

# SESSIONS

WELCOME RECEPTION - 19/03/2017

BIO-Europe Spring

March 20–22, 2017  
CCIB Convention Centre  
Barcelona, Spain

## Advanced Negotiation Skills for Licensing Deals

09:00 - 17:30

Main agenda

New pre-event course, presented by EBD Academy

// ADDITIONAL REGISTRATION FEE // [LEARN MORE »](#)

### Overview

This highly interactive one-day course has been carefully developed to test, improve and refine your licensing skills by working in teams to play the part of a licensor or licensee for a new product opportunity. During the course you will be exposed to a competitive environment and sense of urgency to mimic real-life negotiations. The exercise will highlight many of the more common issues raised during licensing negotiations, allowing delegates to gain hands-on experience of how to deal with them, and to understand some of different issues facing large multinationals, national companies and biotechnology organizations.

### Key highlights and benefits

- Plan, identify and negotiate the best deal for your group, growing your professional network as you fine tune your skills working in a team.
- Learn how to analyze and identify inward and outward licensing opportunities that would benefit your group.
- Enhance your business development skills as an individual and a team by negotiating with your chosen partner ensuring you get the best deal for your group.
- Gain exposure to a competitive environment working against other teams for the best licensing options available.

[AGENDA](#) | [BOOK NOW](#)

## Welcome Reception

19:00 - 21:30

Main agenda

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

Location: Palau Reial de Pedralbes

Avenida Diagonal, 686

08034 Barcelona | [\(map\)](#)

Just a few steps off busy Avenida Diagonal, the Royal Palace of Pedralbes is located in a beautiful spacious garden with the famous Hercules fountain and a parabolic pergola that were both designed by Antoni Gaudí. In 1926, Palau de Pedralbes was given to the royal family and served as their residence during visits to Barcelona for several years. Later, world-famous celebrities such as Eva Perón and US president Richard Nixon were welcomed at the palace. For many years, it has housed the ceramic and textile museum as well as the museum of interior design, all members of the Barcelona Design Center (Disseny Hub). The Government of Catalonia uses Palau de Pedralbes as one of its headquarters, and it is also the seat of the Union for the Mediterranean.

### Participants

**Speaker: Núria Betriu i Sánchez** - Director General of Industry and CEO of the Agency for Business Competitiveness (ACCIÓ), Government of Catalonia

# SCHEDULE

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Barcelona, Spain

TIME	MAIN AGENDA
09:00	09:00 - Advanced Negotiation Skills for Licensing Deals
10:00	
11:00	
12:00	
13:00	
14:00	
15:00	
16:00	
17:00	
18:00	
19:00	19:00 - Welcome Reception

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### Registration

07:45 - 18:00  
Main agenda

Level 0, Entrance Hall

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### Continental Breakfast

07:45 - 10:30  
Main agenda

Level 0, Exhibit Hall

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### Exhibition open

07:45 - 18:00  
Main agenda

Level 0, Exhibit Hall

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### Clinical trials in early stage oncology development

09:00 - 10:30  
Main agenda

Location: Level 1, Room 119

The mobilization of large patient populations for clinical trials will always be a difficult undertaking for biotech companies operating on their own. From financing to key opinion leader access, technical expertise to patient recruitment, partnerships are a key part in making a success of clinical trials. As personalized medicine plays an increasingly important role in oncology trials especially, the mobilizing power of large-scale hospital research networks can contribute a decisive ingredient to success. The resources, technical expertise and efficiencies that such collaborations provide, perhaps most importantly for early stage trials, contribute not only to scientific success but also to strategic collaboration potential at later stages. Join this workshop to learn how partnerships in early stage oncology trials can ease the crunch points of development and how early stage trials can give biotech companies an edge in both clinical development and company strategy.

#### Participants

**Moderator: Edward Garmey** - Partner and Oncology Drug Development Consultant, Alacrita Consulting

**Panelist: Carlos López** - Business Development Manager, Vall d'Hebron Institute of Oncology

**Panelist: Sonal Patel** - VP, Oncology Scientific Innovation, Johnson & Johnson Innovation

**Panelist: Gemma Sala** - Head, Clinical Trials Office for Phase I Trials, Vall d'Hebron Institute of Oncology/ Barcelona Clinical Trials Platform

**Panelist: Robert Wasserman** - Chief Medical Officer, Northern Biologics

**Panelist: Tamara Maes** - CSO, Oryzon

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### Strategy, planning and partnerships: Managing the drug development lifecycle

09:00 - 10:30  
Main agenda

Location: Level 1, Room 121

In the increasingly virtual and complex world of pharma R&D, successful drug development requires careful planning and collaborative effort. Each phase presents a unique set of issues and requires a different mix of partners and support. This panel will address some of the key challenges in integrated drug development, identifying the range of internal and external partners that need to be involved, and learning when and how to do so to achieve the most positive commercial outcome.

#### Participants

**Moderator: Ann Baker** - VP, Life Sciences Practice, Charles River Associates

**Panelist: Stuart Collinson** - CEO, Tioga Pharmaceuticals and Partner, Forward Ventures

**Panelist: Elena Erroba** - Business Development Director, 3P BioPharma

**Panelist: Emma Gasol** - Business Development Director In-Licensing, Laboratorios Gebro Pharma

**Panelist: Kevin Lynch** - VP, Search and Evaluation, AbbVie

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### Changing administration, changing policy

09:00 - 10:30  
Main agenda

Location: Level 1, Room 123

Change and uncertainty go hand in hand with opportunity and possibility. This discussion will examine the practical implications of doing business in changing times.

#### Participants

**Moderator: Leora Schiff** - Principal, Altius Strategy Consulting

**Panelist: Joseph Damond** - Senior VP, International Affairs, Biotechnology Innovation Organization (BIO)

**Panelist: Barbara Freischem** - Executive Director, EBE

**Panelist: Ronald Jager** - Director Healthcare Biotechnology, EuropaBio

**Panelist: Bernd Mühlenweg** - Chief Business Officer, Nanobiotix

**Panelist: Morrie Ruffin** - Managing Partner, Adjuvant Partners

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### One-to-one Meetings

10:00 - 18:30  
Main agenda

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### Welcome

10:45 - 11:15  
Main agenda

Location: Level 1, Room 112

#### Participants

**Speaker: Anna Chrisman** - Group Managing Director, EBD Group

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

**Speaker: Albert Barberà** - CEO, BIOCAT

**Speaker: Jordi Baiget i Cantons** - Minister for Business and Knowledge, Government of Catalonia

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### Innovation in an uncertain world

11:15 - 12:30  
Main agenda

Location: Level 1, Room 112

In the best of times, biotech innovation is full of uncertainty. But today's political, regulatory, and social upheaval have added more complexity than usual. How are cutting-edge biotech companies trying to compete in a global marketplace dealing with drug-price anger, science skepticism, and policies to close borders and protect jobs? We will discuss these issues and more.

#### Participants

**Moderator: Alex Lash** - National Biotechnology Editor, Xconomy

**Panelist: Annie De Groot** - CEO and CSO, EpiVax

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

**Panelist: Kevin Sin** - VP, Oncology Business Development, Genentech Partnering

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### Luncheon

12:00 - 14:00  
Main agenda

Level 0 – Exhibit Hall

Level 2 – Banquet Hall

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### Developing winning presentations

13:30 - 15:00

Main agenda

Location: Level 1, Room 131

A short buzz training session delivered by EBD Academy

#### Overview

This concise workshop created by EBD Academy has been designed to provide participants with practical tools, skills and ideas that can be implemented immediately at the partnering event. After attending, delegates will have the toolkit to develop presentations that will engage with the audience and lead to successful deals and partnerships. Take away a diamond relationship top tip guide to help you in future partnering situations.

#### Course breakdown

##### Tuning In

- Audience Analysis toolkit
- What do they want and need?
- What's keeping them up at night?

##### What's Your Point?

- Choosing your strategy - Influence or Educate?
- Preparing your key purpose
- If they remember nothing else what is it you want them to take away?

##### Influential Packaging

- Structuring for impact
- A powerful plan to reinforce the key messages
- Mixing the 4 types of content

##### What is a Buzz session?

Delivered by EBD Academy and developed in partnership with EBD Group – buzz sessions will provide attendees with take-away skills and knowledge that will benefit them while at the event and in their professional careers. All buzz sessions are designed to be concise, informative and engaging which creates a learning environment that is exciting to be a part of.

##### Benefits of attending a Buzz session

- Gain practical skills that can be implemented immediately at the EBD event
- High intensity sessions designed to improve your skillset
- Interactive - Learn from the expert and others attending the session
- Concise and informative

#### Participants

**Speaker: Simon Fagg** - Buzz Session Expert, EBD Academy

### Diamond relationships for successful partnering

15:00 - 16:30

Main agenda

Location: Level 1, Room 131

A short buzz training session delivered by EBD Academy

#### Overview

This concise workshop created by EBD Academy has been designed to provide participants with practical tools, skills and ideas that can be implemented immediately at the partnering event. After attending, delegates will have gained skills in establishing and maintaining diamond relationships that lead to successful long term partnerships. Take away a diamond relationship top tip guide to help you in future partnering situations.

#### Course breakdown

##### Building Diamond Relationships

- Why a diamond?
- Connecting the key people together
- Stakeholder mapping

##### Projecting Credibility

- Credibility barriers and enhancers
- Quickly establishing authenticity and integrity
- Dealing with nervous energy
- Laying foundations for the long-term

##### Understanding and Adaptability

- High impact questions
- Focus on outcomes
- Asking the unasked questions
- Establishing the decision making process

##### What is a Buzz session?

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#### Participants

**Speaker: Simon Fagg** - Buzz Session Expert, EBD Academy

### Diversifying risk with a portfolio strategy

13:30 - 14:30

Main agenda

Location: Level 1, Room 123

Pipeline management for both biotech and pharma companies can be a complicated process. One method that can yield surprising results is a portfolio approach that allows resources to be channeled to those therapies most likely to succeed: for example, increased specialization among big pharma, or companies revisiting or repurposing products that thus far have been dormant. This panel will examine a number of portfolio approaches that can bring to the surface forgotten possibilities, reduce risk and help companies identify the strengths they can bring to the partnering table.

#### Participants

**Moderator: Neel Patel** - Managing Director, inVentiv Health Consulting

**Panelist: Rick Davis** - Senior Director, New Ventures and Transactions, Oncology, Johnson & Johnson Innovation

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

**Panelist: Jennifer Laird** - Senior Director, Neuroscience, Eli Lilly

**Panelist: Giles Nobecourt** - Partner, Edmond de Rothschild Investment Partners

**Panelist: Carlos R. Plata Salamán** - CSO, CMO and Head of R&D, Esteve

### Working with alternative investors

14:45 - 15:45

Main agenda

Location: Level 1, Room 123

As the spectrum of funding sources widens to include disease-specific foundations, funds, and angel investors, how is a biotech company to navigate these new waters? While the primacy of VCs when it comes to funding is hardly a question, how do the dynamics between the traditional and alternative funding sources change the relationship between funder and company, funder and funder? What impacts could funding sources today have on partnering possibilities in the future?

#### Participants

**Moderator: Raul Martin-Ruiz** - Principal, Ysios Capital

**Panelist: Carolyn Green** - Executive Director, Strategic Investments, Pfizer Worldwide R&D, ERDI

**Panelist: Marc Lemonnier** - CEO, Antabio

**Panelist: Daniel Oliver Uriel** - CEO, Capital Cell

**Panelist: Richard Seabrook** - Senior Advisor, Wellcome Trust

### Key considerations in microbiome partnering

16:00 - 17:00  
Main agenda

Location: Level 1, Room 123

The human microbiome is garnering research interest across the globe and industry is responding to the growing possibilities of therapeutic developments in a variety of ways, a key aspect of which is partnerships. The current state of play means emerging companies are often looking for specific expertise or experience in their partners, often influenced by the variety of approaches under different regulatory jurisdictions or financial structures. Join this panel to hear how emerging microbiome companies identify their preferred partners and what pharma companies and funders are able to bring to the table.

#### Participants

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

**Panelist: Michel de Baar** - Executive Director, BD&L, Infectious Diseases & Vaccines, Cardiovascular & Metabolic Diseases, MSD

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

**Panelist: Xavier Aldeguer Mauté** - Co-founder and Medical Advisor, Goodgut

**Panelist: Mariona Serra-Pagès** - CEO, Goodgut

### Making early investment decisions: Incorporating flexibility into your R&D strategy

17:15 - 18:15  
Main agenda

Location: Level 1, Room 123

Strategic decisions made during the earliest stages of clinical development often have an unseen impact on the downstream commercial potential of an asset. This is true for both large pharma and emerging biotech companies. What choices must be made during early clinical development? What are the trade-offs to consider? And, how do these key decisions affect the commercial potential, partnering opportunities, and a company's ability to invest in other assets in a therapeutic franchise or overall pipeline? Do the questions and answers differ for a platform versus a product company? We will address these and others questions as we further unpack the concept of incorporating flexibility into your R&D strategy.

#### Participants

**Moderator: Philip Kenner** - Principal, ClearView Healthcare Partners

**Panelist: Magnus Björnsne** - CEO, AZ BioVentureHub AB

**Panelist: Michael Henderson** - VP, Asset Acquisition, Strategy, and Operations, BridgeBio

**Panelist: Philippe Lopes-Fernandes** - Senior VP, Head of Global Licensing and Business Development, Merck

**Panelist: James Sapirstein** - CEO, ContraVir Pharmaceuticals

### The business of rare disease company development

13:30 - 14:30  
Main agenda

Location: Level 1, Room 121

What structures and strategies does a company need to develop in order to thrive as a company targeting rare diseases? Does the rarified space of rare diseases mean that companies need to take different financing considerations, partnering models, or post-approval hurdles into consideration? Does the very specificity of orphan drug development mean that the companies created to find cures and treatments mirror that same singularity, rendering them difficult to partner with, buy or achieve another kind of exit? These and other questions will be discussed in this session about the business of developing companies around rare disease therapeutics.

#### Participants

**Moderator: Alison Silva** - CEO and President, Critical Outcome Technologies

**Panelist: Timothy Cote** - Principal and CEO, Coté Orphan

**Panelist: Michael Pistone** - Director of Marketing, Innovation and Commercialization, Cincinnati Children's Hospital

**Panelist: Wendy White** - Chair, Global Genes

### The immuno-oncology universe

14:45 - 15:45  
Main agenda

Location: Level 1, Room 121

The pace of activity around the approvals and development of Immuno-Oncology (IO) agents in just the past five years has been quite astounding. Maybe a better word is daunting, a bit like The Wizard of Oz: "Lions, and tigers and bears, oh my!" BioPharma large and small alike face the quandary of an almost embarrassment of options, making early stage go/no go and clinical development path decisions, layering on regulatory and commercial considerations, all exceedingly complex and challenging in their own right, let alone in this dynamic and rapidly evolving space. So, let's pause, breathe, and step back a moment. Let's consider what these different MOAs and modalities bring to patients. Is the industry going about studying the combinations in the most relevant manner? What does each target and platform provide that is unique to a specific cancer or patient type? Are there aspects of the immune system we are neglecting? Are there cancers we are neglecting? It seems that we are perhaps short-sightedly relegating many previously hot oncology targets like oncogenes to the backburner—is this true, and is this appropriate? This session will endeavor to break out of the usual rhetoric around the IO field to pressure test in real-time some of its evolving and newly sacred assumptions.

#### Participants

**Moderator: Jeffrey Bockman** - VP, Defined Health

**Panelist: Pamela Esposito** - CBO, Replimune

**Panelist: John Haurum** - CEO, F-star

**Panelist: Christophe Quéva** - CSO, iTeos Therapeutics

**Panelist: Alan Wise** - CEO, IOmet Pharma/MSD

### Valuing curative and durable response therapies

16:00 - 17:00  
Main agenda

Location: Level 1, Room 121

Taking a back seat in the noisy and increasingly rancorous discussion about drug prices is how the increasing personalization of therapeutics may change the game. As advances in biology inevitably lead us to a future where individualized therapeutic approaches assume a more prominent role, biopharma's already challenged commercial model (which for the most part remain stuck in a world of "off the shelf" products used chronically) will need to respond or face a clear threat to continued innovation. For example, there are presently well over 200 gene therapy programs in Phase II development, and at least some are likely to reach the market before key questions about how to value these potentially curative products are addressed. This issue extends to "conventional" products, as well, such as in cancer where ultra-expensive new immunotherapies typically used in combinations are beginning to generate durable responses, but at a recurring cost that is widely seen as unaffordable. This panel will address the challenges in designing a new biopharma business model that remains relevant in a world otherwise ready to welcome transformational new therapies.

#### Participants

**Moderator: Ed Saltzman** - President, Defined Health

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

**Panelist: John McDonald** - VP, Business Development and External Innovation, Biogen

**Panelist: Georges Rawadi** - VP Business Development and IP, Celyad

**Panelist: Thomas Zioncheck** - Global Head, Business Development for Neuroscience, Ophthalmology, and Research Tools and Technologies, Genentech

### Commercializing cell and gene therapies

17:15 - 18:15  
Main agenda

Location: Level 1, Room 121

New business models for clinical development and manufacturing require strategic partnerships among researchers, manufacturers and payers to fully realize the commercial opportunities.

#### Participants

**Moderator: Sarah Haecker Meeks** - Chief Scientific Officer, Adjuvant Partners

**Panelist: Boro Dropulic** - Chief Science Officer and General Manager, Lentigen Technology Inc., A Miltenyi Biotec Company

**Panelist: Miguel Mulet** - Director, Strategy and New Projects, TiGenix NV

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

### Pharma Company Presentations

13:30 - 17:30  
Main agenda

Location: Level 1, Room 119

Hear the latest partnering opportunities from global pharma companies

13:30 – **Boehringer Ingelheim** – Bernd Nosse, Global Head BD&L Technologies

13:45 – **Amgen** – Joyce Chan, Licensing Director Business Development

14:00 – **MSD** – Reza Halse, President, MRL Venture Fund

14:15 – **Bristol-Myers Squibb** – Paul Biondi, Senior VP, Head of Business Development

14:30 – **AbbVie** – Adam Houghton, Senior Director and Head, Immunology Search and Evaluation

14:45 – **Johnson & Johnson Innovation** – Phillippe Alen, Senior Director, Business Development,

15:00 – **Roche** – Fang Ni, Director, Oncology Business Development and Licensing

15:15 – **Genentech** – Visali Ramanathan, Manager Immunology and Infectious Disease, Business Development

15:30 – **Eli Lilly and Company** – Johnston Erwin, VP, Corporate Business Development

15:45 – **Sanofi** – Sarah Holland, VP, BD&L Business Partner, General Medicines and Emerging Markets

16:00 – **Merck** – Philippe Lopes-Fernandes, Senior VP, Head, Global Business Development and Alliance Management

16:15 – **Purdue Pharma** – David Saussy, Executive Director, Scientific Evaluation, Licensing and Business Development

16:30 – **Bayer** – Dmitrij Hristodorov, Director Early Licensing

16:45 – **Novartis** – Begoña Carreño, Global BD&L Head Respiratory

17:00 – **Servier** – Michel Sestier, Project Director BD&L in Oncology and Rheumatology

17:15 – **Pfizer** – James Eshelby, Executive Director, External R&D Innovation

# SESSIONS

DAY 1 AGENDA - 20/03/2017

BIO-Europe Spring

March 20–22, 2017  
CCIB Convention Centre  
Barcelona, Spain

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## Break and Breathe

16:05 - 16:25  
Main agenda

Location: Level 1, Room 127

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

16:35 - 16:55  
Main agenda

Location: Level 1, Room 127

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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## Champagne reception

17:45 - 18:45  
Main agenda

Level 0, Exhibit Hall, Booth 61

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## Evening Networking Reception with Buffet-style dinner

19:00 - 21:30  
Main agenda

Location: Museu Nacional d'Art de Catalunya (MNAC) | National Museum of Art Catalonia (MNAC),

Parc de Montjuïc,

08038, Barcelona | ([map](#))

The Museu Nacional d'Art de Catalunya (MNAC) is located in the Palau Nacional (National Palace) of Montjuïc, and was constructed for the International Exposition of 1929. In 1934 it opened its doors as the Museu d'Art de Catalunya, bringing together the medieval collection. It hosts the best collection of Romanesque mural painting in the world and the most representative artists of Catalan Modernism, such as Gaudí and Casas. Gothic art, great European Renaissance and Baroque painters, for example Tiziano or Velázquez, and the collection of photography, complete the collection. Due to its location and outstanding architecture it is an exciting venue for social and cultural events which allows a breathtaking view over Barcelona.

### SHUTTLE BUSES:

18:30–19:00 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 - 20/03/2017

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TIME	MAIN AGENDA
07:00	07:45 - Registration 07:45 - Continental Breakfast 07:45 - Exhibition open
08:00	
09:00	09:00 - Clinical trials in early stage oncology development 09:00 - Strategy, planning and partnerships: Managing the drug development lifecycle 09:00 - Changing administration, changing policy
10:00	10:00 - One-to-one Meetings 10:45 - Welcome
11:00	11:15 - Innovation in an uncertain world
12:00	12:00 - Luncheon
13:00	13:30 - Developing winning presentations 13:30 - Diversifying risk with a portfolio strategy 13:30 - The business of rare disease company development 13:30 - Pharma Company Presentations
14:00	14:45 - Working with alternative investors 14:45 - The immuno-oncology universe
15:00	15:00 - Diamond relationships for successful partnering
16:00	16:00 - Key considerations in microbiome partnering 16:00 - Valuing curative and durable response therapies 16:05 - Break and Breathe 16:35 - Break and Breathe
17:00	17:15 - Making early investment decisions: Incorporating flexibility into your R&D strategy 17:15 - Commercializing cell and gene therapies 17:45 - Champagne reception
18:00	
19:00	19:00 - Evening Networking Reception with Buffet-style dinner



### Rise and Run

06:30 - 07:15  
Main agenda

06:30–07:15 Meeting point: AC Hotel Barcelona Forum entrance

Ease yourself into a busy second day at BIO-Europe Spring with a morning run along the Barcelona waterfront. The pace will be comfortable enough to chat and runners of all levels are welcome. Bring a hat and gloves; this run will happen no matter the weather!

### Registration open

07:45 - 18:45  
Main agenda

Level 0, Entrance Hall

### Continental Breakfast

07:45 - 10:30  
Main agenda

Level 0, Exhibit Hall

### Exhibition open

07:45 - 18:00  
Main agenda

Level 0, Exhibit Hall

### One-to-one Meetings

08:00 - 18:30  
Main agenda

### Company Presentations

09:00 - 12:00  
Main agenda

Level 1, Rooms 118, 119, 120

### Regenerative medicines and their impact on healthcare: From lab to market

10:15 - 11:45  
Main agenda

Location: Level 1, Room 123

This session opens the discussion among representatives of different regions about the critical process of getting regenerative medicine scientific advances out of the lab to patients' bedsides. According to market forecasts, the global regenerative medicine sector is expected to reach USD 30,237 million by 2022. Researchers from universities, hospitals and private companies continue to progress on developing technologies for a wide array of degenerative conditions, each with different scientific strengths and weaknesses. However, the path toward the commercialization is still not clear. There is a need for investments in infrastructure, increased research and development spending, but also new collaborations between institutions and businesses all around the world. No one will succeed alone. At this multinational roundtable learn how to pave the way on commercializing advanced and regenerative medicines; from representatives of top research, development, approval and commercialization organizations.

#### Participants

**Moderator:** Josep M<sup>a</sup> Canals, University of Barcelona

**Panelist:** Patrick Bedford - Manager, CCRM (Centre for Commercialization of Regenerative Medicine)

**Panelist:** Kunihiko Suzuki - Vice Chairman, FIRM (Forum for Innovative Regenerative Medicine)

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

**Panelist:** Marcos Timón - Head of Service, European Medicines Agency / AEMPS

### Break and Breathe

11:05 - 11:25  
Main agenda

Location: Level 1, Room 127

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11:35 - 11:55  
Main agenda

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### Transatlantic cooperation in precision medicine

12:00 - 13:30  
Main agenda

Location: Level 1, Room 123

This session opens the discussion and aims to compare business environments for the development and internationalization of personalized and precision medicine between Canada and Europe. Through intervention of cluster representatives and success case stories across the Atlantic Ocean, we will share best practices, offer key advice and information and stimulate synergies and innovation. Join and participate in this bioXclusters+' session where you will discover cluster benefits for SME internationalization across Europe and Canada as well as the recent success case in precision medicine from Mosaic Biomedicals and Northern Biologicals. bioXclusters partners will launch the session presenting each cluster partner assets for internationalization. Life sciences clusters from all over the world as well as SMEs involved in precision medicine products and services are welcome to participate in the open discussion and networking after the presentations. Registration through the partneringONE system will be required.

#### Participants

**Moderator:** Albert Barberà - CEO, BIOCAT

**Presenter:** Stephanie Wehnelt - International Affairs & Training, BioM

**Presenter:** Clarissa Ceruti - Head of Technology Transfer, BioPMed

**Presenter:** Emilie Roméo - Head of European Affairs, Lyon Biopole

**Presenter:** Jordi Fàbrega - Director, Business Development, Biocat

**Presenter:** Ella Korets-Smith - Executive Director, TO Health!

**Panelist:** Judit Anido - Co-Founder and General Manager, Mosaic Biomedicals

**Panelist:** Stefan Larson - CEO, Northern Biologicals

### Luncheon

12:00 - 14:00  
Main agenda

Level 0 – Exhibit Hall

Level 2 – Banquet Hall

### Stirring the entrepreneurial pot in Europe

13:45 - 14:45  
Main agenda

Location: Level 1, Room 123

Europe is home to many of the biggest pharmaceutical companies and the best academic biomedical researchers. But the US has always been the dominant place with thriving hubs of biotech entrepreneurs, the home for people taking big risk and creating much of the value in healthcare. Quite a few countries aspire to create their own dynamic clusters like Boston and San Francisco, but haven't pulled it off. What is happening today on the ground in various European hotspots, at the intersection of academia and entrepreneurship? Are seeds being planted today that could change the storyline over the next 5–10 years? Join Luke Timmerman, founder of Timmerman Report, for a lively conversation about the future of biotech entrepreneurship in Europe.

### Participants

**Moderator: Luke Timmerman** - Founder and Editor, Timmerman Report

**Panelist: Divya Chadha Manek** - Head, Business Development (Commercial), NIHR

**Panelist: Alexander Mayweg** - Venture Partner, Versant Ventures

**Panelist: Antoine Papiernik** - Managing Partner, Sofinnova Partners

**Panelist: Issi Rozen** - Chief Business Officer, Broad Institute

### Startup Slam: Barcelona

15:00 - 18:00  
Main agenda

Location: Level 1, Room 131

Startup Slam is a pitching competition offering emerging entrepreneurs a chance to pitch their company. Selected companies will present their innovative technologies to a panel of judges comprising business development executives, venture capitalists and industry experts.

### Pitch Session 1:

Vaxxit

IDP Discovery Pharma

Junction Therapeutics

TILT Biotherapeutics

Oxford Endovascular

Oncostellae

Leukos Biotech

### Pitch Session 2:

Oppilotech

Aligen Therapeutics

Epical Biosciences

MicroQuin

vitalityDNA

Peptomyc

Iproteos

### Participants

**Moderator: Bauke Anninga** - COO, The Innovation Forum

**Moderator: Emma Kohring** - Communications Leader, Johnson & Johnson Innovation

**Judge: Joris De Maeyer** - Venture Coach, Bioqube Ventures

**Judge: Antonio Gomez** - Spain New Ventures Lead, Johnson & Johnson Innovation

**Judge: Nerida Scott** - VP, Transactions, Johnson & Johnson Innovation

**Judge: Montserrat Vendrell** - General Partner, Alta Life Sciences

**Judge: Karen Wagner** - General Partner, Ysios Capital

### Company Presentations

14:00 - 17:15  
Main agenda

Level 1, Rooms 118, 119

### Break and Breathe

16:05 - 16:25  
Main agenda

Location: Level 1, Room 127

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.

### Break and Breathe

16:35 - 16:55  
Main agenda

Location: Level 1, Room 127

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.

### Exhibit Hall Hospitality Receptions

17:45 - 18:45  
Main agenda

Level 0, Exhibit Hall

BioPartner at Booth 44

Gebro at Booth 57

Health Holland at Booth 45

Pharma Intelligence at Booth 51

# SESSIONS

DAY 2 AGENDA - 21/03/2017

BIO-Europe Spring

March 20–22, 2017  
CCIB Convention Centre  
Barcelona, Spain

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## Evening Networking Reception with Buffet-style dinner

19:00 - 22:00

Main agenda

Location: Cúpula de las Arenas de Barcelona  
Gran Via de les Corts Catalanes, 373 - 385  
Entrance: Diputació, 15-21  
08015 Barcelona

Las Arenas is a 116-year-old bullring that was a beautiful and impressive stadium when it was built in 1900, and after an extensive six-year renovation and restoration is now both a shopping center and a venue for cultural, artistic, social and gastronomic events. The arena's transformation includes the addition of a giant 767-meter dome, the largest wooden dome in Europe, creating an exceptional gathering space in the heart of Barcelona with a view of Plaza de España at the foot of Montjuïc.

### SHUTTLE BUSES:

18:30–19:00 Shuttle buses depart from the conference center to the evening event.

21:30–22:30 Shuttle buses depart from the evening event to all conference hotels.

# SCHEDULE

DAY 2 AGENDA - 21/03/2017

BIO-Europe Spring

March 20–22, 2017  
CCIB Convention Centre  
Barcelona, Spain

TIME	MAIN AGENDA
06:00	06:30 - Rise and Run
07:00	07:45 - Registration open 07:45 - Continental Breakfast 07:45 - Exhibition open
08:00	08:00 - One-to-one Meetings
09:00	09:00 - Company Presentations
10:00	10:15 - Regenerative medicines and their impact on healthcare: From lab to market
11:00	11:05 - Break and Breathe 11:35 - Break and Breathe
12:00	12:00 - Transatlantic cooperation in precision medicine 12:00 - Luncheon
13:00	13:45 - Stirring the entrepreneurial pot in Europe
14:00	14:00 - Company Presentations
15:00	15:00 - Startup Slam: Barcelona
16:00	16:05 - Break and Breathe 16:35 - Break and Breathe
17:00	17:45 - Exhibit Hall Hospitality Receptions
18:00	
19:00	19:00 - Evening Networking Reception with Buffet-style dinner

# SESSIONS

DAY 3 AGENDA - 22/03/2017

BIO-Europe Spring

March 20–22, 2017  
CCIB Convention Centre  
Barcelona, Spain

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## Rise and Run

06:30 - 07:15  
Main agenda

06:30–07:15 Meeting point: AC Hotel Barcelona Forum entrance

Ease yourself into a busy third day at BIO-Europe Spring with a morning run along the Barcelona waterfront. The pace will be comfortable enough to chat and runners of all levels are welcome. Bring a hat and gloves; this run will happen no matter the weather!

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## Registration open

07:45 - 16:30  
Main agenda

Level 0, Entrance Hall

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## Continental Breakfast

07:45 - 10:30  
Main agenda

Level 0, Exhibit Hall

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## Exhibition open

07:45 - 16:30  
Main agenda

Level 0, Exhibit Hall

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## One-to-one Meetings

08:00 - 17:00  
Main agenda

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## Digimed and diagnostics: Market access and new collaborations

09:00 - 10:00  
Main agenda

Location: Level 1, Room 120

The effect of digital medicine on diagnostics is having and will continue to have a revolutionary effect on the interactions between patients and their healthcare providers and between the healthcare system and its service and support providers. While these changes herald more streamlined and to some extent personalized treatments for patients, the dynamic of these relationships will also have profound effects on treatment decisions. At the same time, companies with no experience of healthcare systems, regulatory levels and market structure are eager to integrate themselves into the existing market framework to bring benefits to patients, payers and providers. This session will examine the factors digital medicine companies face in gaining market access and how partnering has the potential to benefit all players.

### Participants

**Moderator: Josep Sanfeliu** - General Partner, Ysios Capital

**Panelist: Michäel Herman** - Director, Business Development, OncoDNA

**Panelist: Jeremy Sohn** - VP, Global Head of Digital Business Development and Licensing, Novartis

**Panelist: Gregg Talbert** - Global Head, Strategic Partnering, Roche Partnering

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## Health Tech Startup Competition

10:15 - 12:00  
Main agenda

Location: Level 1, Room 123

This session aims to explore the best upcoming initiatives at a seed stage level. It will highlight recent innovations and hot topics in digital health and medical devices, as well as identifying possible bottlenecks hindering growth in these sectors. In previous years, Barcelona has been the scene for million-funding rounds in digital health companies like Galgo Medical, ClinicPoint and interesting M&A operations like the DocPlanner fusion with Catalan Doctoralia. Digital health companies have presented revenues of USD 16 million during 2015 and 2016. This financial activity boosted the sector: 40 companies working in digital health, and 200 working on medical technology (out of which 94 of them develop innovative medical devices). In addition, several specific digital health startup accelerators recently have been founded (Moebio, MWC, G4A, Health U). This allowed for innovation effervescence in the frontier among eHealth, medical devices, wearables and other healthcare applied technology. Recent innovations in biotechnology will need to be combined with those for implementation success towards a more effective and precise medicine. In this session, previously selected startups will pitch their innovations and business plan in front an international jury composed of experts in entrepreneurship.

### Participants

**Moderator: Xavier Olba**, Biocat

**Judge: Ignasi Costas** - Partner, Head of Innovation and Entrepreneurship, Head of International Relations, RCD

**Judge: Jorge Juan Fernández** - Head of Academics, Moebio

**Judge: Frédéric Llordachs** - Co-Founder, Partner and Global Business Development Manager, Doctoralia Internet SL

**Judge: Montserrat Vendrell** - General Partner, Alta Life Sciences

# SESSIONS

DAY 3 AGENDA - 22/03/2017

BIO-Europe Spring

March 20–22, 2017  
CCIB Convention Centre  
Barcelona, Spain

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## What Big Data means for bioinformatics

12:00 - 13:00  
Main agenda

Location: Level 1, Room 120

The potential is there. But what applications and systemic changes are personalizing healthcare today? Panelists will share their perspectives on how big data is transforming bioinformatics now.

### Participants

**Moderator: Tracy Mayne** - Head, Medical Affairs Strategic Research, Purdue Pharma

**Panelist: Salvador Capella Gutiérrez** - CTO, Spanish National Bioinformatics Institute; Unit Head, Spanish National Cancer Research Centre; and Technical Coordinator, ELIXIR

**Panelist: Athula Herath** - Global Head of Real World Evidence Disease Epidemiology, Novartis

**Panelist: Alfons Nonell-Canals** - CEO, Mind the Byte

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## Company Presentations

09:00 - 11:30  
Main agenda

Level 1, Rooms 118, 119

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## Break and Breathe

11:05 - 11:25  
Main agenda

Location: Level 1, Room 127

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## Break and Breathe

11:35 - 11:55  
Main agenda

Location: Level 1, Room 127

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## Luncheon

12:00 - 14:00  
Main agenda

Level 0 – Exhibit Hall

Level 2 – Banquet Hall

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## Closing Reception

16:30 - 17:30  
Main agenda

# SCHEDULE

DAY 3 AGENDA - 22/03/2017

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