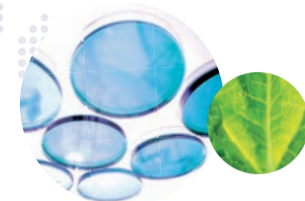


> September
23 - 25

LILLE GRAND PALAIS
FRANCE

EuroBio

2009



THE PARTNERING AND TECH TRANSFER EVENT FOR THE BIOINDUSTRY

> PROGRAMME PREVIEW



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> A set of pragmatic tools to boost your company



PHILIPPE BUSQUIN -

European Member of Parliament,
Former European Commissioner in charge
of Scientific Research,
Chairman of the Steering Committee EuroBio 2009.

Given the harsh economic context, what are the directions that Research must take?

Crisis means change. And this is linked to our ability to be innovative, which in itself firmly relies on research. Requirements for sustainable development, climate change and the ageing population are what determine tomorrow's challenges in developed countries. Molecular biology, genetics, knowledge of cell mechanisms, the role of proteins, etc. will forever change our management of health, and research in these areas is quite vast and diversified. It is therefore necessary to support excellence in fundamental research while supporting translational research (from the lab to the patient's bed).

Innovation is truly an asset in today's challenges. At present, no company is in a position to control all the technological progress made in its particular field with its resources alone. And champions of innovation have well understood the advantages to be reaped from new information technologies in order to set up virtual knowledge networks. They have been resorting to "open innovation" by developing a large quantity of new ideas together with a host of external sources (universities, foundations, etc.). In addition, research involves mechanisms of competition and collaboration, along the lines of European research programmes.

It appears to me that contributions in nanotechnology will be decisive in the future, thus explaining the growing interest in multidisciplinary research (nano, bio, IT).

Does growth in the bioindustrial sector need to include support for Young Innovative Companies? How can we help them develop?

Joint European directives are needed to strengthen the bond between companies and academic research centres. Europe's weakness in transforming research into innovation stems mainly from the gap between academic research and industry.

To acquire knowledge of the bioindustrial sector, it is therefore necessary to support such initiatives.

It is important, however, to avoid any heavy bureaucracy in these systems. There is urgency in assessing the current process, which appears to be lacking in flexibility and means.

Bioindustries must be managed particularly at the fiscal level and support investments, as their characteristics differ from those of other sectors (capital to be invested, the necessarily random nature of research, deadlines for putting products on the market, etc.).

EuroBio 2009 is there to offer biotech companies a unique framework designed to identify the major players in the academic world as well as in industry. EuroBio 2009 can in the interim provide "big players" with a unique opportunity to meet not only the usual faces within the mature biotech companies but also newcomers from both academia and start-ups.

In the meantime, EuroBio 2009 is the best gathering during which TTOs and academic scientists can market and sell their innovations, their IP and promote their scientific capability for possible scientific collaboration.

Finally, EuroBio 2009 Lille is recognized and appreciated for its warm welcome and ability to provide moments of conviviality where new contacts can be made as well as a better understanding of the person behind your clients and partners.

Register today at www.eurobio-event.com





**YOU CAN RELY
ON LFB...**

... TODAY AND TOMORROW

LFB is a French biopharmaceutical group active in the fields of immunology, intensive care and hemostasis with a wide range of plasma-derived medicinal products used every year to treat more than 500,000 patients with serious and sometimes extremely rare diseases.

Ever striving to advance the treatment of certain highly serious diseases while continuing to improve the availability of treatments, LFB has developed biotechnology programs focused on two main development themes: monoclonal antibodies and transgenic recombinant proteins.

LFB is committed to meeting the therapeutic and technological challenges posed by the treatments of tomorrow.

www.lfb.fr

THE PARTNERING AND TECH TRANSFER EVENT FOR THE BIOINDUSTRY



Professor **DOUWE D. BREIMER**

- Professor of Pharmacology at Leiden University
- Former Rector Magnificus & President Leiden University
- Member of the 2009 EuroBio Strategic Committee

Douwe D Breimer, Professor of Pharmacology at Leiden University, is also a member of the Advisory Board of Leiden Bio Science Park, which is celebrating its 25th anniversary this year.

For many years, he has encouraged technology transfer in the different establishments in which he works, whether at Leiden University, where he launched LURIS (Leiden University Research & Innovation Services), or within Life Sciences Partners, a major venture capital company based in Amsterdam of which he is the Chairman of the Board.

How do you see 2009?

As it is the case for everyone, I find it difficult to predict what is going to happen in the course of this year. I sincerely believe, however, that the life sciences sector will do more than just survive; it will in fact move forward. When I speak of the life Sciences, and the issues that affect mankind, the notion of values enters into the picture. And these actions focused on development, research and innovation – the factors that kindle hope – will receive strong support, whether at the political or entrepreneurial level. Psychologically speaking, people are inclined to invest in what has meaning. And when I say this, I am not thinking only of start-ups and new projects but also of follow-up investments. We all know that innovation is the key to growth, even more so when the added value involved is close to improved health of the individual.

You mentioned political support. What is the case for the Netherlands?


Political involvement is strong. For example, a little over two years ago, the Dutch government launched a public-private research collaborative programme called Top Institute Pharma (TI Pharma), comprising partnership of strong academic groups with industrial companies. This collaborative body, focussing on drug discovery and drug development as regards new concepts and new products, testifies to having a major impact of this sector on our country's economy. It is providing collaborative solutions to optimize research towards societal needs and is responsive to the requirements for innovation of industrial companies.

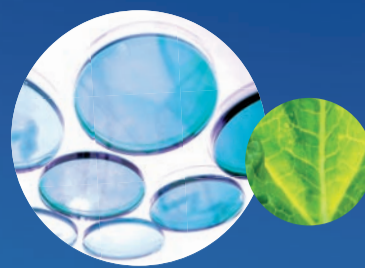
This year, you are part of the EuroBio Strategic Committee. In what way do you feel that this "encounter" between the different actors is fundamental in this sector? What do you expect from professional events?

As I see it, there are three levels of encounters. It is essential for professionals to be positioned at a local level. For example, we organize the Life Sciences Café, monthly meetings that generate a networking system in the Bio Science Park. At the national level, each country organizes meetings that also appear to be essential for the economic development of a sector. At both levels, the academic participants actively contribute.

However, apart from the pure scientific meetings, at the international level, events are most often primarily for the benefit of industrial companies in a B2B approach, and it is more difficult to include academia. However, this international level corresponds far more to the needs of academia as well, because in essence research goes beyond national borders. We need a panoramic view where the public and private sector meet, at least at the European level, and EuroBio's new positioning for its 2009 edition meets this need by clearly opening up its doors also to the academic world.

Pr. Douwe Breimer will chair the session « Academic platform VS technology based services : Competitors or partners »

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SHARE AND



Emerging biocompanies issues

One of the few things we can be certain of is that the year 2009 will be one of uncertainty. The reduction in availability of VC and seed money in 2009 shows practically no doubt. In such a context, emerging and young biotech companies must make critical decisions to optimize their expenses, rethink options as whether to perform internally or outsource part of their expertise and give new thought to defining their core projects and priorities.

This difficult year did however open up opportunities. Public funding scheme budgets will most probably remain stable, and thus offer solutions in terms of cash flow. The public policies that target innovation will be increasingly more directed towards public-private partnerships. It also appears to be ever more likely that the breakdown between equity and loans will change durably. All this is creating a need for emerging companies to re-engineer their business model and obtain cash from services and partnership deals rather than being backed totally by equity.



“EuroBio has an important task to shed some light on the emerging biotechnology companies. Indeed, it is a very important gesture when you consider the difficulties for emerging companies in technology to be successful, specifically in times of crisis and even more so for companies trying to be successful in biotechnology. Compared to companies in other technologies, companies in biotechnology need more time to market and the risks for not being successful are considered to be higher.

When they are small, biocompanies need to focus on cooperation preferably with other international partners to increase their active market. Because time to market is critical as advocated, these companies should look for programmes with a rapid procedure and favour market oriented projects offering a high success rate.”

Luuk Borg, Head of Secretariat Eureka, Chairman session “Public funding policies”

24 SEPTEMBER	25 SEPTEMBER
<p>9.30 am - 11 am</p> <p> Establish win-win models with your service suppliers: outsourcing deals How to decide what to outsource? How to create successful relationship with your subcontractors?</p>	<p>9.30 am - 11 am</p> <p> Public funding policies: which options for small innovative companies in 2009? Comprehensive view of the European public funds. Testimonies of young companies</p>
<p>2 pm - 4 pm</p> <p> Seed investors: how far upstream do those specialized early stage financing tools go in this harsh 2009 context? A cross fertilization of ideas between investors, emerging and matures companies</p>	<p>“The possibilities are plentiful but there are just a few programmes that are specifically suitable for biotechnology companies. EUREKA’s Eurostars Programme is such a programme which has a very high participation from bio and biomed SMEs (80%) and a success rate of over 40%.”</p> <p style="text-align: right;">Luuk Borg, Head of Secretariat Eureka, Chairman of the session</p>
<p>4.30 pm - 6.30 pm</p> <p> The Era-net funding scheme: the best tool adapted to encourage SMEs collaboration in transnational research programs? The Era-net programme and its adequacy with respect to SMEs and start-ups: feedback from companies which have entered the program and obtained support</p>	<p>11.30 am - 1 pm</p> <p> CRO/ Biotech: building win-win relationships</p>
	<p>2 pm - 4 pm</p> <p> Portfolio Management and risk assessment How to identify, select and manage a new project from R&D?</p>



THEY WILL SHARE THEIR EXPERIENCES...

-  **Mats Berggen**, SwedenBio, CEO
-  **Jean-François Bloch**, Proteus, Deputy General Manager
-  **Simone Botti**, RAD Biomed, Director Business & Development
-  **Luuk Borg**, Secretariat Eureka, Director
-  **Richard Dennett**, Eden BioDesign, Head of Consultancy Services
-  **Jean-Baptiste Dumas**, Helios Bioscience, Director
-  **Mathilde Fernandez**, Bio-Iliberis
-  **Stephane Hogan**, European Commission, Health Directorate
-  **Roger Holdsworth**, UCB, Associate Director
-  **Pierre Noel Lirsac**, CEA, Deputy Director of the technologies for health programme
-  **Jean-Yves Nothias**, SGAM, Head Life Science sector

EXPERIENCE KNOW-HOW...

ONE PROGRAMME, FOUR TRACKS

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Managing collaborative research & licensing deals

All the actors of the biotech sector are aiming to intensify academia/industry partnerships, this vision being shared by all those belonging to the biotech community, mainly for the following reasons:

- Conducting effective therapeutic and diagnostic innovative projects requires competences that must come from both public research and private research
- It has become less and less possible to succeed in biotech research alone, as young companies or as a major firm

This situation has led many governments and public agencies to create new funding schemes designed to foster industry/academia collaboration. Given the increasing number of collaborative programmes, licensing and technology transfer issues must be taken into account. This track will cover several topics that will be presented by a panel of speakers from the whole of the biotech community (Office of Technology Transfer, mature companies, start-ups) and highlight innovative ways to organize new collaborations.



“ Collaborative projects are very important to Sanofi-Aventis. Our aim is in fact to see, outside our walls, expertise and competence to complete and improve our R&D processes as well as our pipelines with different players, whether from the public or private sector. The pharmaceutical and biotech industries must face many challenges, especially those of a financial nature. In such a context, the development of partnerships at different stages truly opens up opportunities for these actors. Whether for collaborative research upstream or at a later stage via in-licensing or acquisition, partnerships must be considered a priority and pave the way for growth through innovation. In Europe, it is important to pay special attention to improving the effectiveness of partnerships. New collaboration models still need to be found, and promoted. In this way, in a highly competitive “bio events” environment, EuroBio’s specific positioning – namely by focusing on tech transfer and a collaborative research approach – is moving in the right direction, as it takes part in this need for promotion and acts in synergy with other events. ”

Patrick Tricoli, Global Deputy Head sanofi-aventis, Chairman session “Academia/Industry partnership in drug discovery: the latest news on the IMI Initiative”

24 SEPTEMBER

9.30 am - 11 am



Clearly defining one’s scientific and technological background before signing a collaborative deal

2 pm - 4 pm



Academia/ industry partnership in drug discovery: the latest news on the IMI initiative

Analysis of the first calls for projects: scientific orientation, types of structures involved, future orientation for IMI

“ The interest brought about by the 1st IMI Call is quite promising. While still remaining an area of improvement, it should provide – by pooling resources and decompartmentalizing the different actors in the sector – a response to today’s major stake, that of developing the most suitable products for patients with emphasis placed on two concerns, effectiveness and safety. ”

Patrick Tricoli, Global Deputy Head Sanofi- Aventis, Chairman of the session

16.30 pm - 18.30 pm



Technology transfer: the specificities of a know-how out-licensing process

Ways to manage an effective know-how out-licensing

25 SEPTEMBER

9.30 am - 11 am



Objective look at research valorisation options

How to make an objective choice between licensing, spin-off or partnership for research products? TTOs’, VCs’ and entrepreneurs’ vision and experience of such critical choices.

11.30 am - 13 am



Academic platform vs. technology based services companies

Competitors or Partners?

2 pm - 4 pm









How to choose the right licensing strategy?

What is the right strategy according to the technology licensed and the typology of the licensor structure, the intellectual property rights and payments?

THEY WILL SHARE THEIR EXPERIENCES...

-  **Heung-Chae Jung**, KRIBB, Director of Intellectual Property Management Department
-  **Brian Kelly**, Cornell Center for Technology, Enterprise & Commercialization, Director
-  **Axel Koch**, ElexoPharm GmbH, CEO
-  **Amir Naiberg**, Yeda, CEO
-  **Irene Norstedt**, European Commission, Head IMI sector
-  **Xavier Regnaud**, Innovative Health Diagnostics, President
-  **Dave Tapolczay**, MRC-T, CEO
-  **Bernard Thorens**, Université de Lausanne, Professor
-  **Patrick Tricoli**, Sanofi-Aventis, Global Deputy Head

-  **Michel Azoulay**, GoldIslands, CEO
-  **Conny Bogentoft**, Karolinska Development, CEO
-  **Douwe Breimer**, Leiden University, Professor
-  **Rudy Dekeyser**, VIB Technology Transfer, Manager
-  **Rouget Henschel**, Foley & Lardner, Partner
-  **Ora Horovitz**, BGN Technologies, VP Business Development

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SHARE AND



“ It is important for companies to be fully aware of the regulatory issues and the complex regulatory environment associated with bioproducts. Many biotechnology companies are small concerns that do not have dedicated regulatory resources and they are also often started by academics with little regulatory knowledge and experience. Having a good understanding of the regulatory requirements and issues is vital for successful and speedy product development and any opportunity to highlight the regulatory issues such as at EuroBio is to be welcome. Furthermore, new regulations can have a significant impact on market opportunities. Indeed, it is important for companies to be aware of proposed regulations so that they have the opportunity to comment on them and to try and change them if necessary. A good example of regulations influencing market opportunities would have to be the biosimilars regulations in Europe. It is only new regulations, but changes to existing regulations also need to be monitored for possible market opportunity impact. ”














Robert Blakie

Director of Regulatory Affairs & General Manager, UK, Era Consulting, Chairman session “Biosimilars”

Regulatory issues for bioproducts

Young companies as well as large pharmaceutical groups and the whole of the biotech industry are faced with many regulatory challenges and an increasingly regulated framework. These regulations are constantly evolving. Therefore, biotech companies need to adapt to the changes brought on by new legislation. Both at seminars or round-table discussions, this track will present updated information on the major political and regulatory affairs that shape the biotechnology industry such as biosimilar products or issues linked to gene and cell therapies. Through diverse sessions, it will take stock of the new regulations, market opportunities and show how they affect biotech companies.

THEY WILL SHARE THEIR EXPERIENCES...

-  **Christian Béchon**, LFB, CEO
-  **Robert Blakie**, ERA Consulting, Director of Regulatory Affairs and General Manager UK
-  **Emmanuel Chantelot**, EBE, Executive Director
-  **Willy de Greef**, Europabio, Secretary General
-  **Sibylle Gaisser**, Fraunhofer Institute for Systems & Innovation Research, coordinator TESSY project
-  **William Haddad**, Biogenetics, Inc., Chairman/CEO
-  **Kowid Ho**, Afssaps, Pharmaceutical Assessor
-  **Johan Hyllner**, Cellartis AB, CSO
-  **François Képès**, Genopole, CNRS Research Director
-  **Philippe Marlière**, Global Bioenergies, co-founder
-  **Chris Mason**, University College London, Professor
-  **Markus Schmidt**, idialog, coordinator Synbiosafe Project
-  **Ulrich Stottmeister**, International Society for Environmental Biotechnology, Board member

24 SEPTEMBER

9.30 am - 11 am

Regulatory framework for gene therapy products: what are the perspectives?

Scientific developments in gene therapies and consequences in Europe of the new framework for Advanced Therapies

2 pm - 4 pm

Regulation of biomarkers used in personalised medicine

The current regulation policies of the development and validation new biomarkers

4.30 pm - 6.30 pm

Biosimilars

Opportunities and challenges in the global market

“ The European Union has a regulatory framework in place for biosimilars and this is working satisfactorily. The number of similar biological medicines gaining marketing authorisation in Europe will continue to rise year on year for the foreseeable future and so the potential is quite large ”

Robert Blakie, Director of Regulatory Affairs & General Manager, UK, Era Consulting Chairman of the session

25 SEPTEMBER

9.30 am - 11 am

Environmental biotechnology regulation: vector for creation of new markets?

Can regulation offer a clear framework and thus create new markets?

11.30 am - 1 pm

The boom in synthetic biology : what does the future hold ?

What is the European strategy regarding synthetic biology? What are the perspectives and opportunities in Europe?

2 pm - 4 pm

Technical and regulatory hurdles to stem cell therapies

Regulatory landscape for conducting clinical research on stem cells and regenerative medicine



EXPERIENCE KNOW-HOW ...



How do clusters concretely contribute to innovations?

The aim of this track is to emphasize the fruitful and pragmatic inter-cluster partnerships and stress the impact these partnerships have in terms of creation of ambitious collaborative programmes carried out by the clusters' respective members or in terms of useful innovative tools these clusters propose to their members. This track will focus on the innovations and achievements stemming from European bioclusters. Different research areas (cancer, immunotherapy, bioproduction, pharmaceutical chemistry, etc.) will be dealt with by scientists and CSOs originating from different clusters.

Through testimonials, the different members of clusters will speak about their successes and emblematic projects. In this track, and through different illustrations, the aim is to show the importance of the clusters' management and teams in the construction of a knowledge-based bioeconomy in Europe. Our choice in this track is to be able to hear what the entities benefiting from the cluster process say, i.e. SMEs, academic researchers taking part in the life of their respective clusters.

ONE PROGRAMME, FOUR TRACKS

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WORKSHOP

- p 7 Adding value to your R&D strategy

“ What do you think of EuroBIO 2009's willingness to shine a spotlight on innovation spinning from European Bioclusters?



This is clearly part of a meaningful path, which is leaning toward positioning clusters at the national and international levels as kingpin between industry and public research in an innovation process.

How can inter-cluster partnerships foster therapeutic innovation?

Today more than ever, innovation is of a multidisciplinary nature. We rarely find a single territory that brings together all the expertise and technology needed for innovation. In this way, clusters can foster innovation by setting up a tool for setting up projects and partnerships. Hence, they know their territory and have a great ability for mobilizing and bringing together all the missing pieces of the puzzle.

Bio clusters offer many tools to their members.

How can they serve the development of the bioeconomy in Europe?

This depends on the biocluster's nature and activity. In the case of Alsace Biovalley, we are part of a rationale whereby the cluster truly leads a strategy. Alsace Biovalley unites all the bodies on a territory to take action in setting up projects. The cluster can then be a driving force for the development of the channel on its territory. Its roles are numerous:

- To absorb the complexity of innovation tools
- To defragment landscapes
- To ensure strategic coherence for everyone

”

Nicolas CARBONI,

Managing Director, Alsace Biovalley

CONFERENCES FOR PARTNERING OPPORTUNITIES : SUCCESS STORIES FROM ANR FUNDING PROGRAMMES.

“ Considering existing biotech innovation support actions, what are the specificities of Emergence and Innovative Biotechnology Network –RIB– programmes led by the French National Research Agency (ANR)?



What do you think of EuroBIO 2009's ability to cluster partners on such programmes?

Emergence programme added value is to fill the funding gap surrounding the necessary maturation phase between promising scientific results and the proof-of-concept validation, making them ready for industrial development.

This programme is complemented by the RIB programme that goes a step further: it allows the financial support of technologies that have succeeded in the first steps of their maturation process and that need support to validate their proof-of-concept and, furthermore their next development steps such as clinical trials or first ready-to-market products development.

We do think that EuroBIO 2009 is a real opportunity to maximize the exchanges around such biotech innovation programmes. During this event, we will propose a whole-day «Key Partner Meeting» - based on proven success stories - and dedicated conferences, with more than 60 projects' leaders ready to create new valuable partnerships with actors interested in their products or expertises.”

Aude SIRVEN, Ph.D

**Emergence and RIB Programme Officer
French National Research Agency (ANR)**

Chairwoman session «Conferences for partnering opportunities»

ANR

Adding value to your R&D strategy

Since 2005, the French National Research Agency – ANR – has launched specific calls for proposals dedicated to biotech technology transfer and academic-industrial partnerships.

Following a global strategy to mix efficiently academic and industrial partners' R&D culture, ANR has succeeded in creating the condition for an operational technology transfer process leading to real success stories.

ANR supports the whole technology transfer continuum from the early discoveries through the proof-of-concept validation and, further, clinical trials and industrial developments. From 2005 to 2007, ANR launched two dedicated programmes: the “Emergence” programme and the “Innovative Biotechnology Network” programme.

The “Emergence” programme was open to academic partners and consortiums in order to fund the proof-of-concept process, based on a rigorous evaluation of the projects' economic perspective, intellectual property background and scientific innovation. This programme allowed the emergence and the funding of groundbreaking technologies from their early stage up to their industrial uptake.

The “Innovative Biotechnology Network (RIB)” programme consisted in funding the technology transfer projects between academic and industrial partners. The selected projects had to be coordinated by industrial partners in order to secure the innovation developments with a clear market-oriented strategy.

Jointly, these programmes give SMEs and academic partners the opportunity to exchange technological solutions and best practices in a “win-win” relation leading to a successful and accelerated development of their R&D programmes.

Thursday, 24 September 2009 / 9 am - 6 pm
A whole-day session on ANR key partner meeting and dedicated conferences for partnering opportunities.



EUROBIO 2009 THEIR EXPECTATIONS



Dr. Ulf Ljungberg, CEO – NeuroNova SWEDEN

NeuroNova is a bio-pharmaceutical company which has two drug candidates in clinical development for Parkinson's disease and amyotrophic lateral sclerosis. NeuroNova works with neurogenesis and neuroprotection for the treatment of several currently incurable neurodegenerative diseases, including Parkinson's, Alzheimer's disease, ALS and Huntington's disease.



**Dr. Ora Horovitz,
VP Business Development,
BGN Technologies Ltd.,
BEN-GURION University
ISRAEL**

BGN Technologies is the Technology Transfer Company of Ben-Gurion University, responsible for the commercialization of



Mr. Philippe Archinard, CEO – Transgene FRANCE

Transgene is a biopharmaceutical company dedicated to the discovery and development of gene-based therapeutic vaccines and immunotherapy products for the treatment of cancer and infectious diseases. Transgene implements its strategy by independent development and commercialization as well as partnering with pharmaceutical companies for later stage development or in-licensing.

know-how and inventions of the University's researchers. Through the development of novel University technologies and creative partnering with industry and investors, BGN brings value to the technological marketplace.

QUESTION: ACCORDING TO YOU, WHAT ARE THE GROWTH PERSPECTIVES IN THE FIELD OF BIOTECHNOLOGY FOR 2009 AND THE YEARS TO COME?

A. Cournot

"Fewer and fewer molecules are being developed by the R&D departments of pharmaceutical companies. They are increasingly being developed by small enterprises or spin-offs. In this way, biotech companies truly have a role to play in the future, one of 'technology providers'".

N. Buitelaar

"The growth perspectives of the biotechnology field are still as good as they were. On the short term companies who are still financed will not see many changes. Newcomers looking for finance will have some more trouble finding money, unless they have something really unique and important. The underlying technology, societal demand and medical needs are unchanged and will only increase in the future so I am still optimistic on the future of biotechnology."

O. Horovitz

"In spite of the present worldwide slow down and difficult financial situation, my opinion is that in the next 5-10 years the biotechnology industry is expected to remain a major growth area in the global healthcare. Due to developments in genomics, proteomics and novel biological therapies, the biotechnological market will continue its strong growth - both technologically and commercially - and not only in the healthcare field but also in new fields such as cleantech and industrial biotech."

J-Y. Nothias

"Biotechnology is encompassing the fastest growing segment of the Pharmaceutical Market. Therefore it should be a defensive sector for 2009 and it should further outperform the overall economy growth in the years to come."



QUESTION: IN TODAY'S CONTEXT, WHAT ARE THE MAIN ASSETS OF THE BIOTECHNOLOGY INDUSTRY?

N. Buitelaar

"The main assets of the biotechnology industry are that they really develop new drugs with new working mechanisms that really can cure diseases. They have a full pipeline and their way of organisation is geared towards innovation."

J-Y. Nothias

"The biotechnology industry is more innovative than the traditional big pharmaceutical R&D sector. More products are arising from the biotechnology compared to the internal pharmaceutical R&D. This would be a major driver until pharmaceutical companies change their R&D organisation to be more open."

U. Ljungberg

"In a more general sense, it is the ability to quickly translate research into benefits for patients and users. In a competitive sense, primarily in comparison to traditional larger companies, it is the speed and agility of smaller and more focused companies, that give a significant edge to research and to the development of new therapies."

P. Archinard

"Professionals in this sector are not discouraged. On the contrary, they are well aware of the stakes involved and are setting up ad hoc solutions. Furthermore, companies with a profile for molecule development rather than services are accustomed to chronic deficit - their shareholders know this business model - so they are able to adapt quite easily to this environment. It is essential not to give in to a negative attitude."



ATTENDEES : VISIONS AND VISIONS



Mr. Antoine Cournot, Chairman - The European CROs Federation EUROPE

The EUCROF gathers CROs from all over Europe around the following aims and objectives:

- Harmonise and actively promote the highest quality standards of clinical research.
- Focussing their strengths to bring more productive discussions with European bodies.
- Propose thematic discussions with Pharmaceutical industry representatives to enhance business relations and identify common causes.



Mr. Jean-Yves Nothias, Biotech managing Director Société Générale Asset Management – Alternative Investments FRANCE

The SGAM AI, which belongs to the SG group, is a leading institutional player in Alternative Investment Management which mixes the cultures of asset management and capital markets. While being client driven – like an asset manager – they have an entrepreneurial and financial approach of each market, like an investment bank.



Dr. Nettie Buitelaar, CEO Leiden Bioscience Park THE NETHERLANDS

Leiden Bio Science Park is the leading life sciences cluster in the Netherlands and ranks among the top five most successful science parks in Europe. It is fully dedicated to biomedical life sciences and offers opportunities for both start-ups and established companies. Leiden Bio Science Park is home to several renowned research institutions (e.g. the Faculty of Science of the Leiden University) and public/private companies.

WHAT DO YOU THINK OF EURO BIO 2009'S AMBITION TO SHINE A SPOTLIGHT ON TECHNOLOGY TRANSFER AND COLLABORATIVE PROJECTS?

A. Cournot

"All initiatives in this direction are welcome. Public-private matchmaking is fundamental in a sector such as biotechnology. These two worlds, with different stakes and methods, must come together to give rise to collaborative projects. The third actor in this sector remains the public authorities, which has been making great efforts in this area for about 20 years now."

O. Horovitz

"The Biotech industry heavily relies on academia and small R&D oriented start-up for new and innovative technologies and products. The key to successfully turning these innovative technologies into sustainable and valuable products are tech transfer and collaborations. The tremendous amounts of information and technologies available today coming from various fields can only be integrated and exploited by extensive interdisciplinary collaborations."



U. Ljungberg

"As NeuroNova is a prime example of how collaboration creates value. We combine ground-breaking academic results, cutting edge medtech technology with biologicals from leading biotechs/big pharma and add our own expertise in preclinical and clinical development. By doing this, we can form new treatment opportunities for incurable diseases in CNS, based on neurogenesis or neuroprotection in the human brain."

P. Archinard

"It is a positive point to be stressed. Pharma companies are increasingly in need of products from SMEs and start-ups, and 2009 no doubt augurs future partnerships, certainly of an ever greater importance. The declarations made by the new head of Sanofi are moving in this direction. It is important to know that, in the US, about 50% of SME financing comes from partnerships. This share is less substantial in Europe. So, we may just have a bit of oxygen for a short while!"

WHAT KIND OF PARTNERS DO YOU PLAN TO MEET DURING EURO BIO 2009?

A. Cournot

"As a CRO, the structures we hope to meet at events such as EuroBio 2009 are emerging and young biotech companies. Quite often, however, they are more often 'in the oven than in the mill'. So, it is important to succeed in involving these actors in events such as the EuroBio."

N. Buitelaar

"For me it would be interesting to find companies who would be interested in setting up their business in my Bio Science Park in Leiden."

O. Horovitz

"Being a University tech transfer company, I am mainly looking for partners to license out our technologies following an R&D collaboration period which will allow a more intimate understanding of the technology and a successful technology transfer process."

J-Y. Nothias

"We hope to meet ambitious and innovative companies and entrepreneurs from all over Europe. We wish to meet investors to invest in new biotech fund opportunities."

U. Ljungberg

"We are constantly looking for companies and other partners who have complementary skills and assets to us. We have identified molecular targets of high interest, and are looking for companies with compounds relevant to these molecular targets."

P. Archinard

"Business conventions and events such as EuroBio are necessary. We cannot progress without them. Of course, SMEs must be selective, and undoubtedly a few European leaders will stand out, which is not a bad thing. It is all the more necessary to take part in events like these in a difficult year such as this."

INCREASE YOUR MEANS OF AND PROSPECTS...

... A SET OF PRAGMATIC TOOLS TO BOOST



CONTACTS

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Partnering

Do more than generate contacts, prepare your deals!

EuroBioPartnering will enable you to target, define and materialize your development opportunities:

- **Identify** today's innovative technologies and tomorrow's products
- **Develop** new collaborations and facilitate investment opportunities
- **Select** the best partner to support your projects and schedule private one-to-one meetings

ONE-TO-ONE MEETINGS ON YOUR BOOTH!

NEW
this
year !!!

SCHEDULE APPOINTMENTS VIA OUR ONLINE APPLICATION AND MEET CONTACTS AT YOUR STAND.

Presenting companies/ academia

Give your experience an audience!

Showcase your products and services, technologies and projects to a targeted audience at special sessions of Companies and Academic Presentation:

- **Company pitches:** Emerging and mature companies from the biotech sector demonstrate their milestones and development strategy.
- **Tech Transfert & Innovation pitches:** Technology offers and partner research abilities proposed by the academic sector.

Career Fair

Candidates, recruiters and project carriers: **EuroBio Career Fair** offers the perfect match for highly-qualified skills.

MEETING WITH PARTNERS

YOUR COMPANY

Exhibition

Come and meet both the new faces and usual suspects of the biotech industry!

A showcase for your products, services and technological offers

→ **Establish partnering** directly at your booth (all passes give access to scheduled one-to-one meetings)

→ **Benefit** from the exhibition's new dynamic:

- On the same floor as the one-to-one meeting area
- Built around a central lounge and bar, with open access for a break or lunch

Networking events



Develop your business contacts in a friendly and informal ambience!

→ **NETWORKING EVENING**

September, 23rd. Networking evening held in an emblematic venue in Lille.

→ **BIO PARTY**

September, 24th. Open to all attendees, exhibitors and partners.

➤ **DO NOT FORGET TO JOIN THE EUROBIO 2009'S GROUP ON LINKEDIN:**
www.linkedin.com

EuroBio PASS

19,6 %VAT INCLUDED

new
this
year !!!

EUROBIO ALL IN ONE PASS, THE EUROBIOPASS!

A UNIQUE PASS TO ACCESS ALL EUROBIO OFFERINGS AND SIGNIFICANTLY INCREASE YOUR CONTACTS AND OPTIMIZE YOUR ENCOUNTERS

- **Mature Companies, institutions: €800**
- **Start-up companies: €400**
- **Academia**
(research institutes, universities): **€300**

EuroBio registration includes access to:

- EuroBioPartnering online partnering tool and on-site one-to-one meetings
- Unlimited access to all conferences, plenary sessions, workshops
- Presenting companies / academics
- Exhibition area
- EuroBio Career Fair
- Lunch and coffee breaks
- BioParty
- Conference bag and catalogue

➤ **Registration is now open on**
www.eurobio-event.com

EXTENDED NETWORKING OPPORTUNITIES!

TO MEET YOUR DEMANDS, THE SPACE AND TIME DEDICATED TO INFORMAL NETWORKING HAVE BEEN EXPANDED, WITH A CENTRAL LOUNGE AND BAR, ONGOING BUFFET AND LUNCH OPEN TO EVERYONE.

UNIVERSAL BIOTECH INNOVATION GRANT!



EUROBIO 2009 IS HONOURED TO WELCOME, THIS YEAR, THE UNIVERSAL BIOTECH INNOVATION GRANT THAT ENCOURAGES NEW TALENT AND THE DEVELOPMENT OF NEW PROCESSES OR PRODUCTS IN THE BIOTECH SECTOR. THE OUTSTANDING PRIZE OF THE COMPETITION 100 000 €, WILL BE AWARDED AT A SPECIAL CEREMONY AT EUROBIO.



> September
23 - 25
LILLE GRAND PALAIS
FRANCE





> September **23 - 25**

LILLE GRAND PALAIS - Lille - FRANCE

→ **ACCESS BY AIR:**

Lille-Lesquin Airport
only 8 kilometres from the city

→ **ACCESS BY EUROSTAR / THALYS / TGV:**

- Paris : 1 hour
- Brussels : 40 min
- London : 1 hour 40 min
- Cologne : 3 hours
- Amsterdam : 3 hours



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