

SESSIONS

WELCOME RECEPTION - 05/11/2017

BIO-Europe

November 6–8, 2017

CityCube Berlin
Berlin, Germany

Advanced Business Development Course

00:00 - 00:00

NOVEMBER 3–5, 2017 // BIO-EUROPE PRE-EVENT //
ADDITIONAL REGISTRATION FEE

// **ADDITIONAL REGISTRATION FEE** // The [Advanced Business Development Course](#) takes place November 3–5 in Berlin, Germany ahead of BIO-Europe. It is an intensive three-day workshop for business development professionals who want to bring their **skills in valuation, deal structuring, due diligence, negotiation and contracts** to the next level.

BIO-Europe attendees receive a special EUR 200 discount. [LEARN MORE »](#)

City Tour: Experience Berlin in a dazzling new perspective

14:00 - 16:00

NOVEMBER 5, 2017 // BERLIN WELCOME TOUR //
FULLY BOOKED

by *Berlin Partner für Wirtschaft und Technologie GmbH*

Please note: The tour is fully booked

Welcome to Berlin! Berlin Partner, Berlin's official business development organization, would like to invite you to take part on a welcome tour that will extend beyond the city's typical tourist attractions. We focus on the development since the fall of the wall, on science and innovations and provide you an inside approach on Berlin. Urban development, politics, culture and science – you will discover different facets of this city to get a holistic picture of what Berlin really is like.

[More info](#)

Welcome Reception, Sunday, November 5 at 19:00

19:00 - 21:00

NOVEMBER 5, 2017 // BIO-EUROPE WELCOME
RECEPTION

[Wasserwerk](#) | Hohenzollerndamm 208 | 10713 Berlin

This former water plant is over 100 years old and still has the old pumps and machinery on display. It is a listed building with a beautiful brick façade that was turned into an unusual event location in 2001.

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

SCHEDULE

WELCOME RECEPTION - 05/11/2017

BIO-Europe

November 6–8, 2017

CityCube Berlin
Berlin, Germany

TIME	NOVEMBER 3–5, 2017 // BIO-EUROPE PRE-EVENT // ADDITIONAL REGISTRATION FEE	NOVEMBER 5, 2017 // BERLIN WELCOME TOUR // FULLY BOOKED	NOVEMBER 5, 2017 // BIO-EUROPE WELCOME RECEPTION
00:00	00:00 - Advanced Business Development Course		
01:00			
02:00			
03:00			
04:00			
05:00			
06:00			
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09:00			
10:00			
11:00			
12:00			
13:00			
14:00		14:00 - City Tour: Experience Berlin in a dazzling new perspective	
15:00			
16:00			
17:00			
18:00			
19:00			19:00 - Welcome Reception, Sunday, November 5 at 19:00

Registration open

07:45 - 18:00
Main agenda

Entrance Level, Entrance Lobby

Continental Breakfast

07:45 - 10:30
Main agenda

Level 2, Hall B

Exhibition Open

07:45 - 18:00
Main agenda

Level 2, Hall B

Routes of commercialization

09:00 - 10:30
Main agenda

Level 3, Room M8

This panel will discuss the market access strategies, transitions to and from the clinic, supply chain development, and partnering approaches that allow a company to juggle the dynamic, changing requirements of the commercialization process. The panelists will address issues from early stage to launch, and will use real world examples to illustrate how constant forward planning, early regulatory engagement and a flexible partnering strategy is essential to commercial success.

Participants

Moderator: Anna Casse - Managing Partner, Alacrita

Panelist: Johannes Clemens - Director, Business Development Europe, Vetter Pharma International

Panelist: Laurent Foetisch - Managing Director, Supply Chain Operations SA

Panelist: Anant Murthy - VP, Market Access & Policy, Europe & Canada, Alnylam Pharmaceuticals

Panelist: Matthew Zustiak - Head of Upstream Process Development, Patheon, part of Thermo Fisher Scientific

The evolving role of Real World Evidence in regulatory approval and reimbursement decisions

09:00 - 10:30
Main agenda

Level 3, Room M4

Panelists discuss how real world data is impacting clinical development today. This session will identify the groups in the development process that demand real world evidence, what they are looking for and the considerations that companies need to plan for in order to ensure effective implementation of data.

Participants

Moderator: Leora Schiff - Principal, Altius Strategy Consulting

Panelist: Stella Blackburn - VP, Global Head, Early Access and Risk Management, RWES, QuintilesIMS

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

Panelist: Janice Haigh - VP and Global Head, Pricing and Market Access, PAREXEL Access Consulting

Successful corporate communications in a changing media and investment world

09:00 - 10:30
Main agenda

Level 3, Room M6

Biotech companies increasingly have difficulties getting their story across to media and the investment community. For one, more and more media cannot afford trained science journalists any more. Their successors usually don't have a background in science, are not familiar with the industry and lack a carefully built network of science and industry specialists adamant for the gathering and evaluation of news.

On the other hand, many biotech professionals still underestimate the role of having a clear story and vision they can pitch to investors to convince them of a solid business case. This has become increasingly important as many biotech companies have started to look for investors outside the traditional biotech investment community.

Therefore, biotech companies need to communicate their progress to a larger audience. This is not only important for public companies. Private companies, too, must develop broad communication skills in order to succeed. In this panel, we will discuss the needs of both healthcare-savvy media / investors and generalists and how companies can address these needs.

Participants

Moderator: Ludger Weiß - Managing Partner, akampion

Panelist: Stephen Hansen - Associate Editor, BioCentury

Panelist: Sascha Karberg - Science Writer, transkript/Tagesspiegel

Panelist: Eva V. Schaper - Science Writer, Freelance

Panelist: Cormac Sheridan - Science Journalist, BioWorld Today

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

One-to-one Meetings

10:00 - 18:30
Main agenda

Level 1, Hall A

SESSIONS

DAY 1 - 06/11/2017

BIO-Europe

November 6–8, 2017

CityCube Berlin
Berlin, Germany

Welcome and Opening Remarks

10:45 - 11:15

Main agenda

Level 3, Room M1

Participants

Speaker: Anna Chrisman - Group Managing Director, EBD Group and KNeCT365 Life Sciences

Kai Bindseil - Head of Division, Life Sciences | Healthcare Industries, Berlin Partner

Christian Rickerts - State Secretary, Economy, Energy and Enterprises, State of Berlin

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

Keynote

11:15 - 11:30

Main agenda

Level 3, Room M1

Participants

Speaker: Dieter Weinand - Member of the Board of Management and President Pharmaceuticals, Bayer AG

Opening Plenary - Breaking down walls: Keeping collaboration at the center of biotech

11:30 - 12:30

Main agenda

Level 3, Room M1

Biotech has thrived because of the collaborative nature of its business model. The plenary session will address the new walls being erected within the industry, in policy, business, and science, which will require the same cooperation to break down.

Participants

Moderator: Kate Bingham - Managing Partner, SV Health Investors

Panelist: Zaki Hosny - Senior Advisor, Albright Stonebridge Group

Panelist: Hans Lindner - Head, Global External Innovation and Alliances, Bayer

Panelist: Richard Mason - Head of London Innovation Centre, Johnson & Johnson Innovation, EMEA

Panelist: Ulrich Wendt - Head, Diabetes External Innovation, Sanofi

Luncheon

12:00 - 14:00

Main agenda

Level 2, Hall B; Hall 2 (access via Hall B)

Developing solutions for pediatric diseases

13:30 - 14:30

Main agenda

Level 3, Room M4

The pediatric disease area is at the forefront of partnering models. The constellation of research hospitals, agile biotech companies, pharma expertise, and active funding bodies is producing a vibrant network of collaboration to develop treatments for a broad number of pediatric diseases. This panel will examine some of the successful models which are currently working for solutions to a number of rare diseases.

Participants

Moderator: Hubert Birner - Managing Partner, TVM Life Science Management and TVM Capital

Panelist: Elizabeth Aylward - Director, Office of Science-Industry Partnerships, Seattle Children's Research Institute

Panelist: Arndt Rolfs - CEO, Centogene

Panelist: Chris Schelling - CEO, Acer Therapeutics

Panelist: Kim Stratton - Head, International Commercial, Shire

Targeting the microbiome: From scientific evidence to regulatory approval

14:45 - 15:45

Main agenda

Level 3, Room M4

In recent years, scientific evidence has turned the spotlight on the microbiome as a separate organ that plays a vital role in many human diseases. As a result, funding for microbiome companies continues to grow rapidly, setting the stage for more companies to explore the therapeutic value of harnessing the microbiome to develop novel treatments. As the microbiome field shifts from scientific proof-of-concept stage towards product development, new challenges are raised in respect to choosing effective development pathways to reach the appropriate market segments. There is a variety of strategies to choose from in the microbiome field, whether companies are focused on developing new medicines and medical nutrition, products for health maintenance, which can be sold as OTC products, nutritional supplements or functional foods; or, occasionally, microbiome-derived products approved as medical devices. Innovative companies in the field need to select the best clinical and regulatory pathway for their product plan based on their scientific knowledge and their projected strategy. This involves early choices such as: which customers to target, which modality to base the product on (live organism(s), biologics, small molecules), which regulatory regimen to choose (prescription drug, food, device—and the many subdivisions of each of those categories), and what are the operational and financial consequences of these choices on the company's business plan. Join us as we discuss examples of different pathways to pursue, steps where the collaboration with regulatory agencies is required, and how to mix the different ingredients for a successful business strategy.

Participants

Moderator: Douglas MacDougall - President, MacDougall Biomedical Communications

Panelist: Patrice Cani - Université Catholique de Louvain, FNRS-WELBIO, Brussels, Belgium

Panelist: Isabelle de Cremoux - CEO, Seventure

Panelist: Nigel Crockett - Head, Business Development, Microbiotica

Panelist: David Donabedian - Co-Founder and CEO, Axial Biotherapeutics

Cell and gene therapies: The keys to the future of healthcare

16:00 - 17:00

Main agenda

Level 3, Room M4

Exciting breakthroughs in cell and gene therapies, from new approvals to cutting-edge research discoveries, are creating new opportunities and challenges for the industry. What strategies are companies using to develop, manufacture, and commercialize these life-changing treatments and cures? How are partnerships critical to successfully advancing the science to becoming viable commercial products?

Participants

Moderator: Morrie Ruffin - Managing Partner, Adjuvant Partners

Panelist: Sharon Brownlow - Head of Collaborations, Manufacturing Centre., The Cell and Gene Therapy Catapult

Panelist: Gabriele Proetzel - Director, Regenerative Medicine, Takeda

Panelist: Shai Yarkoni - CEO, Collect Biotechnology Ltd

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

Next wave immunotherapy: The future including and beyond checkpoints

17:15 - 18:15

Main agenda

Level 3, Room M4

With immune checkpoint inhibitors such as Yervoy, Opdivo, and Keytruda having demonstrated an ability to extend survival across heavily pretreated tumor types, all eyes are now looking ahead to how the effect of size and addressable patient populations can be expanded upon. Indeed, a range of modalities have emerged as potential candidates for checkpoint combination regimens, each poised to address "cold" or otherwise IO-resistant patients. Many questions still exist, including which mechanisms will be best suited to unleash the full power of the anticancer immune response, in what patients, and over what time horizons will various developments continue to play out. Join our distinguished panel as we discuss and debate some of the finer points surrounding clinical and commercial issues in oncology and look to achieve a deeper understanding about who and how to achieve relevance in the emerging IO landscape.

Participants

Moderator: Joel Sandler - Associate Principal, Defined Health

Panelist: Kaan Certel - Head of External Innovation Oncology, Business Development and Licensing, Sanofi

Panelist: Nouhad Hussein - VP, Head of Business Development, Regeneron

Panelist: Bernd Mühlenweg - Chief Business Officer, Nanobiotix

Panelist: Matt Roden - VP, Global Business Development Assessment and Strategic Corporate Development, Bristol-Myers Squibb

Funding Discovery

13:30 - 14:30

Main agenda

Level 3, Room M1

Funding the early stages of company development can be a challenge but it also provides opportunity for innovation, new partners, and first chance to prove the viability of an idea. This panel will use the recent experiences of biotech companies to explore how the funding process contributed to the companies' positive development and growth.

Participants

Moderator: Steve Dickman - CEO, CBT Advisors

Panelist: Philipp Bürling - CFO and Co-Founder, NUMAFERM GmbH

Panelist: Jon Edwards - Principal, Medixi

Panelist: Andrew Hopkins - CEO, Exscientia

Panelist: Raphael Wisniewski - Partner, Edmond de Rothschild Investment Partners

What the deals of 2017 mean for 2018

14:45 - 15:45

Main agenda

Level 3, Room M1

This panel will examine the deal trends of 2017. What are the drivers? Who are the players? What are the structures? Can we expect to see these trends continue into 2018? Join us for a deep dive into the deals of 2017.

Participants

Moderator: Sam Ulin - Principal, ClearView Healthcare Partners

Panelist: Paul Hadden - Managing Director, HealthCare Royalty Partners

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

Panelist: Barbara Sosnowski - VP, External R&D Innovation, Pfizer

Panelist: Ben Thorner - Senior VP, Business Development and Licensing, MSD

Building the future of the European public market

16:00 - 17:00

Main agenda

Level 3, Room M1

The European biotech market has much going for it: strong M&A, strong investment, exciting young companies with the potential for lucrative exits. This session will discuss how the strengths of the industry can be consolidated through the further development of a European public market.

Participants

Moderator: Olivier Litzka - Partner, Edmond de Rothschild Investment Partners

Panelist: Ulrica Slåne Bjerke - Founder and CIO, Arctic Fund Management

Panelist: Sebastian Grabert - Director - Germany Representative (Munich), Euronext

Panelist: Oscar Izeboud - Managing Director, NIBC Bank

Panelist: Simon Moroney - CEO, MorphoSys

Panelist: Peter Rahmer - Managing Director, The Trout Group LLC

SESSIONS

DAY 1 - 06/11/2017

BIO-Europe

November 6–8, 2017

CityCube Berlin
Berlin, Germany

Answering the million dollar question: Partner or go it alone?

17:15 - 18:15

Main agenda

Level 3, Room M1

Dealmaking in life sciences has been robust in 2017 and remains a seller's market as buyers narrow their therapeutic areas of focus and fiercely compete for entry and leadership in hot therapeutic areas. At the same time, true innovators can expect to benefit from the emergence of new buyers and more financing options from the capital markets as well as unique partnering and outsourcing scenarios, permitting them to hold on to assets through to commercialization in some disease areas. This panel will discuss the many opportunities available to sellers and considerations for making the decision between partnering and going it alone.

Participants

Moderator: Neel Patel - Managing Director, INC Research/inVentiv Health Consulting

Panelist: Margarita Chavez - Managing Director, AbbVie Ventures

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

Panelist: Brendan Luu - Head, Business Development, Technologies and Externalizations, Merck KGaA

Panelist: Nerida Scott - VP, New Ventures and Transactions, Johnson & Johnson Innovation

Life sciences in China: The future is bright

13:30 - 14:30

Main agenda

Level 3, M6

There's been no better time to partner with companies in China. With record-breaking investments in and outbound, a positive regulatory environment that supports innovation in China, and the fastest growing pharmaceutical market in the world, companies and investors are eager to make the most of these opportunities now. Leaders in this field will discuss the partnering and investment opportunities in China.

Participants

Moderator: Ruediger Herrmann - Partner, Corporate Life Sciences, Dechert LLP

Panelist: Darren Ji - CEO, Elpiscience Pharmaceuticals, Inc; Venture Partner, Lilly Asia Ventures

Panelist: Joyce Pei - Executive Director, Simcere Pharmaceutical Group

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

Navigating Brexit

14:45 - 15:45

Main agenda

Level 3, Room M6

This panel will explore what Brexit really means for biopharma companies (both UK and continental European). Panelists will discuss how executives are planning (or should plan) for the changes that the separation will inevitably bring to the biotech industry, highlighting both the opportunities and challenges, as well as identifying potential winners and losers.

Participants

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

Panelist: Laura Collister - Brexit Lead, BIA

Panelist: John Haurum - CEO, F-star GmbH

Panelist: Werner Lanthaler - CEO, Evotec

Panelist: Aimad Torqui - Director Global Regulatory Policy, MSD

Keynote: UK life sciences and Brexit

15:45 - 16:00

Main agenda

Level 3, Room M6

Participants

Speaker: Lord O'Shaughnessy - Parliamentary Under Secretary of State, Department of Health, UK Government

Bristol-Myers Squibb

13:45 - 14:00

Main agenda

Matt Roden - Vice President, Global Business Development Assessment and Strategic Corporate Development

Bayer

14:00 - 14:15

Main agenda

Dmitrij Hristodorov - Director Early Licensing

MSD

14:15 - 14:30

Main agenda

Phil L'Huillier - Head, European Innovation Hub

Eli Lilly & Company

14:30 - 14:45

Main agenda

Johnston Erwin - Vice President Corporate Business Development

Novo Nordisk

14:45 - 15:00

Main agenda

Florence Dal Degan - R&D Innovation Sourcing Director

AbbVie

15:00 - 15:15

Main agenda

Ben Julian - Senior Director, Business Development and Acquisitions

Sanofi

15:15 - 15:30

Main agenda

Kaan Certel - Head of External Innovation, Oncology

Merck

15:30 - 15:45

Main agenda

Philippe Lopes-Fernandes - Senior VP, Head of Global Licensing and Business Development

Amgen

15:45 - 16:00

Main agenda

Olaf Koenig - Director of Business Development

Novartis Pharma

16:00 - 16:15

Main agenda

Markus Kalousek - Global Head Pharma S&E, BD&L

Roche

16:15 - 16:30

Main agenda

Hans Trees - Director Strategic Partnering

Genentech

16:30 - 16:45
Main agenda

Amit Mehta - Senior Manager, Business Development,
Ophthalmology

Servier

16:45 - 17:00
Main agenda

Corinne Venot - Lead Project Director Oncology BD&L

Pfizer

17:00 - 17:15
Main agenda

Tania Dimitrova - Director, Worldwide Business
Development

Boehringer Ingelheim

17:15 - 17:30
Main agenda

Dr. Emilio Erazo-Fischer - Associate Director of Global
Oncology Business Development & Licensing

Johnson & Johnson Innovation

17:30 - 17:45
Main agenda

Rosemary Liu - New Ventures & Transactions Lead,
Cardiovascular & Metabolic Diseases

Post-signing challenges in transatlantic licensing and co-development agreements: Legal and operational perspectives

15:15 - 16:45
Main agenda

Level 3, Room M7

We shall juxtapose a “contractually-oriented, US perspective” with an “operational, European” one. What are the cultural and legal differences in the approaches to strategic alliances between US and European companies? What challenges derive from this analysis for the leaders of partnering companies? Topics: Identifying and challenging pre-conceived views US and European companies have of each other, differences in approaches to contracts and decision-making, how companies find “common ground” or agreement on difficult issues, exploring alternative solutions to problems and resolving conflict.

Participants

Moderator: Henning Mennenöh - Partner, Weitnauer

Speaker: Mark Cooper - Of Counsel, Faber Daeufer & Itrato PC (former VP and Assistant General Counsel Business Transactions, Research & Development, Pfizer Inc.)

Speaker: Anthony Hörning - Founder, Strategic Transactions Advisory AG, (former Global Head of Alliance Management, Novartis Pharma)

Break and Breathe

16:05 - 16:25
Main agenda

Level 3, Room M8

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

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

bioXclusters plus Seminar and Beer Reception: Global Gateways for European life science clusters and their companies

17:00 - 18:30
Main agenda

Level 3, Room M6

As part of the bioXclusters plus initiative (www.bioXclusters.eu), global clusters and network organizations, named “Gateways,” offer services to European clusters and their companies to enter non-European key markets and to find the right business partners. This seminar provides information about such internationalization services, open to all European regions, networks and science parks and companies.

After presentations from selected global gateway organizations, a “Berliner Weisse” beer reception offers the opportunity to exchange business cards and to network with European and global contacts.

Confirmed Gateway presentations (further are pending):

* ToHealth!, Toronto, Canada

* Osaka BioHeadquarters / Osaka Prefecture, Japan

* Health Industries SA

No registration is required.

But if possible, please confirm your attendance to Emilie Romeo, project leader bioXclusters plus-Lyonbiopole, at emilie.romeo@lyonbiopole.com.

Break and Breathe

17:05 - 17:25
Main agenda

Level 3, Room M8

Enhance your conference experience by using simple breathing techniques, movement and light stretches in order to charge your body and mind for better decision making and more energy throughout the day. Open to all. No prerequisites required. Standing and seated positions only.

Speed Matters! Race against your peers...

17:45 - 18:45
Main agenda

Join us at the Carrera® race track lounge and be the winner.

Sponsored by: JSR Life Sciences

Location: Exhibition – Hall B

Champagne reception at EBD Group booth

18:00 - 18:45
Main agenda

SESSIONS

DAY 1 - 06/11/2017

BIO-Europe

November 6–8, 2017

CityCube Berlin
Berlin, Germany

Evening Networking Reception with Buffet-style Dinner

19:00 - 22:00

Main agenda

Venue:

Palais am Funkturm | Hammarskjöldplatz | 14055
Berlin

The Palais am Funkturm is Berlin's largest ballroom—a venue for balls, banquets and receptions, with the unique charm of the 50s. With its elegantly curved patterns and original interior it is a highly popular party location. Experience the exclusive atmosphere under a ceiling decorated with gold leaf as well as the impressive sandstone entrance hall. Located at the other end of Messe Berlin, the Palais am Funkturm is only at a short distance from the CityCube.

18:45–19:15 Shuttle buses depart from the conference center to the evening event.

21:15–22:15 Shuttle buses depart from the evening event to all conference hotels.

SCHEDULE

DAY 1 - 06/11/2017

BIO-Europe

November 6–8, 2017

CityCube Berlin
Berlin, Germany

TIME	MAIN AGENDA
07:00	07:45 - Registration open 07:45 - Continental Breakfast 07:45 - Exhibition Open
08:00	
09:00	09:00 - Routes of commercialization 09:00 - The evolving role of Real World Evidence in regulatory approval and reimbursement decisions 09:00 - Successful corporate communications in a changing media and investment world
10:00	10:00 - One-to-one Meetings 10:45 - Welcome and Opening Remarks
11:00	11:15 - Keynote 11:30 - Opening Plenary - Breaking down walls: Keeping collaboration at the center of biotech
12:00	12:00 - Luncheon
13:00	13:30 - Developing solutions for pediatric diseases 13:30 - Funding Discovery 13:30 - Life sciences in China: The future is bright 13:45 - Bristol-Myers Squibb
14:00	14:45 - Targeting the microbiome: From scientific evidence to regulatory approval 14:45 - What the deals of 2017 mean for 2018 14:45 - Navigating Brexit 14:00 - Bayer 14:15 - MSD 14:30 - Eli Lilly & Company 14:45 - Novo Nordisk
15:00	15:45 - Keynote: UK life sciences and Brexit 15:00 - AbbVie 15:15 - Sanofi 15:30 - Merck 15:45 - Amgen 15:15 - Post-signing challenges in transatlantic licensing and co-development agreements: Legal and operational perspectives
16:00	16:00 - Cell and gene therapies: The keys to the future of healthcare 16:00 - Building the future of the European public market 16:00 - Novartis Pharma 16:15 - Roche 16:30 - Genentech 16:45 - Servier 16:05 - Break and Breathe

SCHEDULE

DAY 1 - 06/11/2017

BIO-Europe

November 6–8, 2017

CityCube Berlin
Berlin, Germany

TIME	MAIN AGENDA
17:00	<p>17:15 - Next wave immunotherapy: The future including and beyond checkpoints</p> <p>17:15 - Answering the million dollar question: Partner or go it alone?</p> <p>17:00 - Pfizer</p> <p>17:15 - Boehringer Ingelheim</p> <p>17:30 - Johnson & Johnson Innovation</p> <p>17:00 - bioXclusters plus Seminar and Beer Reception: Global Gateways for European life science clusters and their companies</p> <p>17:05 - Break and Breathe</p> <p>17:45 - Speed Matters! Race against your peers...</p>
18:00	<p>18:00 - Champagne reception at EBD Group booth</p>
19:00	<p>19:00 - Evening Networking Reception with Buffet-style Dinner</p>

SESSIONS

DAY 2 - 07/11/2017

BIO-Europe

November 6–8, 2017

CityCube Berlin
Berlin, Germany

Rise and Run

06:30 - 07:15
Main agenda

Pack your running shoes! Explore the city of Berlin while getting your morning workout in. 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.

Duration: approximately 45 minutes

Meeting point: Intercontinental Hotel, Entrance

Budapester Str. 2, 10787 Berlin

Registration open

07:45 - 18:00
Main agenda

Entrance Level, Entrance Lobby

Continental Breakfast

07:45 - 10:30
Main agenda

Level 2, Hall B

Exhibition Open

07:45 - 18:00
Main agenda

Level 2, Hall B

One-to-one Meetings

08:00 - 18:30
Main agenda

Level 1, Hall A

Glycobiotechnology in diagnostics and therapy

09:00 - 10:00
Main agenda

Level 3, Room M2

Glycans, the predominant biopolymers, play essential roles in health and disease including bacterial as well as viral infections, cancer and immunity. New technologies such as automated glycan assembly and glycan sequencing are enabling a host of biomedical applications of glycans in diagnostics, therapy and preventive medicine. Glyco-engineered biopharmaceuticals and novel diagnostic tools contribute to important advances in the treatment of various diseases. Carbohydrate conjugate vaccines are a market of over EUR 10 billion per year and therapeutic glycoproteins generate over USD 35 billion in annual sales. Fueled by technological advances, the Glycobiotech sector is growing rapidly. The Glycobiology session will present recent developments in the application of glycans as therapeutics and vaccines and as biomarkers for the diagnostics of diseases. Vaxxilon will present a best practice example for the advancement of these scientific discoveries onto the path of development and commercialization of novel vaccines.

Participants

Moderator: Kai Bindseil - Head of Division, Life Sciences | Healthcare Industries, Berlin Partner

Panelist: Tom Monroe - CEO, Vaxxilon

Panelist: Peter Seeberger - Director, Max Planck Institute of Colloids and Interfaces

Panelist: Rudolf Tauber - Director, Institute of Laboratory Medicine, Clinical Chemistry and Pathobiochemistry, Charité – Universitätsmedizin Berlin

EU funding for health research SMEs: The European Innovation Council and beyond

09:00 - 10:30
Main agenda

Level 3, Room M1

How does an innovative and ambitious Small or Medium-sized Enterprise (SME) succeed in accessing European Union (EU) funds to develop new healthcare solutions? This session provides concrete examples of successful SME participation in EU-funded projects and informative insights and advice for applicants from EU policymakers. Due to increasing difficulties in obtaining venture capital funds for life sciences, public support for SMEs in health research is becoming vital. The EU helps to improve the conditions for the emergence and rapid scale-up of highly innovative enterprises by launching the European Innovation Council (EIC) pilot. The EIC supports top-class innovators with the ambition to scale up at the European and global levels by providing funding, mentoring and networking opportunities. The objective is to strengthen breakthrough innovations and boost the number of high-growth companies. The session will provide an overview of the EIC opportunities and will also introduce other Horizon 2020 funding schemes relevant for SMEs, such as calls for collaborative proposals, including the Innovative Medicines Initiative, and InnovFin—the EU Finance for Innovators, co-developed with the European Investment Bank (EIB). For a dynamic and interactive discussion, we will bring together representatives from the European Commission, the Innovative Medicines Initiative, the EIB and an EU-funded SME.

Participants

Moderator: Cornelius Schmaltz - Head of Unit, Directorate Health, European Commission

Panelist: Stefan Beyer - CEO and Managing Director, Vivalogics

Panelist: Shiva Dustdar - Head of Division, Innovation Finance Advisory, European Investment Bank

Panelist: Pierre Meulien - Executive Director, Innovative Medicine Initiative

Panelist: Bernd Reichert - Head of Unit, Horizon 2020 SME, European Commission Executive Agency for SMEs

The innovation drivers that work

10:45 - 11:45
Main agenda

Level 3, Room M1

The recipe for successful innovation is not always the same. Culture, situational circumstances, environment, and support can all be balanced in different ways to create thriving companies. Join this session to hear about the drivers of innovation from successful start up clusters from around the world.

Participants

Moderator: Simone Fishburn - Editor, BioCentury Innovations

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

Panelist: Hun-Che Cho - Managing Director, Korea Drug Research Association (KDRA)

Panelist: Michal Preminger - Executive Director, Harvard University Office of Technology Development, Harvard Medical School

Panelist: Jared Sebhata - Program Director Germany, German Accelerator Life Sciences

3P BIO FORUM IV EDITION - Process Validation: Integrating strategies to win the marketplace race

09:00 - 10:30
Main agenda

Level 3, Room M4

3P BIO FORUM IV EDITION

Process Validation: Integrating strategies to win the marketplace race

Biopharmaceutical development is becoming a space race. Companies are asked for faster assurance that the process has been developed in a robust manner to obtain a product in conformance with regulatory standards. The application of process validation is global and needs to be extended not only to the manufacturer but also to suppliers that have to establish and integrate the same guidelines as the biotech company to certify that products are consistently meeting high quality and safety standards. Industry leaders will cover the main dilemmas and challenges faced by the biotech industry in the biologics process validation with real successful case studies. This high-level panel is composed of international leaders who combine all parts involved in process validation and biologics manufacturing.

Participants

Moderator: Elena Erroba - Director, Business Development, 3P Biopharmaceuticals

Panelist: Geert Lissens - Field Marketing Manager, Filtration Technologies, Sartorius Stedim

Panelist: Toomas Moks, Consultant

Panelist: Daniel Rivero - Plant Director, 3P Biopharmaceuticals

Panelist: Victor Sánchez - President and CEO, Pharma-Bio Serv, Inc.

Health Technology Assessment in Europe

10:45 - 12:15
Main agenda

Level 3, Room M4

This panel provides an overview of the reimbursement systems in Europe with a particular focus on Germany. It explains which aspects are crucial drivers for success while dealing with the European HTA agencies. It will explain in more detail the various aspects of the reimbursement system on the example of Germany. The different challenges in outpatient and inpatient care as well as the situation for orphan and oncology drugs will be discussed. Representatives from the pharmaceutical industry will provide hands-on information about the challenges of some products recently launched in Europe.

Participants

Moderator: Bertram Häussler - Chairman, IGES Institute, Berlin

Panelist: Hannah Brühl - Scientific Advisor, Pharmaceuticals Department, Federal Joint Committee, Berlin, Germany

Panelist: Marlene Gyldmark - Head, Health Technology Assessment Group (MORSE), Global Pricing and Market Access, Pharmaceutical Division, F. Hoffmann-La Roche

Panelist: Dierk Neugebauer - Director Market Access Germany, Bristol-Myers Squibb

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

Company Presentations

09:00 - 11:45
Main agenda

Level 3, Rooms M2, M3, M6

Early stage projects, innovative startups, established biotech or midsize pharma companies present their innovative assets or ideas directly in front of real decision makers. [Learn more](#)

Break and Breathe

10:05 - 10:25
Main agenda

Level 3, Room M8

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

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

SESSIONS

DAY 2 - 07/11/2017

BIO-Europe

November 6–8, 2017

CityCube Berlin
Berlin, Germany

Break and Breathe

11:05 - 11:25
Main agenda

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A day in the life of experienced dealmakers

12:00 - 13:00
Main agenda

Level 3, Room M1

Participants

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

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

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

Panelist: Nicholas Franco - Executive VP and CBO, Actelion

Panelist: Berthold Hinzen - Head of Business Development and Licensing, General Medicine, Pharmaceuticals Division, Bayer Pharma

Panelist: Amy Schulman - CEO, Lyndra Inc., Polaris Partners

Luncheon

12:00 - 14:00
Main agenda

Level 2, Hall B; Hall 2 (access via Hall B)

Nanomedicine Award Ceremony

13:00 - 13:30
Main agenda

Level 3, Room M4

Nanomedicine Award Ceremony

The third edition of the Nanomedicine Award aims to honor and increase visibility of the best international nanomedicine innovations.

Candidates should develop a Nanomedicine solution that could bring large benefits to patients, changing the way diseases are treated or diagnosed or providing new tools for physicians.

Two excellent projects in Nanomedicine have been awarded, every two years, since 2013. For 2017, the Nanomedicine Award has two categories:

- Most Promising Nanomedicine Project
- Best Nanomedicine Product/Deal

For more information, or to apply, please visit <http://nanomedicine-award.com/>.

During the Nanomedicine Award Ceremony, winners will be announced by the Chairman of the European Technology Platform on Nanomedicine (ETPN).

Disruption in Healthcare: What's coming next?

13:30 - 14:30
Main agenda

Disruptive Talks are innovative healthcare events with a disruptive theme and format. They engage and make the audience think about how disruptive innovations in healthcare could impact their own business. The objective? Challenge the future of healthcare by showing that disruption has already started in the healthcare sector technologically and business speaking.

Participants

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

Panelist: Geraldine Hamilton - President and CSO, Emulate

Panelist: Laurent Levy - CEO, Nanobiotix

Panelist: Chris Van Hoof - Director Wearable Healthcare, IMEC

Panelist: Eric Vibert - Liver Surgeon, Hospital Paul Brousse

CMC Session

16:45 - 17:45
Main agenda

Level 3, Room M4

Join us for our talk session at BioEurope!

What are the challenges of fast-tracking your product to IND while meeting market demands?

- Introduction to CMC/Biomeva/AGC
 - Speaker: Andy Lewin, VP, Business Development, CMC Biologics
- What are CDMOs doing to meet the growing market demands? What are the latest outsourcing trends & capacity? (20 min)
 - Speaker: Roland Hecht, Sr. Director, Business Development, Biomeva
- Implementation of various high through-put technologies for accelerated process development of biopharmaceuticals (30 min)
 - Torben P. Frandsen, SVP Process Development and Technology Coordination, CMC Biologics, Denmark

Visit us at our booth 107 & 108, for a celebratory reception starting at 5:45pm!!!

Company Presentations

14:00 - 17:30
Main agenda

Level 3, Rooms M2, M3, M6

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SESSIONS

DAY 2 - 07/11/2017

BIO-Europe

November 6–8, 2017

CityCube Berlin
Berlin, Germany

Startup Slam: Berlin

15:00 - 17:30

Main agenda

Level 3, Room M1

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.

[Find out more »](#)

Participants

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

Moderator: Marek Tyl - Chief Executive, The Innovation Forum

Judge: Ann Belien - Founder and CEO, Rejuvenate Biomed

Judge: Craig Garner - Prof Charité, Founder, SPARK-Berlin

Judge: Regina Hodits - Partner, Wellington Partners

Judge: Joris De Maeyer - Venture Coach, Bioqube Ventures

Judge: Pavithra Sundaresan - Senior Director, New Ventures and Transactions, Immunology, Johnson & Johnson Innovation

Break and Breathe

16:05 - 16:25

Main agenda

Level 3, Room M8

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Break and Breathe

17:05 - 17:25

Main agenda

Level 3, Room M8

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Exhibit Hall Hospitality Receptions

17:45 - 18:45

Main agenda

Exhibition: Level 2, Hall B

Berlin Partner for Business and Technology / HealthCapital – Booth #59

Biopartner UK – Booth # 82

CMC Biologics – Booth #107 + 108

Health~Holland – Booth #73

Life Science Nord – Booth #88

LISAvienna – Booth #62

Speed Matters! Race against your peers...

17:45 - 18:45

Main agenda

Join us at the Carrera® race track lounge and be the winner.

Sponsored by: [JSR Life Sciences](#)

Location: Exhibition – Hall B

Evening Networking Reception with Buffet-style Dinner

19:00 - 23:00

Main agenda

Venue:

STATION Berlin | Luckenwalder Str. 4–6 | 10963 Berlin

STATION Berlin, formerly known as Postbahnhof, was opened in 1875 as a train station for the handling of mail and parcels to and from Dresden, Prague and Vienna. The station, a crucial lifeline connecting West Berlin with West Germany during the Cold War, finally closed in 1997. Its massive gates, restored roof and countless other details bear witness to its historical significance and eventful past. To this day, STATION Berlin is a hub—a figurative hub for innovative ideas, ingenious products and incomparable events.

18:45–19:15 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 - 07/11/2017

BIO-Europe

November 6–8, 2017

CityCube Berlin
Berlin, Germany

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 - Glycobiotechnology in diagnostics and therapy 09:00 - EU funding for health research SMEs: The European Innovation Council and beyond 09:00 - 3P BIO FORUM IV EDITION - Process Validation: Integrating strategies to win the marketplace race 09:00 - Company Presentations
10:00	10:45 - The innovation drivers that work 10:45 - Health Technology Assessment in Europe 10:05 - Break and Breathe
11:00	11:05 - Break and Breathe
12:00	12:00 - A day in the life of experienced dealmakers 12:00 - Luncheon
13:00	13:00 - Nanomedicine Award Ceremony 13:30 - Disruption in Healthcare: What's coming next?
14:00	14:00 - Company Presentations
15:00	15:00 - Startup Slam: Berlin
16:00	16:45 - CMC Session 16:05 - Break and Breathe
17:00	17:05 - Break and Breathe 17:45 - Exhibit Hall Hospitality Receptions 17:45 - Speed Matters! Race against your peers...
18:00	
19:00	19:00 - Evening Networking Reception with Buffet-style Dinner

Registration open

07:45 - 17:00
Main agenda

Entrance Level, East Lobby

Continental Breakfast

07:45 - 10:30
Main agenda

Level 2, Hall B

Exhibition Open

07:45 - 17:00
Main agenda

Level 2, Hall B

One-to-one Meetings

08:00 - 17:00
Main agenda

Level 1, Hall A

The Big Data promise for emerging biopharma

09:00 - 10:00
Main agenda

Level 3, Room M1

Emerging biopharma companies face new opportunities to create value in an asset in their scientific programs and commercialization planning due to the growing amounts of available digital information. Translating this promise into tangible improvements—securing funding, planning and executing clinical trials and product launch, exploring deal options and strategic arrangements—and delivering on lower risk, increased efficiency, and high program value, remains a daunting challenge for most. This panel will discuss approaches that are already available to bring the big data promise to emerging biopharma companies seeking to advance the value of their asset from clinical development, to exit, or commercialization. Insights will be shared from the perspectives of investors, emerging biopharma managers, clinical study experts and practitioners skilled in the development and application of real world insight to life science companies. The panel will provide guidance on the areas of promise, the pitfalls to avoid, and the rewards that can be expected for emerging biopharma.

Participants

Moderator: Murray Aitken - Senior VP and Executive Director, IQVIA

Panelist: Kevin Cheng - Partner, MVM Partners LLP

Panelist: Robert Kotchie - VP, Real-World Insights, IQVIA

Panelist: Frank Wagner - CEO and CSO, Charité Research Organization

Advancing precision medicine via novel digital solutions

10:15 - 11:15
Main agenda

Level 3, Room M1

In the era of precision medicine massive amounts of structured and unstructured data are accumulated per patient and medical data are expected to double every 73 days by 2020. Big Data is becoming a major topic for the biopharma industry which is characterized by a low level of digitization compared to other sectors.

Adopting digital technologies is a prerequisite for gaining actionable insights from health and disease related data and to deliver on the promises of precision medicine. Global tech companies are investing heavily into novel ventures and initiatives and BigPharma is scaling up their digitalization efforts. Smaller players as start-ups and biotechs have limited resources and capabilities to implement novel digital solutions, however need to do so to advance and improve their R&D efforts. The PERMIDES EU Project aims to accelerate the digitalization of biopharma SMEs via connecting them to suitable bioinformatics and IT partners and funding joint innovation projects.

The session will discuss trends, challenges and opportunities associated with the digitalization of the biopharma value chain. Speakers with complementary backgrounds and expertise will share their insights and discuss with SMEs pitching their case studies and innovation projects facilitated via PERMIDES.

Participants

Moderator: Jutta Heix - International Advisor, Oslo Cancer Cluster

Panelist: Erwin Böttinger - Head, Digital Health Center, Professor for Digital Health, Hasso-Plattner-Institute GmbH and Universität Potsdam

Panelist: Klaus Stoeckemann - Managing Partner, Peppermint VenturePartners

Panelist: Richa Wilson - Associate Director, Digital and Personalized Health Care, Roche Partnering

PERMIDES Project Pitches

11:15 - 11:45

Main agenda

Level 3, Room M1

Five SMEs benefiting from PERMIDES Innovation Voucher funding will present short (5-minute) case studies describing the challenge that is addressed in the respective PERMIDES project and how the biopharma and IT partner jointly embarked on it. The pitches will illustrate how challenges along the biopharma value chain can be overcome via novel digital solutions.

- Avergén Pharmaceuticals GmbH & BioSolve IT - Automated Linker Selection for a Protein-Protein Interaction Inhibitor Drug Discovery Platform
- Cevéc Pharmaceuticals GmbH & GoSilico - VLP purification using modelling approaches
- INOVATION & Agilab - InOvo Test Controller
- Medisapiens - projects with different Biopharma partners
- VLM Health & TimeWell Spent AB - Patient App development - personal insights for people with autoimmune conditions

Participants

Presenter: Vedrana Höggqvist-Tabor - Founder and CEO, Boost Health

Presenter: Thiemo Huuk - Co-CEO and Co-Founder, GoSilico

Presenter: Arnaud Peyronnier - Director, Business Development, Inovotion

Presenter: Marco Roccato - Customer Project Manager, MediSapiens and Sprint Bioscience

Presenter: Marius Yildiz - CEO, Avergén

Digitization of chronic condition management

12:00 - 13:00

Main agenda

Level 3, Room M1

Life spans are increasing but so is the number of people living with conditions that require constant management outside of a hospital environment. From drug regimens to glucose monitoring, pain management to physical therapies, patients themselves are becoming more involved in their own treatment. Practitioners and companies are developing ways to facilitate not only greater patient control over their own condition, but also tools and systems to manage chronic conditions effectively as well. This panel will explore some of these developments and the experience of the companies and organizations engaged in this space.

Participants

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

Panelist: Lukasz Koltowski - CEO, HealthUp (MySpiroo)

Panelist: Tomas Landh - Innovation Sourcing VP, Senior Principal Scientist, Novo Nordisk

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

Company Presentations

09:00 - 12:00

Main agenda

Level 3, Rooms M2, M3, M6

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Break and Breathe

10:05 - 10:25

Main agenda

Level 3, Room M8

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

Taking a look at the softer side of negotiation

10:30 - 11:30

Main agenda

Level 3, Room M4

This short and concise session will examine the "softer side of negotiation" providing you with deeper insights into the human mind during negotiations, better assisting you in future deals. Most professionals focus on the process, tactics and the importance of uncovering important insights into the other party's needs. This brief presentation will provide examples showing that things are not always as they appear and the human mind does not always think rationally and logically.

The following areas will be discussed during the session

- Confirmation bias
- Overconfidence
- Competitor's neglect
- Risk and loss aversion
- Fairness and anchoring
- The importance of influence and persuasion skills

Participants

Speaker: Anjan Aralihalli - CBO, GLyPharma Therapeutic

Out-Licensing presentations: One is not enough

12:00 - 13:00

Main agenda

Level 3, Room M4

This session will provide a detailed description of what out-licensing presentations should look like. While many companies and universities create one standard "deck" for out-licensing, it is clear that one presentation is not enough for all meetings and conferences. This presentation will provide a framework for the multiple presentations you need, including presentation outlines and examples of key slides.

The following areas will be discussed during the session

- Why out-licensing is a challenge
- Why improved presentations can increase the probability of continuing the conversation
- Why one presentation is not sufficient
- How many presentations you need, and how to prepare them
- The extra document which is critical to securing meetings at conferences with potential partners

Participants

Carlos Velez - Founder and Managing Partner, Lacerta Bio

SESSIONS

DAY 3 - 08/11/2017

BIO-Europe

November 6–8, 2017

CityCube Berlin
Berlin, Germany

Break and Breathe

11:05 - 11:25

Main agenda

Level 3, Room M8

Luncheon

12:00 - 14:00

Main agenda

Level 2, Hall B; Hall 2 (access via Hall B)

Closing Reception: Thank you, Berlin - Welcome to Copenhagen!

16:30 - 17:30

Main agenda

Level 2, Hall B, Booth #69

Tour to Bayer AG Headquarters

17:30 - 20:00

Main agenda

The Pharmaceuticals Division of Bayer AG is headquartered in Berlin. We market our products in more than 100 countries, and generate sales of more than €15 billion. More than 40.000 members of staff currently work for Bayer's Pharmaceuticals Division worldwide—around 7,700 in research and development alone. We aim to improve people's quality of life with our products. To achieve this, we concentrate on the research and development of innovative drugs and novel therapeutic approaches—Berlin is one of our R&D sites.

You are cordially invited to take part on a tour on our campus in Berlin Wedding. You will visit our high-throughput screening facilities and our incubator the CoLaborator. The tour is facilitated by our R&D experts and accompanied by representatives of the business development and licensing team. Impressions and questions can be discussed afterwards over drinks and snacks.

The tour is free and offered in English.

Please note that the number of participants per tour is limited.

To register, please send an email to business.development@bayer.com

Meeting point:

Main entrance CityCube Berlin, 14055 Berlin, Germany

SCHEDULE

DAY 3 - 08/11/2017

BIO-Europe

November 6–8, 2017

CityCube Berlin
Berlin, Germany

TIME	MAIN AGENDA
07:00	07:45 - Registration open 07:45 - Continental Breakfast 07:45 - Exhibition Open
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11:00	11:15 - PERMIDES Project Pitches 11:05 - Break and Breathe
12:00	12:00 - Digitization of chronic condition management 12:00 - Out-Licensing presentations: One is not enough 12:00 - Luncheon
13:00	
14:00	
15:00	
16:00	16:30 - Closing Reception: Thank you, Berlin - Welcome to Copenhagen!
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