

SAVE THE DATE



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

**December
12th & 13th, 2023**

MARSEILLE

**December
15th, 2023**

ONLINE MEETINGS

12TH EDITION

www.biofit-event.com

in BioFIT Event

BIOFIT AT A GLANCE

BioFIT is the leading partnering event in Europe for **technology transfer, academia-industry collaborations, early-stage innovation deals and pre-seed, seed and Series A investment rounds** in the field of Life Sciences.

 **1,000+**
delegates

 **35+**
countries
represented

Who will you meet?



25% TTOs, Research institutions, Incubators, Academics



20% Pharma & Diagnostic companies



20% Biotech companies



15% R&D services - Preclinical CROs and CDMOs



10% Investors (pre-seed, seed and Series A)



5% Consulting companies, law firms



5% Associations, clusters, media

Inside the event



ONE-ON-ONE MEETINGS



EXHIBITION



CONFERENCES



PITCH SESSIONS



PROJECT - CEO MATCHMAKING

STEERING COMMITTEE

PHARMA, BIOTECH



Alain Martelli
Emerging Science Lead, France
Pfizer 🇫🇷



Guy Hélin
Co-founder & CEO
Syngulon 🇫🇷



Niharika Sharma
Principal, Corporate Development
Roivant Sciences 🇮🇳



Damien Chopy
Senior Director, Business Development
Roche Pharma Partnering 🇫🇷



Sebastian Karrer
Head of Business Development and
Licensing Region Europe & EMEA
Bayer 🇩🇪



Philippe Verwaerde
CEO & Chief Scientific Officer
Alzprotect 🇫🇷



Eva Dahlén
Director, Search & Evaluation
Novo Nordisk 🇸🇪



Stephan Lensky
Chief Operating and Chief Business Officer
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Joachim Vogt
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ACADEMIA, TTOs



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BIOTECH Sector Manager – Industrial
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Garold Breit
CEO
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François-Xavier Denimal
Head of Health Business Unit
SATT Nord 🇫🇷



Jürgen Bauer
Deputy Managing Director
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Jean-Luc Chagnaud
Head of Business Development in
Health Innovations
Aquitaine Science Transfert 🇫🇷



Esther Lange
Industry Liaison Manager
Ascenion 🇺🇸

INVESTORS



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Co-Founding Partner
Forty51 Ventures 🇪🇸



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Daniel Parera
Senior Advisor
Kurma Partners
& Co-Founder, CEO & CMO
IcanoMAB 🇺🇸

ASSOCIATIONS, CLUSTERS



Caroline Dreyer
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BioValley France 🇫🇷



Jean-Louis Hunault
President
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animal health industry 🇫🇷



Corinne Szilagy
Senior Partner
Biotech Développement Conseils
& Member of the Business Development
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Yohan Grosjean
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AFSSI - The French association of
outsourcing and innovative companies 🇫🇷



Émilie Royère
General Manager
Eurobiomed 🇫🇷



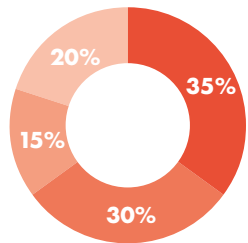
Etienne Vervaecke
General Manager
Eurasanté & Clubster NHL 🇫🇷 3

ONE-ON-ONE MEETINGS



TO MEET YOUR FUTURE PROJECT PARTNERS, OBTAIN FUNDING AND ACCELERATE INNOVATION

OUT OF 1,000+ BIOFIT ATTENDEES, 1,015+ deals HAVE BEEN GENERATED



Breakdown of deals by nature:

- ◆ 35% of collaborative research projects
- ◆ 30% of licensing deals
- ◆ 15% of equity investment deals
- ◆ 20% of services deals

Estimate based on the delegates' outcomes from the 2 previous editions

BioFIT partnering platform allows to pre-organise 30-minute one-on-one meetings and optimise the time spent at the event.



BioFIT's partnering platform is powered by:

FACE-TO-FACE MEETINGS ON DECEMBER 12TH & 13TH
ONLINE MEETINGS ON DECEMBER 15TH

PROJECT - CEO MATCHMAKING

You are a bioentrepreneur seeking new challenges or you are looking for a passionate CEO to lead your project?

If so, the Project - CEO matchmaking is made for you!

As talented CEOs are frequently sought-after by many players in the biotech industry, the Project - CEO matchmaking activity aims to connect representatives of emerging start-ups, technology transfer offices, incubators, and investing networks with CEOs and aspiring CEOs.

Find the perfect match:

- Any incubator, technology transfer entity or scientific founder looking for an entrepreneur to lead their innovative projects is welcome to participate in the matchmaking activity to meet with qualified candidates!

You will be visible on the partnering platform, to be contacted by potential CEOs.

- If you are a bioentrepreneur looking for a new project to undertake: Projects looking for a CEO will be visible on the platform and easily identifiable.

Get inspired:

Having the right team is essential for the development of a biotech project. The Project - CEO matchmaking activity also offers a conference session to get inspired and explore the best ways to find the right talents for a successful project:

Biotech start-up governance:
What makes a good foundation for a company to deliver and grow?

One of the most important indicators of a startup's later success is the quality of the founding team and its CEO. What does it mean to be a founder? When the time comes of building a team around the founder(s), how to identify the right people and is the founder always the best option to run the company? What is the ideal composition for the board, the scientific committee, and the executive committee? What are the most prevalent governance problems start-ups face while scaling and how to address them? How to keep the initial team motivated and invested when the company is growing? How to bring the right investors on board?

PROGRAMME AT A GLANCE

12
DECEMBER

	Conference Sessions	Pitch sessions	Partnering
8.30 am 9.00 am	Welcome coffee		
9.00 am 10.30 am	Adding value to early-stage assets through partnering: What are the working models and how to valorise the partnerships?		One-on-one meetings
10.30 am 11.00 am	Networking break		
11.00 am 12.30 pm	PLENARY SESSION Biopharma industry has been facing uncertainties in 2023: What is the impact for early-stage partnering strategies?		
12.30 pm 2.00 pm	Lunch		
2.00 pm 3.00 pm	Exploring the pharma-VC relationship: How do they build complementary investment strategies?	Biotech start-up governance: What makes a good foundation for a company to deliver and grow?	Pitch Sessions
3.15 pm 4.30 pm	How are tech transfer offices selecting the projects to back?	Sourcing innovations from a more mature human health market to build assets and start-ups in animal health	Pitch Sessions
4.30 pm 5.00 pm	Networking break		One-on-one meetings
5.00 pm 6.15 pm	Exploring collaborative practices between biotech start-ups and academia	Pitch Sessions	
From 6.15 pm	BioParty		

13
DECEMBER

	Conference Sessions	Pitch sessions	Partnering	
8.30 am 9.00 am	Welcome coffee			
9.00 am 10.00 am	What's new in non-dilutive funding across Europe and how to prepare for it?		One-on-one meetings	
10.00 am 10.30 am	Networking break			
10.30 am 11.30 am	What are pharma companies' expectations for pre-competitive research?	Pitch Sessions		
11.45 am 12.30 pm	From Seed to Series A: What will spark investors' interest in 2024?	Pitch Sessions		
12.30 pm 2.00 pm	Lunch	Investor lunch		
2.00 pm 3.15 pm	From lab to start-up: Let's hear about successful spin-out journeys	Pitch Sessions		
3.15 pm 3.30 pm	Networking break			
3.30 pm 4.30 pm	Best practices in managing early-stage academia-industry collaborations			
4.30 pm	Award Ceremony			

- ◆ **TRACK 1** BEST PRACTICES IN R&D COLLABORATIONS
- ◆ **TRACK 2** NURTURING AND LICENSING EARLY-STAGE ASSETS
- ◆ **TRACK 3** FROM PRE-SEED TO SERIES A: ACCESSING EARLY-STAGE INVESTMENT

- ◆ **TRACK 4** ANIMAL HEALTH HIGHLIGHTS
- ◆ **PROJECT - CEO MATCHMAKING**

15
DECEMBER

Online meetings

CONFERENCES

 **60+**
high-level speakers

Steered by its prestigious committee, the BioFIT conference programme is shaped to correspond to the interests of every player in the sector and to meet the expectations of its stakeholders, whose sharp minds operate in the fast-paced Life Sciences sector. The 2023 programme is rooted in four custom-made tracks, addressing the right funding sources for **early-stage innovation**, best practices in **academia-industry R&D collaborations**, winning ways to **nurture early-stage assets** and **animal health highlights**.

TRACK 1:

Best practices in R&D collaborations

TRACK 2:

Nurturing and licensing early-stage assets

TRACK 3:

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

TRACK 4:

Animal Health Highlights

PLENARY SESSION

**Biopharma industry has been facing uncertainties in 2023:
What is the impact for early-stage partnering strategies?**

In a global landscape marked by geopolitical complexities including inflation, conflicts, energy price fluctuations, and financial strains, investment opportunities and innovation dynamics have been challenged. As the industry navigates through a changing landscape, this session will explore how these uncertainties are shaping early-stage investment trends and consequently, strategies to forge successful partnerships.

What are the main current issues and opportunities in terms of financing and partnering in the EU biotech ecosystem compared to the US? Has the availability of capital really been affected at the seed and series A stages? Are there any emerging trends or innovative approaches in early-stage collaborations that have emerged as a response? What are the impacts on the negotiation and terms of early-stage partnerships? How are biotech start-ups and pharma companies making the most of the current reality? What is the outlook for life sciences dealmaking in 2024?

R&D DATING FOR ANIMAL HEALTH & INNOVATION



BioFIT 2023 hosts the 9th edition of the “R&D dating for Animal Health and Innovation” business convention, at the initiative of the French association for the animal healthcare industry (SIMV).

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 highlevel 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 enhances the visibility of cutting-edge research in France and in Europe, encourage investments and lead to therapeutic innovation.

Organised by:  **SIMV**
SYNDICAT DE L'INDUSTRIE DU
MÉDICAMENT ET DIAGNOSTIC VÉTÉRAIRES



PITCH SESSIONS

Start-up Slams

Sponsored by: **MERCK**

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

Collaborative and licensing opportunity presentations

The Collaborative and Licensing Opportunity Presentations enable **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.

Animal Health Presentations

Co-organised by:  **SIMV**
UNIVERSITY OF VETERINARY MEDICINE OF DIAGNOSTIC VETERINARIES | within  **SIMV**
FOR ANIMAL HEALTH AND INNOVATION

The Animal Health Presentations allow **young companies, TTOs, universities, research institutes** and **companies** to showcase their innovative project in front of potential partners and investors in the Animal Health sector.

Selected candidates will receive valuable coaching and feedback from BioFIT's Steering Committee members in a warm-up session **warm-up session**, to enhance their pitch preparation for D-day.



APPLY
BEFORE SEPTEMBER 28TH, 2023

◆
BE SELECTED
BY A JURY OF EXPERTS

◆
PITCH
DURING BIOFIT

THEY TRUST US

PHARMA

AbbVie | Adare Pharma Solutions | AiCuris | AstraZeneca | Boehringer Ingelheim | Chiesi Farmaceutici | Corden Pharma | Delpharm | EA Pharma | Eli Lilly | GlaxoSmithKline | Kyowa Kirin | Merck | Minakem | MSD | Novo Nordisk | Ono Pharma | Pfizer | Roche | Sanofi | Servier...

VETERINARY

Altar | Avogadro | Boehringer Ingelheim Animal Health | Ceva | Charles River | Diagnostic for Animals | MSD Animal Health | Provaxs | SIMV | Stonehaven Incubate AG animal health | Vetoquinol | Virbac | Zoetis...

BIOTECH & DIAG

Alzprotect | ACROBiosystems | Allero Therapeutics | AM Pharma | Bachem | Biocytogen | BioNTech | Celixir | Evotec | EUCODIS Bioscience | Fujifilm Diosynth Biotechnologies | Genfit | Innovative Diagnostics | Roivant Sciences | Syngulon...

TTOs & ACADEMIA

Ascenion | BioAster | BioInnovation Institute | Cancer Research UK | EMBLEM Technology Transfer | Fraunhofer Institute for Cell Therapy and Immunology | IFOM | Imperial College London | INRAE Transfert | IOCB Tech | JUNIA | SATT Network | UCL Innovation and Enterprise | University of Birmingham | University of Oxford...

INVESTORS (PRE-SEED, SEED, SERIES A)

+ND Capital | AdBio Partners | BioGeneration Ventures | Cambridge Innovation Capital | Capital Grand Est | EQT Life Sciences | eureKARE | European Investment Fund | Forbion | Fund+ | Health Innovation Capital | High-Tech Gründerfonds | INKEF Capital | Jeito | Novo Holdings A/S | Novo Seeds | Sofinnova Partners | SV Health investors | Syncona | Theodorus Investment Funds | TVM Capital Life Science | V-Bio Ventures...

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Gold sponsor



Silver sponsors



Bronze sponsors



Contributing sponsors



Organisers:



Institutional partners:



OUR PARTNERS

Supporters



Media partners



JOIN BIOFIT 2023

Registration fees Fees per person (excl. VAT)

	SUPER EARLY BIRD <small>Before April 13th, 2023 included</small>	EARLY BIRD <small>From April 14th to July 20th, 2023 included</small>	REGULAR FEE <small>From July 21st to October 9th, 2023 included</small>	LATE REGISTRATION <small>From October 10th, 2023</small>
Mature company (> 5 years old)	€ 1,099	€ 1,249	€ 1,399	€ 1,534
Cluster Association	€ 939	€ 1,069	€ 1,199	€ 1,314
TTO Research institution University	€ 729	€ 839	€ 939	€ 1,049
Emerging company (≤ 5 years old)	€ 459	€ 519	€ 579	€ 634
SME (≤ 5 employees)				
Academic Research fellow/Associate	€ 359	€ 419	€ 459	€ 504
Investor (pre-seed, seed or Series A)				
Contact: Vincent Tavernier vtavernier@eurasante.com +33 (0)3 28 55 90 69				

Exhibition fees (excl. VAT)

	SUPER EARLY BIRD <small>Before April 13th, 2023 included</small>	EARLY BIRD <small>From April 14th to July 20th, 2023 included</small>	REGULAR FEE <small>From July 21st to October 9th, 2023 included</small>
Start-up corner 4m² <small>(inc. 1 full pass ≤ 5 years old)</small>	€ 1,500	€ 1,650	€ 1,800
6 m² equipped booth + 1 full pass	€ 2,300	€ 2,500	€ 2,700
9 m² equipped booth + 1 full pass	€ 3,500	€ 3,700	€ 3,900
12 m² equipped booth + 1 full pass	€ 4,600	€ 4,800	€ 5,000
18 m² equipped booth + 2 full pass	€ 6,800	€ 7,000	€ 7,200

The **FULL PASS** gives access to all BioFIT activities including the partnering platform to pre-organise one-on-one meetings.

Sponsorship opportunities (excl. VAT)

**PLATINUM
SPONSOR**
€20,000

**GOLD
SPONSOR**
€15,500

**SILVER
SPONSOR**
€11,000

**BRONZE
SPONSOR**
€6,500

Possibility to customise an offer according to your needs with various visibility options, before, during and after the event.



CONTACT

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EVENT VENUE

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