### **PROGRAMME**



The leading European partnering event for early-stage deals and investment rounds in the Life Sciences field





www.biofit-event.com

# BIOFIT AT A GLANCE

BioFIT is both the leading partnering event in Europe for technology transfer, academia-industry collaborations, earlystage innovation deals and the European marketplace for pre-seed, seed and Series A investment rounds in the Life Sciences field.



STEERING COMMITTEE

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Florence Dal Degan R&D INNOVATION SOURCING DIRECTOR, NOVO NORDISK



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COMMUNICATION OFFICER, AESSI - THE EDENCH ASSOCIATION OF OUTSOURCING AND INNOVATIVE COMPANIES

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### Advent France Biotechnology



# PARTNERING

## **48 hours to meet** your future project partners, obtain funding and accelerate innovation

LOG IN to the partnering platform and IDENTIFY today's innovative products, technologies, licensing opportunities as well as potential project partners.

REQUEST and PRE-SCHEDULE one-to-one meetings with the most qualified players in the Life Sciences field.

MEET your future partners and DEVELOP new collaboration and partnerships.



# PITCH SESSIONS

## The early-stage innovations you need

The BioFIT pitch sessions offer the opportunity to detect the most innovative and promising start-ups, R&D projects, licensing opportunities and services in order to foster partnerships and business development in the Life Sciences field.

### START-UP SLAMS

The Start-up Slams are a great opportunity for young companies (and particularly start-ups seeking to raise a seed or a Series A financing round) to showcase their project in front of potential partners and investors. Pitch fees: Free for all BioFIT registrants.





### COLLABORATIVE AND LICENSING OPPORTUNITY PRESENTATIONS

The Collaborative and Licensing Opportunity Presentations are a great opportunity for TTOs, universities, research institutes and companies to showcase their early-stage technologies in front of potential partners, in order to entail a collaborative project and/or a licensing deal. Pitch fees: Free for all BioFIT registrants.

### SERVICE PRESENTATIONS

The Service Presentations are a great opportunity for service providers and technology platforms with an innovative offer to showcase their offers in front of potential clients.

Pitch fees: From €200 to €350 additional fees to the registration fees if selected.



Partnering at BioFIT is powered by **finova** 

# WOULD-BE CEO

## Are you a bioentrepreneur seeking a project? Or do you have projects needing a CEO?

As talented CEOs are frequently sought-after by many actors of the biotech industry, this Would-be CEO session will bring together representatives of emerging start-ups, technology transfer offices, incubators and investing networks as well as CEOs and would-be CEOs to address this important issue.

Any bioentrepreneur looking for a project to get involved in is welcome to join BioFIT and particularly the Would-be CEO session. Any incubator or tech transfer entity looking for an entrepreneur to lead their start-up projects is also welcome to join.

### Bioentrepreneurs workshop:

• Panorama of European entrepreneurial training programmes

• How do I find the right contacts? What are the ways and networks to be found? How to get access to a seat at the right table? How do we find the risk takers? Hear from savvy entrepreneurs and investors to receive a real know-how.

### Networking cocktail:

This networking moment will be the occasion to establish collaborations between future entrepreneurs and projects in need of CEOs.



# HOSTED EVENT

# **R&D DATING FOR ANIMAL HEALTH AND INNOVATION**

DECEMBER 10<sup>TH</sup> & 11<sup>TH</sup>, 2019



BioFIT 2019 will host the 5<sup>th</sup> edition of the "R&D dating for Animal Health and Innovation" business convention, at the French association for the animal health-care industry (SIMV)'s initiative, on December 10<sup>th</sup> and 11<sup>th</sup>, 2019 in Marseille.

Today, public-private and private-private partnerships are thought to be the leverage that is needed for innovation. That is why the SIMV launched the "R&D dating for Animal Health and Innovation", which strives to initiate high-level exchanges between research departments of the veterinary medicine and diagnostics industry and public research, as well as with biotechnology companies (start-ups).

By enabling face-to-face encounters, the event will enhance the visibility of cutting-edge research in France and in Europe, encourage investments and lead to therapeutic innovation.

#### Animal health-related roundtable discussions during BioFIT:

- How is AI based on wearables and sensors a major driver for the future of Animal Health and veterinary sciences?
- Animal health R&D: How are the sector's stakeholders changing their core models towards providing complete animal healthcare solutions?

Organised by:



∰ simv.org Contact: secretariat@simv.org

# hosted event

# HOSTED EVENT

lmode Interreg

IMODE is organising its fourth annual convention during BioFIT with a morning of conferences and, if interested, participation in the BioFIT one-to-one meetings

"Hot melt extruded polysaccharide blends for controlled drug deliverv"

"Investigation of complex molecular dynamics in multi-component systems"

"3D printing of personalised pharmaceutical solid dosage form: promises

"Engineering of pharmaceutical cocrystals and salts: State of the art indus-

IMODE is a collaborative research project for multicomponent pharmaceutical pro-

ducts (co-amorphous and co-crystals) and medical devices that are loaded with bioac-

2 Seas Mers Zeeën

EUROPEAN PROJECT IMODE

Dr. Youness Karrout, University of Lille, France

Natalia T. Correia, University of Lille, France

Dr Sheng Qi, University of East Anglia, UK.

Dr Dennis Douroumis, University of Greenwich, UK

Dr Duncan Craig, University College London, UK

**DECEMBER 10<sup>TH</sup>, 2019** 

during the afternoon.

PRELIMINARY PROGRAM:

and challenges"

trial approaches"

## **PIXR – PATIENT INNOVATION XPERIENCE BY ROCHE**

**DECEMBER 11<sup>TH</sup>, 2019** 



Roche is organising PIXR - Patient Innovation Xperience during BioFIT 2019. The day will be dedicated to conferences, round-tables and pitches around Health Innovation.

4 themes will be discussed:

- Access and Financing Innovation
- Data
- E-Health
- Social Innovation

Closing of the day by:

- Mr André Comte-Sponville, Writer, Professor, Philosopher, author of the ٠ famous "Petit traité de grandes vertus".
- Mr Jean-Francois Brochard, President, Roche France.

#### Organised by:





#### tive molecules. Started in 2016, the IMODE project is funded by the European Interreg 2 Seas programme and co-financed by the European Regional Development Fund (ERDF).

•

The project's overall objective is to bring together the specific transdisciplinary skills and experiences of partners (academic research groups, development agencies, SMEs) in order to provide the 2 Seas Area with strategic advantages for innovative pharmaceutical and medical applications. The IMODE project is motivated by an unmet need to develop solutions to addressing societal challenges to improve healthcare and provide novel and effective medication for various cardiovascular or gastro-intestinal conditions that lack or have inadequate treatment, all while keeping medical costs low,



## DAY ONE TUESDAY, DECEMBER 10<sup>TH</sup>

	Conferences and roundtable discussions		Pitch sessions	Partnering	
7.30 am 9.00 am	NAME BADG				
9.00 am 10.30 am	Working with corporate venture funds?	What are the outcomes of long-lasting commitment between universities and pharmaceutical companies?	Collaborative and Licensing Opportunity Presentations	CSD One-to-one meetings	
10.30 am 11.00 am					
11.00 am 12.30 pm	What is pharma look	PLENARY SESSION ting for nowadays, beyond		areas?	
12.30 pm 2:00 pm		🌿 LUNCH			
2.00 pm 3.30 pm	What are the milestones to be reached for an academic asset?	Managing pre-competitive collaboration in Life Sciences	0		
3.15 pm 4.15 pm	How can big data fuel collaborations between industry and academic institutions?	Which funding models to accelerate anti-parasitic and anti-infectious innovation?	Start-up Slams	CD One-to-one	
4.15 pm 4.45 pm	N	meetings			
4.45 pm 6.15 pm	Challenging conventional wisdom: Is early-stage capital as satisfyingly available in Europe as we like to believe?	How is Al based on wearables and sensors a major driver for the future of Animal Health and veterinary sciences?	Service Presentations		
6.30 pm					

## DAY TWO WEDNESDAY, DECEMBER 11<sup>th</sup>

	Conferences and roundtable discussions		Pitch Sessions	Partnering
7.30 am 9.00 am	W			
9.00 am 10.00 am	How to prepare to due diligence from a pharma player?	What are the recent successful industry-academia collaborations in Artificial Intelligence?	Start-up Slams	
10.00 am 10.30 am	De NE	TWORKING BREAK		
10.30 am 11.30 am	How to shape the corporate gover very first steps to mal		Collaborative and Licensing	
11.45 am 12.45 pm	Which new forms of academia- industry partnerships to better mature assets?	Would-be CEO Workshop	Opportunity Presentations	CZD
12.45 pm 2.00 pm	🛠 LUNCH			One-to-one meetings
2.00 pm 3.30 pm	What's hot, what's not? What's on the investors' wishlist for 2020?	Which promises to be delivered by high potential vaccines?	Start-up Slams	incenings
3.30 pm 4.00 pm	NE	TWORKING BREAK		
4.00 pm 5.30 pm	What to ensure before the creatior	n of a viable spinout opportunity?	P Award Ceremony	
Bes	ACK 1 t practices in TRACK 2 Nurturing	From pre-seed to		NIMAL EALTH
academia-industryand licensingSeries A: AccessingR&D collaborationsearly-stage assetsearly-stage investment				

# CONFERENCE PROGRAMME

TRACK

## Best practices in academiaindustry R&D collaborations



### Best practices in academia-industry R&D collaborations





From pre-seed to Series A: Accessing early-stage investment

### **PLENARY SESSION**

## WHAT IS PHARMA LOOKING FOR NOWADAYS, BEYOND KEY THERAPEUTIC AREAS?

A lot of pharma companies declare that they no longer want to be purely developers of drugs, and thus they progressively transition to become healthcare solution providers, trying to seek broader solutions to answer the patient needs, and changing the way they look at assets: What does it mean for the industry in terms of orientation of their scouting efforts, particularly for early-stage assets?

This session aims to understand pharma's viewpoint, the consequences for the orientation of deals, the way it is going to influence the relationships with academia and biotech start-ups. How does this strategic intention modify the type and the nature of deals that pharma have with start-ups & academic institutions? How is it affecting early-stage licensing deals?

### WHAT ARE THE OUTCOMES OF LONG-LASTING COMMITMENT BETWEEN UNIVERSITIES AND PHARMACEUTICAL COMPANIES?

To which needs do these numerous collaboration schemes answer? What are the specificities of these agreements in terms of management models and R&D means mutualisation. Are short-term reports and industry constraints coherent with multi-years academic agreements?

## HOW CAN BIG DATA FUEL COLLABORATIONS BETWEEN INDUSTRY AND ACADEMIC INSTITUTIONS?

How can consolidating and mutualising data between industrial and academic players unlock the full potential of these partnerships? How can we make these data available to pharma and how can we make use of big data to fuel the pharma pipeline? Which collaboration models have emerged around big data? How is the central status of big data already entailing academia-industry collaborations?

## WHAT ARE THE RECENT SUCCESSFUL INDUSTRY-ACADEMIA COLLABORATIONS IN ARTIFICIAL INTELLIGENCE?

What are the good examples of partnerships in this field? How have they proved to be fertile in innovation for the benefit of both parties?

## MANAGING PRE-COMPETITIVE COLLABORATION IN LIFE SCIENCES: TESTIMONIALS ON OUTCOMES & LIMITS OF EUROPEAN CONSORTIA.

Which research topics are considered good candidates for competitive consortia at the time of precision medicine? Are the current collaborative models (IMI, H2020...) adapted to the research needs? How to balance each party's interests and define the domain of precompetitive research. How can IP problematics be managed??



## Nurturing and licensing early-stage assets



## From pre-seed to Series A: Accessing early-stage investment

#### WHAT ARE THE MILESTONES TO BE REACHED FOR AN ACADEMIC ASSET?

How to valuate an early-stage though promising asset? To what extent do experimented actors help the bio-entrepreneur to aim for a realistic maturation and validation roadmap? How do they help the managing team to understand value inflection points? How do the industry players (pharma, biotech, VC) handle this issue of granting of value to those assets? How could industrial players help academic institutions and TTOs avoid making mistakes at the very early development stages?

#### HOW TO PREPARE TO DUE DILIGENCE FROM A PHARMA PLAYER?

What are the key questions an academic project should address to ensure a valuable licensing deal in the view of pharmaceutical industries? How can a biotech company prepare for a due diligence by big pharma? Which areas are usually underestimated when preparing for a due diligence? What is an efficient due diligence plan? How to prepare an attractive asset to pharma and investors? What are the fundamentals of Due diligence? What are the legal aspects to get prepared to?

## WHICH NEW FORMS OF ACADEMIA-INDUSTRY PARTNERSHIPS TO BETTER MATURE ASSETS?

Numerous tools have been created in the last years, how do these early-stage financing vehicles work? On which bases do they ground funds allocation? What are the expectations of the limited partners? Who are the players involved in such investment tools, and what do they await from their involvement in such early-stage funding and investment tools?

## WHAT TO ENSURE BEFORE THE CREATION OF A VIABLE SPINOUT OPPORTUNITY?

What does viable mean for TTOs, and do we have the same definition everywhere? On which grounds are TTOs advising to create a spin-off rather than out-licensing the IP or a contract-based R&D collaboration? Which are the benefits, limits, constraints and indication of the spin-out model? What are the key factors to create a well-conceived spin-off company, how to exploit and maximise the value creation?

#### WORKING WITH CORPORATE VENTURE FUNDS?

What are the benefits or constraints to go to a corporate venture tool? Is it better to go with a pharma player that wants to be a limited partner in existing funds rather than corporate ventures? As both have fundamentally different missions, what are the validating and limitation effects of working with a corporate VC? How to balance these two effects?

#### WHICH FUNDING MODELS TO ACCELERATE ANTI-PARASITIC AND ANTI-INFECTIOUS INNOVATION?

Which funding to support new vaccines, drugs and treatment strategies in Africa? What is the role of philanthropic funding? How can foundations and governments form alliances to fund better R&D?

## CHALLENGING CONVENTIONAL WISDOM: IS EARLY-STAGE CAPITAL AS SATISFYINGLY AVAILABLE IN EUROPE AS WE LIKE TO BELIEVE?

How is it crucial to question the accepted common idea that Europe only lacks bigger funds for bigger roundtables and for more mature companies? Compared to European later-stage investment markets which are positively underfunded, it seems at first glance that the early-stage capital market is healthy and well-fuelled, but is it genuinely the case? Is the European earlystage capital market as rich in players and capital as it is said to be?

## WHAT'S HOT, WHAT'S NOT? WHAT'S ON THE INVESTORS' WISHLIST FOR 2020?

How do the deals and lessons-learned from 2019 investment let us peak at what can be expected for 2020? What are the tips for success for next year? Which therapeutic area will gain or reinforce interest from the VCs? How can you make sure that your business will be on VC's radar?

#### HOW TO SHAPE THE CORPORATE GOVERNANCE OF BIOTECH START-UPS AT THEIR VERY FIRST STEPS TO MAKE THEM SUCCESSFUL?

Beyond that the sole CEO appointment, how to cope with a pre-established governance from an academic spin-off? How can clashes of culture between researchers and industrials be beneficial and craft a balanced managing team? How are VCs expressing their demands and expectations and how are they filled up? To what extent is leaning on international strategic and scientific committees as soon as they are born a recipe of success?

# ORGANISERS

# ORGANISERS



Eurasanté is an incubator, a technology transfer tool and a cluster manager in the biotech, medtech, nutrition and healthcare fields in Northern France. It assists French and foreign companies, entrepreneurs, scientists and clinicians with their innovations and development projects.

The regional network includes over 1,000 companies working in Life Sciences and Healthcare. The Health field in the Hauts-de-France region has a total of 30,800 employees. Eurasanté also promotes the Eurasanté Bio-business Park which hosts 7 hospitals, 4 universities, 7 specialised schools, 170 companies and 50 laboratories. Eurasanté also organises four international partnering events intended to increase and improve interaction between academia and industry: BioFIT, NutrEvent, MedFIT, AgeingFit.



Competitiveness cluster since 2005, BioValley France aims to federate, develop and promote the healthcare sector in the Grand Est region through innovation. The cluster is based on a dynamic network of companies, a leading academic and clinical research, as well as an integrated network of key stakeholders in innovation. BioValley France supports its members in their R&D Innovation approach and gives them access to high value-added expertise, in a market approach. The Cluster contributes to the networking of the various actors and the creation of regional, national and international partnerships. Finally, BioValley France actively participates in the territory's structuring projects, such as Nextmed, which aims to create a Medical Technologies campus in Strasbourg that hosts an entire ecosystem of excellence dedicated to the development of tomorrow's health technologies.

www.eurasante.com @Eurasante

www.biovalley-france.com @BioValleyFrance



The Nutrition Health Longevity (NHL) Clubster is a dynamic network at the intersection of health, biotechnology and nutrition. The NHL Cluster aims to connect academia and industry partners around R&D projects. It focuses on the prevention and treatment of lifestyle-related diseases, such as metabolic and cardiovascular pathologies, neurodegenerative diseases and inflammatory bowel diseases. Its goal is to bring together and support stakeholders from the health and food sectors in designing, developing and financing their future products and processes.

www.nhl-cluster.com @PoleNSL



Founded in 2009 by regional stakeholders, EUROBIOMED is a Life Science cluster based in Southern France. Over 285 innovative biotech and medtech companies, as well as leading research institutes, hospitals and universities are members. We lead regional initiatives and help our member businesses and research institutes to innovate, finance, develop and achieve their scientific and business objectives to ultimately improve the treatment and the lives of patients.

Eurobiomed tops European rankings in all stages of innovation: education, basic, translational and clinical research, technological innovation centres, start-ups and industrial success stories. Among Eurobiomed's main assets are the number of people involved, the quality of the network and the mutual trust of its members, which reinforces interactions and facilitates cooperation.

www.eurobiomed.com @PoleEurobiomed

# JOIN BIOFIT 2019

# SPONSORS & PARTNERS

### **REGISTRATION FEES** (excl. VAT)

<b>REGISTRATION FEES</b> Fees per person   (excl. VAT)	SUPER EARLY BIRD Before March 29 <sup>th</sup> , 2019 included	EARLY BIRD From March 30 <sup>th</sup> to June 28 <sup>th</sup> , 2019 included	REGULAR FEE From June 29 <sup>th</sup> to November 4 <sup>th</sup> , 2019 included	LATE REGISTRATION From November 5 <sup>th</sup> , 2019
Mature company (> 5 years old)	€ 1,032	€ 1,199	€ 1,349	€ 1,484
Investor (pre-seed, seed or Series A)	€ 1,032	€ 1,199	€ 1,349	€ 1,484
Cluster   Association	€ 879	€ 1,022	€ 1,149	€ 1,264
TTO   Research institution	€ 688	€ 799	€ 899	€999
Emerging company (≤ 5 years old) or SME (≤ 5 employees)	€ 420	€ 488	€ 549	€ 604
Academic scientist	€ 344	€ 399	€ 449	€ 494

EXHIBITION FEES (excl. VAT)	SUPER EARLY BIRD Before March 29 <sup>th</sup> , 2019 included	EARLY BIRD From March 30 <sup>th</sup> to June 28 <sup>th</sup> , 2019 included	<b>REGULAR FEE</b> From June 29 <sup>th</sup> to November 4 <sup>th</sup> , 2019 included
6 m² equipped stand + 1 full pass	€ 2,200	€ 2,400	€ 2,600
9 m² equipped stand + 1 full pass	€ 3,300	€ 3,500	€ 3,700
12 m² equipped stand + 1 full pass	€ 4,400	€ 4,600	€ 4,800
18 m <sup>2</sup> equipped stand + 2 full passes	€ 6,600	€ 6,800	€ 7,000

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The Aix-Marseille-Provence Metropolis and the Sud Provence-Alpes-Côte d'Azur Region are a dynamic hotbed for biotech and pharma innovations, providing unrivalled assets and cutting edge resources. This is due in particular to its leading research and training centres, its incubators which boost R&D projects, Eurobiomed, the cluster which supports innovations' development all along their development and its dedicated network including clusters, industries, SMEs and start-ups.

**Event Venue** 

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#### Institutional Partners:





