

# SESSIONS

PRE-EVENT PROGRAMS - 11/03/2018

BIO-Europe Spring

March 12–14, 2018

Amsterdam RAI Convention Center  
Amsterdam, The Netherlands

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## **COURSE 1: The Negotiation Masterclass – Improving The Probability of Success**

08:00 - 17:00

MARCH 10–11 - EBD Academy

// ADDITIONAL REGISTRATION FEE //

[The Negotiation Masterclass – Improving The Probability of Success](#) takes place on March 10-11, Amsterdam, The Netherlands, ahead of BIO-Europe Spring. It is an interactive two-day workshop for business development professionals who want to become

strong and successful negotiators in high value negotiations.

[LEARN MORE »](#)

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## **COURSE 2: Product Valuation & Deal Structuring Masterclass**

08:30 - 17:30

MARCH 11 - EBD Academy

// ADDITIONAL REGISTRATION FEE //

[The Product Valuation & Deal Structuring Masterclass](#) takes place on March 11, Amsterdam, The Netherlands, ahead of BIO-Europe Spring. It is an intensive one-day workshop for business development professionals who want to maximize their product valuation and deal structuring skills to gain a competitive advantage when negotiating a deal.

[LEARN MORE »](#)

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## **Registration open - Pick up name badges**

14:00 - 19:00

MARCH 11 - BIO-Europe Spring

**RAI Amsterdam - Street Level, Entrance C**

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## **Welcome Reception**

19:00 - 21:00

MARCH 11 - BIO-Europe Spring

**LOCATION:** [Royal Industriële Groote Club](#) | Dam 27 | 1012 JS Amsterdam

The 'Koninklijke Industriële Groote Club' is an active business club and society established in the monumental 'Industria' building on Dam Square, for ages the dynamic heart of Amsterdam. The authentic interior adds to the exclusive, metropolitan atmosphere.

All BIO-Europe Spring attendees are cordially invited to join us for the welcome reception. You will be able to pick up your name badge at the welcome reception between 19:00-21:00.

# SCHEDULE

PRE-EVENT PROGRAMS - 11/03/2018

BIO-Europe Spring

March 12-14, 2018  
Amsterdam RAI Convention Center  
Amsterdam, The Netherlands

TIME	MARCH 10-11 - EBD ACADEMY	MARCH 11 - BIO-EUROPE SPRING	MARCH 11 - EBD ACADEMY
08:00	08:00 - COURSE 1: The Negotiation Masterclass – Improving The Probability of Success		08:30 - COURSE 2: Product Valuation & Deal Structuring Masterclass
09:00			
10:00			
11:00			
12:00			
13:00			
14:00		14:00 - Registration open - Pick up name badges	
15:00			
16:00			
17:00			
18:00			
19:00		19:00 - Welcome Reception	

# SESSIONS

DAY 1 AGENDA - 12/03/2018

BIO-Europe Spring

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## Registration opens

07:45 - 18:00  
Registration

### RAI Amsterdam - Street Level, Entrance C

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

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## Exhibition opens

07:45 - 18:00  
Exhibition

### Exhibit - Hall 12

Please note: The exhibition floor will be open all day.

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## Continental Breakfast

07:45 - 09:00  
Networking

### Exhibit - Hall 12

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## What is the right price for access and sustainability?

09:00 - 10:30  
WORKSHOP 1

### Room: E105/106

After many setbacks over the last decades, promising gene and cell therapies are finally making it to the market in the US and in Europe.

The bio-medical profession, the regulators, the patients and their families rejoice over this success, but the journey is far from over. One of the key drivers and dilemmas for the bio industry is to define the right price for these groundbreaking innovations, many being curative and covering orphan diseases: A price too low potentially removes the commercial financial incentives to invest; a price too high creates budget and access problems, potentially putting at risk the sustainability of the healthcare model.

"Innovative" pricing/payment mechanisms based on outcomes are being suggested. Is it the right and only solution? What is the way forward? The panel composed of relevant stakeholders will come together to put forward their perspective and suggest ways to create a harmonious long term sustainable market for the "buyers" (payer), the patient and the "sellers," the bio industry.

### Participants

**Moderator: Walter Colasante** - VP, CRA, Charles River Associates

**Speaker: Joseph Damond** - Executive VP, International Affairs, Biotechnology Innovation Organization (BIO)

**Speaker: Pascale Diesel** - VP, CRA, Charles River Associates

**Speaker: Panos Kefalas** - Head, Health Economics and Market Access, Cell and Gene Therapy Catapult

**Speaker: Clark Paramore** - Head of Value Demonstration, bluebird bio

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## New opportunities in China, from drug development to commercialization

09:00 - 10:30  
WORKSHOP 2

### Room E107/108

Western companies, along with the rest of the world, have been watching the extraordinary trajectory of both public and private spending on research and development (R&D) into pharmaceuticals in China. While it may be some time before we see the full impact from the surge in patenting, a multitude of Chinese home-grown biopharmaceutical companies are already capturing the attention of global markets. Coupled with recent regulatory changes, China is now positioned as an ideal R&D and commercialization partner for drug assets. This panel will discuss the impact of recent changes in China, partnering with companies in a future pharmaceutical R&D super power, and as a financial hub for economic growth.

### Participants

**Moderator: Alexander B. Fink** - Managing Director Commercial Strategy and Planning (Europe), Syneos Health

**Panelist: Barry Morgan** - Chief Scientific Officer, HitGen Ltd.

**Panelist: Linda Pullan** - President, Pullan Consulting

**Panelist: Jonathan Wang** - VP, Head of Business Development, Zai Lab

**Panelist: Marietta Wu** - Managing Director, Quan Capital

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## One-to-one meetings

10:00 - 18:30  
Partnering

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

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## Welcome and Opening Remarks

10:45 - 11:15  
Plenary

### Room: E 102

Welcome in Amsterdam - by Health~Holland Duration 10min.

### Participants

**Speaker: Anna Chrisman** - Managing Director, EBD Group and Knect365 Life Sciences

**Speaker: Dinko Valerio**, Biotech Entrepreneur

**Speaker: David Thomas** - Senior Director, Industry Research and Analysis, Biotechnology Innovation Organization (BIO)

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## Opening Plenary: The role of cross border collaboration in the development of a global biotech industry

11:15 - 12:30

Plenary

### Room E 102

With growing capital markets and innovative products in development around the world, how are biopharmacos able to leverage advances in technology, maximize opportunities for cutting costs in research, expand on a global scale, and work with both private and public partners to create access for patients? What strategies are being deployed to meet unmet medical need, take advantage of government regulations that help promote greater market access, and foster cross-border partnerships and investments? How are companies collaborating with researchers, patient advocacy groups, policy makers, payers, and stakeholders across borders to advance R&D and access to new potentially transformative therapies? Leading industry executives share their insights on what it means to be part of a global ecosystem.

### Participants

**Moderator: Natasha Loder** - Healthcare Correspondent, The Economist

**Panelist: Paul Biondi** - Senior VP, Head of Business Development, Bristol-Myers Squibb

**Panelist: Judith Hills** - Senior VP, Corporate Business Development, Ipsen Biopharm Limited

**Panelist: Ji Li** - Executive VP, Global Head of Business Development, BeiGene

**Panelist: Andrew Obenshain** - Senior VP, Head of Europe, bluebird bio

### Luncheon

12:00 - 14:00

Networking

**Seated Luncheon – Hall 10**

**Grab & Go Lunch – Exhibit, Hall 12**

## Navigating the uncertainty for pharma created by Brexit

13:30 - 14:30

Business Development

### Room E105/106

With just over 12 months until the UK leaves the EU and the EMA moves from London to Amsterdam, how is the pharma industry dealing with the uncertainty that still exists? This panel will discuss the results of an industry-wide survey that will be unveiled exclusively at BIO-Europe Spring and explore the various options companies are considering.

### Participants

**Moderator: Mike Ward** - Global Director of Content, Informa Pharma Insights

**Panelist: Steve Bates** - Chief Executive, UK Bioindustry Association

**Panelist: Angela McFarlane** - Market Development Director, IQVIA

**Panelist: Alan Morrison** - VP International Regulatory Affairs, MSD

**Panelist: Naveed Siddiqi** - Partner, Edmond de Rothschild Investment Partners

## Neurodegeneration therapeutics: A game of luck or skill?

13:30 - 14:30

Spotlight

### Room: E107/108

#### Presented by: Therapeutic Insight by Defined Health

Why do you think the same five people make it to the final table at the World Series of Poker every single year? What are they, the luckiest guys in Las Vegas? No, it's a skill game." – quote from the 1998 American film Rounders. According to BIO's 2017 Industry Analysis, neurology remains the second most active disease area (behind oncology) in terms of both VC funding and licensing deals. Within the broader CNS category, neurodegenerative disorders such as Alzheimer's and Parkinson's stand out for their associated large and growing economic and emotional burdens posed to society. Vast sums spent on R&D for such disorders over the past several decades have resulted in little tangible progress for patients, however, in retrospect, appear to have been based on relatively limited scientific evidence, such as that provided by the amyloid hypothesis in AD. While failing to deliver new therapeutic options for patients, a byproduct of such investments has been an increased level of understanding of the importance of novel biomarkers, early intervention, and novel therapeutic strategies, such as immunotherapy and gene therapy. With this as a backdrop, a number of multinational pharmas are shuttering their CNS therapeutics programs while others continue to double down on extant programs and/or diversify their portfolios. While one cannot rule out the potential for serendipitous success, those who choose to remain at the table must place a diversified series of bets that are either supported by robust science or at the very least are positioned to be at its forefront when it comes to fruition. Join us as we discuss the current state of the science, future trends, and potential strategies to mitigate risk and capture the opportunity presented by dealmaking in the neurodegeneration space.

### Participants

**Moderator: Joel Sandler** - Associate Principal, Defined Health

**Speaker: Arjen B. Brussaard** - Chief Scientific Officer, VU Medical Center, Industry Alliance Office (Amsterdam Neuroscience)

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

**Speaker: Jennifer Laird** - Senior Director, Search and Evaluation, Neuroscience, Eli Lilly and Company

**Speaker: Niels Prins** - Director, Brain Research Center

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## Pharma Company Presentations

13:30 - 17:00

Company Presentations

Room: E 102

### Presentation Schedule

#### 13:30 Amgen

Presenter: Olaf Koenig – Business Development Director

#### 13:45 Bristol-Myers Squibb

Presenter: Paul Biondi – Senior VP, Head Business Development

#### 14:00 Roche

Presenter: Richa Wilson – Associate Director

#### 14:15 Genentech

Presenter: Avaleigh Milne – Senior Manager, Immunology and Infectious Disease, Genentech Partnering

#### 14:30 Sanofi

Presenter: Matthieu Lebrun – Head, Out-Licensing, Global Business Development & Licensing

#### 14:45 Eli Lilly and Company

Presenter: Johnston Erwin – VP, Corporate Business Development

#### 15:00 MSD

Presenter: Phil L'Huilier – Head, European Innovation Hub

#### 15:15 Servier

Presenter: Didier Landais – Global Head of Licensing

#### 15:30 AbbVie

Presenter: Margarita Chavez – Managing Director

#### 15:45 Johnson & Johnson Innovation

Presenter: Philippe Alen – Senior Director, Johnson & Johnson Innovation

#### 16:00 Boehringer Ingelheim

Presenter: Alexander Jung – Senior Technology and Innovation Manager

#### 16:15 Novartis Pharma

Presenter: Dimitris Lizos – Global BD&L, Head Search and Evaluation, Ophthalmology and Respiratory

#### 16:30 Bayer

Presenter: Dmitrij Hristodorov – Manager Early Licensing

## Patient organization expectations: A new kind of alliance management

14:45 - 15:45

Business Development

### Room E105/106

In recent years, there have been a growing number of partnerships between biopharmacos and patient advocacy groups to more efficiently and effectively develop new therapies. How are these collaborations able to provide industry with valuable insights that only patients can provide? What are strategies advocacy organizations deploy to leverage their resources, data, funding, influence, to help bring treatments to market as quickly as possible? What are the intricacies involved in these unique business development partnerships? Leaders from R&D companies and patient advocacy groups will discuss the opportunities for meaningful engagement and share strategies for successful outcomes.

### Participants

**Moderator:** Lisa Urquhart - Editor, EP Vantage

**Panelist:** Tim Dyer - CEO, Addex Therapeutics

**Panelist:** Steve Ford - Chief Executive, Parkinsons UK

**Panelist:** Laura McKeaveney - Global Head Patient Advocacy, Novartis

**Panelist:** Rachael Stevenson - Founder and Executive Director, Reverse Rett UK

## Building a viable antimicrobial market: Progress in implementing global economic incentives

14:45 - 15:45

Spotlight

### Room: E107/108

Antimicrobial resistance (AMR) has been identified as an urgent public health priority by global policymakers, and the issue has been prominently featured by the US government, United Nations, G7 and G20. According to conservative estimates, AMR causes 700,000 deaths annually across the world. By 2050, it is projected that resistant infections will cause 10 million deaths annually. To alter this dire trajectory, new antibiotics are critically needed. However, the current market failure for antibiotics is a significant barrier to innovation, and as a result, the pipeline is thin and R&D investment has waned in recent years. This session will review progress on various innovative commercial solutions and programs designed to foster innovation in antimicrobial product development.

### Participants

**Moderator:** Steve Bates - Chief Executive, UK Bioindustry Association

**Panelist:** Lyn Baranowski - Senior VP, Corporate Development and Strategy, Melinta Therapeutics

**Panelist:** Patrick Holmes - Senior Director, Head, International Policy, Pfizer Global Policy and International Public Affairs

**Panelist:** Mark Jones - Board Member, BEAM Alliance; Head, Pre-Clinical Development/Head, Project Management, Basilea Pharmaceutica

**Panelist:** Jeremy Knox - Policy and Advocacy Lead, Drug-Resistant Infections Programme, Wellcome Trust

### Classical venture capital vs alternative financing: How to work together

16:00 - 17:00  
Business Development

Room: E105/106

An increasing number of financing alternatives to traditional VC funding are available for life sciences companies. The panel will provide a perspective on alternative financing options, ranging from technology transfer and angel investing to venture debt and capital markets. Our speakers will explore the attributes of the different alternatives, as well as how they can work together with VC funding to ensure successful partnerships.

#### Participants

**Moderator: Sofia Ioannidou** - Director, Edmond de Rothschild Investment Partners

**Panelist: Deborah Chen** - Head, Business Development and Licensing, A\*STAR

**Panelist: Jean-Paul Mannie** - Associate Director, Equity Capital Markets, NIBC

**Panelist: Michael McCully** - Biopharma Advisor and Strategic Transaction Leader, Terranova Bioventures

**Panelist: Julien Michaux** - Managing Director, Norgine Ventures

**Panelist: Jonathan Tobin** - Investment Director, Aris Bioscience

### Innovative approaches to funding vaccines for emerging pandemics

16:00 - 17:00  
Spotlight

Room: E107/108

The recent outbreaks of Ebola, MERS and Zika have served as a wake-up call about our lack of global preparedness for potential pandemic infectious disease threats. Policy leaders, vaccine stakeholders and industry have all been working to resolve the challenges of developing vaccines where commercial incentives are limited. At the Davos World Economic Forum in January 2017, the global community launched an ambitious new initiative to stimulate the development of vaccines to help respond to public health crises: the Coalition for Epidemic Preparedness Innovations or CEPI. Co-founded by the Bill and Melinda Gates Foundation, the World Economic Forum, Wellcome Trust and the governments of Norway and India, CEPI aims to finance and coordinate the early-stage development of new vaccines against priority threats. Panelists will discuss the current status of industry proposals as well as next steps and follow-on RFPs. They will also discuss the role of CEPI in driving global preparedness activities, specifically whether CEPI is the right solution to fill these preparedness gaps, and, if so, how the structure of CEPI should be built to encourage industry participation while helping ensure a faster global response.

#### Participants

**Moderator: Phyllis Arthur** - Managing Director, Infectious Diseases and Diagnostics Policy, Biotechnology Innovation Organization (BIO)

**Speaker: Benjamin Damien** - Director, Business Development, Univercells

**Speaker: Tom Johnston** - Senior Consultant, Business Development, Coalition for Epidemic Preparedness Innovations (CEPI)

**Speaker: Jean Lang** - Associate VP, Global R&D, Health, Partnerships and Funding, Sanofi Pasteur

**Speaker: Daniel Nelki** - Acting General Counsel and Director of Business Development, Coalition for Epidemic Preparedness Innovations (CEPI)

### BREAK AND BREATHE

16:05 - 16:25  
Extra Activity

Room: E 103

### BREAK AND BREATHE

16:35 - 16:55  
Extra Activity

Room: E 103

### The Harrods Food Hall problem in immuno-oncology

17:15 - 18:15  
Spotlight

Room: E107/108

**Presented by: Therapeutic Insight by Defined Health**

As immuno-oncology (IO) continues to be at the forefront of efforts to improve outcomes in cancer, even offering the possibility of curing some patients, biopharma appears more than ever before to be adopting a strategy of spreading its bets. However, rationally deciding on what to advance or acquire, and accessing these at ever-increasing price tags, has ramped up the complexity of building cancer portfolios.

Companies are challenged with such a large number of promising options, complicating balancing scientific risk of early/novel IO targets with the commercial risk of the nth checkpoint inhibitor or a later entry CAR T-cell therapy, for example. This panel will attempt to provide some vision into the future of this complex and dynamic space and will highlight key themes that may show us where the next wave of innovation may come, where there may be white space in the biology, and, importantly for investment in clinical development, what biopharma will be looking for from IO-centric newcos.

#### Participants

**Moderator: Jeffrey M. Bockman** - Senior VP, Head of Oncology Practice, Defined Health

**Speaker: Khatereh Ahmadi** - Executive Director, Business Development and Licensing, MSD

**Speaker: Rogier Rooswinkel** - Principal, Forbion

**Speaker: Debi Watson** - VP, Johnson & Johnson Innovation, Janssen Business Development Oncology

**Speaker: Mai-Britt Zocca** - CEO, IO Biotech

### Champagne reception

17:45 - 18:45  
Networking

Location: EBD Group, Booth #13

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## Evening Networking Reception

19:00 - 22:00  
Networking

**LOCATION:** [The Royal Concertgebouw](#) |  
Concertgebouwplein 10 | 1071 LN Amsterdam

It was Bernard Haitink who once praised The Concertgebouw as the best instrument of the orchestra that it houses. That must have been what prominent Amsterdam residents had in mind when they decided in 1881 to gift the capital city with a majestic concert hall. Seven years later, the swampy fields just outside the city limits boasted a wonder of neoclassical architecture, The Concertgebouw. Nowadays, just like the celebrated Royal Concertgebouw Orchestra, this fantastic concert hall enjoys worldwide renown.

Buses:

18:45–19:15 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.

# SCHEDULE

DAY 1 AGENDA - 12/03/2018

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TIME	BUSINESS DEVELOPMENT	COMPANY PRESENTATIONS	EXHIBITION	EXTRA ACTIVITY	NETWORKING	PARTNERING	PLENARY	REGISTRATION	SPOTLIGHT	WORKSHOP 1	WORKSHOP 2
07:00			07:45 - Exhibition opens		07:45 - Continental Breakfast			07:45 - Registration opens			
08:00											
09:00										09:00 - What is the right price for access and sustainability?	09:00 - New opportunities in China, from drug development to commercialization
10:00						10:00 - One-to-one meetings	10:45 - Welcome and Opening Remarks				
11:00							11:15 - Opening Plenary: The role of cross border collaboration in the development of a global biotech industry				
12:00					12:00 - Luncheon						



# SCHEDULE

DAY 1 AGENDA - 12/03/2018

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TIME	BUSINESS DEVELOPMENT	COMPANY PRESENTATIONS	EXHIBITION	EXTRA ACTIVITY	NETWORKING	PARTNERING	PLENARY	REGISTRATION	SPOTLIGHT	WORKSHOP 1	WORKSHOP 2
13:00	13:30 - Navigating the uncertainty for pharma created by Brexit	13:30 - Pharma Company Presentations							13:30 - Neurodegeneration therapeutics: A game of luck or skill?		
14:00	14:45 - Patient organization expectations: A new kind of alliance management								14:45 - Building a viable antimicrobial market: Progress in implementing global economic incentives		
15:00											
16:00	16:00 - Classical venture capital vs alternative financing: How to work together			16:05 - BREAK AND BREATHE 16:35 - BREAK AND BREATHE					16:00 - Innovative approaches to funding vaccines for emerging pandemics		
17:00					17:45 - Champagne reception				17:15 - The Harrods Food Hall problem in immunology		
18:00											

# SCHEDULE

DAY 1 AGENDA - 12/03/2018

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TIME	BUSINESS DEVELOPMENT	COMPANY PRESENTATIONS	EXHIBITION	EXTRA ACTIVITY	NETWORKING	PARTNERING	PLENARY	REGISTRATION	SPOTLIGHT	WORKSHOP 1	WORKSHOP 2
19:00					19:00 - Evening Networking Reception						

# SESSIONS

DAY 2 AGENDA - 13/03/2018

BIO-Europe Spring

March 12–14, 2018

Amsterdam RAI Convention Center  
Amsterdam, The Netherlands

## RISE AND RUN

06:30 - 07:15

Extra Activity

### Meeting point in front of:

**Hotel Novotel Amsterdam City**  
Europaboulevard 10  
1083 AD Amsterdam

Ease yourself into a busy second day at BIO-Europe Spring with an early-morning run along the river Amstel and to the Riekermolens windmill. The pace will be comfortable enough to chat, and runners of all levels are welcome. Bring hat and gloves for a cold morning, but we will cancel for very inclement weather.

## Registration opens

07:45 - 18:00

Registration

### RAI Amsterdam - Street Level, Entrance C

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

## Exhibition opens

07:45 - 18:00

Exhibition

### Exhibit - Hall 12

Please note: The exhibition floor will be open all day.

## Continental Breakfast

07:45 - 09:00

Networking

### Exhibit - Hall 12

## One-to-one meetings

08:00 - 18:30

Partnering

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

## Nutrition, lifestyle and medicines in the patient's journey

09:00 - 10:00

Panels

### Room: E102

Public health authorities are increasingly aware of the potential of 'directed lifestyle' approaches for health management/prevention of disease and for getting the best therapeutic effect from medicines. Nutrition in particular is widely seen as an important adjunct to treatment. This is particularly true in metabolic diseases (obesity, liver disease, diabetes, etc.) where personalized nutrition is motivating a societal debate and important innovation. But on the next frontier, a much broader set of diseases (oncology, autism spectrum disorders, Parkinson's disease, hypo- and hyperphagia) is already being targeted by companies developing nutrition products. The human microbiome, as a major biological-process interface between the environment and human physiology, plays a major role in this interaction. Thanks to major recent advances in the understanding of the microbial ecosystem in and on the human body, and the ways by which it communicates with the host (including being present in the host beyond the interfaces to the outside world), many products are being prepared and launched to turn novel biological discoveries into new means for consumers and patients to respectively maintain their health and manage their disease burden. This panel will discuss a cross-section of approaches and products to better manage the interface between environment, nutrition and health, and open perspectives on a more 'integrated' patient journey in the future.

### Participants

**Moderator: Eric de La Fortelle** - Venture Partner, Seventure

**Speaker: Marielle Fournier** - Senior Director, Drugs, Devices and Combination Products, Voisin Consulting Life Sciences

**Speaker: Jeroen Raes** - Professor, PI Group Leader, KU Leuven / VIB

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

**Speaker: Johan van Hylckama Vlieg** - VP Human Health and Microbiome Innovation, Chr. Hansen A/S

## Company Presentations

09:00 - 12:00

Company Presentations

**Location: E 105, E 106, E 107**

## EBD Academy buzz session: Managing the negotiation process to ensure a successful outcome

10:15 - 11:15

Workshops

### Room: E 108

This session is designed to help members of the licensing team to get the most from their negotiations, but the same lessons will equally apply to other negotiating situations. Successful negotiations depend as much on what happens before and after the face-to-face sessions, so we will look at how you should prepare for the start of negotiations, and on how due diligence activities can influence how they progress. Knowing what type of negotiator you face and how best to set up your own team to get the most from the face-to-face activities is also critical, and we will ask you to think about what kind of negotiating style suits you personally. The workshop leader will share some of his thoughts on how best to manage the process based on over 30 years' experience, and will invite you to share your own thoughts.

### Session breakdown

#### What we will cover

- Quick review of the licensing process
  - When negotiations start
- Preparing to open negotiations
  - Licensing strategy & opening termsheet
  - Importance of Due diligence
- The negotiating team
  - Types of negotiator you may face
  - What sort of negotiator do you think YOU are?

- Some general tips on how to manage the process
- Reflecting the negotiations post-deal

### Participants

**Presenter: David Scott** - Business Development Consultant, PharmaConsulting

## BREAK AND BREATHE

11:05 - 11:25

Extra Activity

### Room: E 103

#### EXTRA ACTIVITY: BREAK AND BREATHE

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

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

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

# SESSIONS

DAY 2 AGENDA - 13/03/2018

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## BREAK AND BREATHE

11:35 - 11:55

Extra Activity

Room: E 103

### EXTRA ACTIVITY: BREAK AND BREATHE

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

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

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

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## Plenary Session: A day in the life of experienced dealmakers

12:00 - 13:00

Plenary

Room: E102

### Participants

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

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

**Panelist: Lubor Gaal** - Head, External Innovation and Licensing, Almirall

**Panelist: Hakan Goker** - Senior Investment Director, Merck Ventures

**Panelist: Andre Hoekema** - Chief Business Officer, Galapagos

**Panelist: Jonathan Wang** - VP, Head of Business Development, Zai Lab

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## Luncheon

12:00 - 14:00

Networking

Seated Luncheon – Hall 10

Grab & Go Lunch – Exhibit, Hall 12

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## New advances in cell and gene therapies: Next generation technologies

14:00 - 15:00

Cell and Gene

Location: E 106

There has been significant progress in the development and commercialization of cell and gene therapies in recent years, and the buzz continues to grow as we see more advances in both the clinical setting with positive study results and the business development arena with record breaking deals. With CRISPR, CAR-T, and other technologies becoming more mainstream, what are companies developing now to make even more enhanced applications of cell and gene therapies? What exciting new modalities are on the horizon that may revolutionize the way we treat and potentially cure diseases?

### Participants

**Moderator: Alexander Vos** - Director, Biotech Mountains BV; Former CEO, PharmaCel, Biotech Mountains BV

**Panelist: Kenneth Carter** - Co-Founder and Senior Advisor, NexImmune, Inc.

**Panelist: Asiya Giniatullina** - Senior Associate, Forbion

**Panelist: David Venables** - CEO, Synpromics

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## Fostering innovation

14:00 - 14:55

Startup Spotlight

Room: E 107

With more cutting-edge research coming from academia and startup companies than ever before, what resources are available to help these projects become commercial products? What type of funding, infrastructure, mentorship, and other opportunities are being provided to promote the development of innovative research? How is industry creating new business models to foster the growth of exciting new technologies? Learn how investors and innovation centers are working with researchers and entrepreneurs to bring the next generation of therapeutics to market.

### Participants

**Moderator: Marek Tyl** - Chief Executive, The Innovation Forum

**Panelist: Melissa Ablett** - General Manager, CIC Rotterdam

**Panelist: Kara Bortone** - Head, JLABS San Diego

**Panelist: Julia Belaya** - Director of Corporate Partnerships, Plug and Play Tech Center

**Panelist: Mike Pistone** - Director, Innovation Accelerator, Cincinnati Children's Hospital Medical Center

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## Company Presentations

14:00 - 17:30

Company Presentations

Location: E 105, E 106, E 107

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## Company Presentations

15:00 - 15:30

Startup Spotlight

15:00 Euretoss

15:10 Northsea Therapeutics

15:20 Capricorn Consilium GmbH

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## Valuation

15:30 - 15:45

Startup Spotlight

### Participants

**Speaker: Patrik Frei** - Founder and CEO, Venture Valuation

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## Company Presentations

15:45 - 16:15

Startup Spotlight

15:45 SimplicityBio

15:55 Nanogenic Solutions

16:05 University of Witwatersrand, Johannesburg

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## BREAK AND BREATHE

16:05 - 16:25

Extra Activity

Room: E 103

### EXTRA ACTIVITY: BREAK AND BREATHE

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

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

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

# SESSIONS

DAY 2 AGENDA - 13/03/2018

BIO-Europe Spring

March 12–14, 2018  
Amsterdam RAI Convention Center  
Amsterdam, The Netherlands

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## IP Strategies and risk mitigation

16:15 - 16:30  
Startup Spotlight

### Participants

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

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## Commercializing cell and gene therapies

16:30 - 17:30  
Cell and Gene

### Location: E 106

With the advancements in cell and gene therapies, what strategies do companies need to fulfill the unique requirements for commercializing these treatments? What types of partnerships are needed to create the necessary infrastructure to bring these technologies to market? How are hospitals, CMOs, and other stakeholders taking an active role in providing new solutions for the clinical development and manufacturing of these products? What strategies need to be developed in advance to ensure that these treatments are accessible?

### Participants

**Moderator: Seth Berman** - Principal, ClearView Healthcare Partners

**Speaker: Miguel Mulet** - Director Strategy and Corporate Development, TiGenix

**Speaker: Peter Nell** - VP, Head Strategy and Business Development, Casebia Therapeutics

**Speaker: Markwin Velders** - VP Operations, Kite Pharma

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## Company Presentations

16:30 - 17:00  
Startup Spotlight

16:30 Dyadic International Inc.

16:40 CbsBioscience

16:50 Valo Therapeutics

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## BREAK AND BREATHE

16:35 - 16:55  
Extra Activity

### Room: E 103

#### EXTRA ACTIVITY: BREAK AND BREATHE

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

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

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## How to attract partners

17:00 - 17:15  
Startup Spotlight

### Participants

**Speaker: Linda Pullan** - President, Pullan Consulting

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## Company Presentations

17:15 - 17:50  
Startup Spotlight

17:10 Osteo-Pharma BV

17:20 Cellanyx

17:30 Oisín Biotechnologies

17:40 Vaxxit Srl

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## Exhibit Hall Hospitality Receptions

17:45 - 18:45  
Networking

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## Maximizing resources

17:50 - 18:05  
Startup Spotlight

### Participants

**Speaker: Ton Vries** - Managing Director, Life Cooperative

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## Evening Networking Reception

19:00 - 22:00  
Networking

**LOCATION:** [Het Scheepvaartmuseum/The National Maritime Museum](#) | Kattenburgerplein 1 | 1018 KK Amsterdam

The Het Scheepvaartmuseum is a cultural landmark located in the historic city center of Amsterdam and dedicated to maritime history. Housed in the largest building of Amsterdam's Golden Age, it was constructed in 1656 as a warehouse for the Dutch navy, and its many artifacts bear witness to the pride the seafaring Dutch take in their identity. Moored right outside the museum is a replica of the "Amsterdam," an 18th-century ship which sailed between the Netherlands and the East Indies.

Explore the museum's exhibition areas and gift shop during the evening event. Climb aboard the East Indiaman "Amsterdam" to feel what life was like on a vessel.

### Buses:

18:45–19:15 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 2 AGENDA - 13/03/2018

BIO-Europe Spring

March 12–14, 2018  
Amsterdam RAI Convention Center  
Amsterdam, The Netherlands

TIME	CELL AND GENE	COMPANY PRESENTATIONS	EXHIBITION	EXTRA ACTIVITY	NETWORKING	PANELS	PARTNERING	PLENARY	REGISTRATION	STARTUP SPOT-LIGHT	WORKSHOPS
06:00				06:30 - RISE AND RUN							
07:00			07:45 - Exhibition opens		07:45 - Continental Breakfast				07:45 - Registration opens		
08:00							08:00 - One-to-one meetings				
09:00		09:00 - Company Presentations				09:00 - Nutrition, lifestyle and medicines in the patient's journey					
10:00											10:15 - EBD Academy buzz session: Managing the negotiation process to ensure a successful outcome
11:00				11:05 - BREAK AND BREATHE 11:35 - BREAK AND BREATHE							

# SCHEDULE

DAY 2 AGENDA - 13/03/2018

BIO-Europe Spring

March 12–14, 2018  
Amsterdam RAI Convention Center  
Amsterdam, The Netherlands

TIME	CELL AND GENE	COMPANY PRESENTATIONS	EXHIBITION	EXTRA ACTIVITY	NETWORKING	PANELS	PARTNERING	PLENARY	REGISTRATION	STARTUP SPOT-LIGHT	WORKSHOPS
12:00					12:00 - Luncheon			12:00 - Plenary Session: A day in the life of experienced deal-makers			
13:00											
14:00	14:00 - New advances in cell and gene therapies: Next generation technologies	14:00 - Company Presentations								14:00 - Fostering innovation	
15:00										15:00 - Company Presentations 15:30 - Valuation 15:45 - Company Presentations	
16:00	16:30 - Commercializing cell and gene therapies			16:05 - BREAK AND BREATHE 16:35 - BREAK AND BREATHE						16:15 - IP Strategies and risk mitigation 16:30 - Company Presentations	

# SCHEDULE

DAY 2 AGENDA - 13/03/2018

BIO-Europe Spring

March 12-14, 2018  
Amsterdam RAI Convention Center  
Amsterdam, The Netherlands

TIME	CELL AND GENE	COMPANY PRESENTATIONS	EXHIBITION	EXTRA ACTIVITY	NETWORKING	PANELS	PARTNERING	PLENARY	REGISTRATION	STARTUP SPOT-LIGHT	WORKSHOPS
17:00					17:45 - Exhibit Hall Hospitality Receptions					17:00 - How to attract partners 17:15 - Company Presentations 17:50 - Maximizing resources	
18:00											
19:00					19:00 - Evening Networking Reception						



# SESSIONS

DAY 3 AGENDA - 14/03/2018

BIO-Europe Spring

March 12–14, 2018

Amsterdam RAI Convention Center  
Amsterdam, The Netherlands

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## Registration Opens

07:45 - 17:00  
Registration

### RAI Amsterdam - Street Level, Entrance C

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

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## Continental Breakfast

07:45 - 09:00  
Networking

### Exhibit - Hall 12

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## Exhibition Opens

07:45 - 17:00  
Exhibition

### Exhibit - Hall 12

Please note: The exhibition floor will be open all day.

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## One-to-one meetings

08:00 - 17:00  
Partnering

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## Funding gaps in the European life science sector

09:00 - 10:00  
Panels

### Room: E107

The European Investment Bank and the European Commission in 2016 and 2017 carried out an assessment of funding available to the European life science sector. Looking at several clusters across Europe, the study characterized available funding sources, analyzed existing and emerging funding mechanisms and identified where the most critical gaps are observed in the industry. This session will discuss options from different perspectives.

### Participants

**Moderator: Barbara Freischem** - Executive Director, European Biopharmaceutical Enterprises

**Speaker: Eduardo Bravo** - CEO, TiGenix; President, EBE - European Biopharmaceutical Enterprises, TiGenix

**Speaker: Alessandro de Concini** - Senior Advisor, European Investment Bank - EIB

**Speaker: Ferenc Marofka** - Policy Officer, Directorate General Research and Development, European Commission

**Holger Reithinger** - General Partner, Forbion

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## Company Presentations

09:00 - 12:00  
Company Presentations

**Location: E 105, E106**

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## BREAK AND BREATHE

11:05 - 11:25  
Extra Activity

**Location: E 103**

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

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## BREAK AND BREATHE

11:35 - 11:55  
Extra Activity

**Location: E 103**

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

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## Luncheon

12:00 - 14:00  
Networking

### Seated Luncheon – Hall 10

### Grab & Go Lunch – Exhibit, Hall 12

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## How to grow a successful biotech startup

14:30 - 15:10  
Labiotech Refresh event

**Location: E 107/108**

Biotech companies are a high-risk, long-term venture, making it particularly challenging to raise funds and scale a successful company. For the startups making a debut in the biotech world, it is important to foresee the challenges they will encounter along the way. This panel will gather biotech companies at various stages of development, from early R&D to commercialization, to discuss the main challenges they are facing and how they are solving them.

### Participants

**Moderator: Clara Rodriguez Fernandez** - Journalist, Labiotech

**Panelist: Shelley Margetson** - CEO, Gadeta B.V.

**Panelist: Thomas de Vlaam** - CEO, Amylon Therapeutics

**Panelist: Ajan Reginald** - CEO, Celexir (UK)

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## Fireside Chat: Funding strategies for biotech startups

15:10 - 15:30  
Labiotech Refresh event

**Location: E 107/108**

In this one-to-one session, we will talk with a biotech investor about the trends, opportunities and risks to take into account and how to best tackle them to make your company attractive to investors. We'll discuss the most effective strategies to pitch your biotech startup, find investors that match your goals and ultimately, raise the funds that will turn your technology into a successful venture.

### Participants

**Moderator: Philip Hemme** - Co-Founder and CEO, Labiotech

**Speaker: Martin Muenchbach** - Partner, BB Biotech Ventures

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## CLOSING RECEPTION: Thank You, Amsterdam – Vienna Calling!

16:00 - 17:00  
Networking

Reception to welcome **BIO-Europe Spring 2019** | March 25–27 in Vienna, Austria

Hall 12, Booth #51

# SCHEDULE

DAY 3 AGENDA - 14/03/2018

BIO-Europe Spring

March 12–14, 2018  
Amsterdam RAI Convention Center  
Amsterdam, The Netherlands

TIME	COMPANY PRESENTATIONS	EXHIBITION	EXTRA ACTIVITY	LABIOTECH REFRESH EVENT	NETWORKING	PANELS	PARTNERING	REGISTRATION
07:00		07:45 - Exhibition Opens			07:45 - Continental Breakfast			07:45 - Registration Opens
08:00							08:00 - One-to-one meetings	
09:00	09:00 - Company Presentations					09:00 - Funding gaps in the European life science sector		
10:00								
11:00			11:05 - BREAK AND BREATHE 11:35 - BREAK AND BREATHE					
12:00					12:00 - Luncheon			
13:00								
14:00				14:30 - How to grow a successful biotech startup				
15:00				15:10 - Fireside Chat: Funding strategies for biotech startups				
16:00					16:00 - CLOSING RECEPTION: Thank You, Amsterdam – Vienna Calling!			

# SESSIONS

POST-EVENT PROGRAMS - 15/03/2018

BIO-Europe Spring

March 12–14, 2018

Amsterdam RAI Convention Center  
Amsterdam, The Netherlands

## Jubilee edition Health Valley Event

09:00 - 19:00  
SIDE EVENT 1

**Note:** *This is a side event of BIO-Europe Spring. It is organized by local partners.*

This biggest side event of the BIO Europe Spring will take place in Nijmegen at 15 March.

The conference revolves around the people who make a difference to healthcare. Doctors, entrepreneurs, investors, nurses and researchers... They're all working on innovation, doing their best to make things better for patients in their own unique way! The Health Valley Event is the foremost care innovation conference of the Netherlands.

### What to expect at HVE 2018:

- the latest trends and developments in Life Sciences & Health
- inspirational keynote speakers (e.g. Hans Clevers)
- various themed sessions (e.g. session about rare diseases and medication, investorslounge)
- networking opportunities on the bustling exhibition floor

Only for BIO Europe Spring attendees there will be organized a free pre-event network dinner at 14 March in Nijmegen. Email [evenementen@healthvalley.nl](mailto:evenementen@healthvalley.nl) if you're interested in this special pre-event dinner.

REGISTER AT [WWW.HEALTHVALLEYEVENT.COM](http://WWW.HEALTHVALLEYEVENT.COM)

## Symposium at Leiden Bioscience Park

10:00 - 15:00  
SIDE EVENT 2

**Note:** *This is a side event of BIO-Europe Spring. It is organized by local partners.*

**Title:** Symposium 'Engineering human tissues for drug discovery'

**By:** *InnovationQuarter*

### Introduction

Leiden Bioscience Park is one of the five largest bioscience parks in Europe and the largest in The Netherlands. It excels in therapeutics R&D and offers a broad range of biotech service companies, especially in the area of Regenerative Medicine and Tissue Engineering where there are many innovative developments. At this side event, Mimetas, Ncardia, and Ocello will present their platforms and major pharmaceutical companies show how these technologies contribute to their business.

### Programme (exact times may change)

10.00 hrs            Arrival at the Leiden Bio Science Park

10.00-10.15 hrs   Introduction into the local Life Sciences & Health eco system

10.15 – 11.30 hrs   Presentations by [Mimetas](#), [Ncardia](#) and [Ocello](#)

11.30 – 11.45 hrs   Break

11.45-13.00 hrs   Presentations by (at least) 3 major local pharmaceutical companies

13.00-14.00 hrs   Networking lunch

14.00 -15.00 hrs   1:1 discussions or site visits to companies of choice

15.00 hrs            Return to Amsterdam (Leiden is located in the proximity of Schiphol Airport, at only 20-30 minutes)

### Location and transport

BioPartner Center 1  
JH Oortweg 21  
2333 CH Leiden

### More information and Registration

The site will be updated regularly in the following weeks <https://www.innovationquarter.nl/agenda/bio-europe-engineering-human-tissues-for-drug-discovery-leiden/>

# SCHEDULE

POST-EVENT PROGRAMS - 15/03/2018

BIO-Europe Spring

March 12–14, 2018

Amsterdam RAI Convention Center  
Amsterdam, The Netherlands

<b>TIME</b>	<b>SIDE EVENT 1</b>	<b>SIDE EVENT 2</b>
<b>09:00</b>	09:00 - Jubilee edition Health Valley Event	
<b>10:00</b>		10:00 - Symposium at Leiden Bioscience Park