45 - 10:30
Networking

Location: Level 0 Hall B2/B3

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 clearer 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

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. 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 Kleib - 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

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 fail 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

One-to-one Meetings
10:00 - 18:30
Partnering

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)
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 Maret - CBO and CCO, BioNTech
Panelist: Enno Spiller - 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 UHuillier – 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
15:45–16:00 Bayer
16:00–16:15 Novo Nordisk
16:15–16:30 Sanofi
16:30–16:45 Merck
16:45–17:00 Bristol-Myers Squibb
Immunooncology: 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, Immatics
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

ImmuonOncology 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
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: Lucia 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.
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

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.

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 Cierval - 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

Infectious Disease Company Presentations
17:15 - 18:15
Therapeutic Track
Location: Level 1, Hall B1, Rm 7

Champagne reception at EBD Group booth #161
18:00 - 18:45
Networking
Location: Level 0, Hall B7, Booth 161

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.
<table>
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<tr>
<th>TIME</th>
<th>BUSINESS DEVELOPMENT TRACK</th>
<th>EXTRA ACTIVITY</th>
<th>LET’S TALK...SERIES</th>
<th>MAIN AGENDA</th>
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<td>09:00 - How to best articulate the strategic value of your assets to potential investors and partners?</td>
<td>09:00 - Smart drug discovery</td>
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## Schedule

**Day 1 - 11/11/2019**

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<tr>
<th>Time</th>
<th>Business Development Track</th>
<th>Extra Activity</th>
<th>Let's Talk...Series</th>
<th>Main Agenda</th>
<th>Morning Workshop 1</th>
<th>Morning Workshop 2</th>
<th>Networking</th>
<th>Partnering</th>
<th>Plenary</th>
<th>Power-Up Partnering</th>
<th>Presentations</th>
<th>Spotlight On</th>
<th>Therapeutic Track</th>
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<td>11:15 - Back to the Future: Milestones from the last 25 years</td>
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<td>11:30 - Top of the pops: Greats of the past, leaders of the future</td>
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<td>13:30 - Funding trends and how to break them</td>
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<td>13:30 - Pharma Presentations</td>
<td>13:30 - Evolving priorities in women's health</td>
<td>13:30 - Immuno-oncology: Optimizing success in the crowded partnering market, and trends for 2020</td>
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## SCHEDULE

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<td>14:45 - The China market: Valuable opportunities, sophisticated business models, novel science</td>
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### Technical Support
- +49 89 2388 756 0
- ebdgroup.knect365.com/bioeurope/
- conferences@ebdgroup.com
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<td>Evening Networking Reception with Buffet-style Dinner</td>
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SESSIONS

DAY 2 - 12/11/2019

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 Zgiotas - 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 Chinopoulos - 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, Hoffmann-La Roche
Panelist: Philippe Lopes-Fernandes - Senior VP, Global Head, Business Development and Alliance Management, Merck KGaA
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 Lønne - 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

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.

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

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

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

Company Presentations
14:00 - 18:00
Company Presentations
Level 0, Hall B1, Rms 3 and 4; Level 1, Hall B1, Rm 7

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
SESSIONS
DAY 2 - 12/11/2019

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

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.

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

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.

Exhibit Hall Hospitality Receptions
17:45 - 18:45
Networking

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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conferences@ebdgroup.com

BIO-Europe
November 11–13, 2019
Hamburg Messe
Hamburg, Germany
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<td>14:45 - Power up partneringONE: Essentials</td>
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<td>16:05 - Break and Breathe 16:35 - Break and Breathe</td>
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<td>16:30 - Expanding manufacturing through US partnerships: A North Carolina case study</td>
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<td>19:00 - Evening Networking Reception with Buffet-style Dinner</td>
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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 pharmcos? 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 – Synoesis)
• 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
• DiMATRix
• BrachyDOSE
• UVera - 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 teleradiology

15:00 - Announcement of Innostars Awards Winners
15:30 - Networking and BIO-Europe Closing Reception

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

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