



Wednesday 18th September 2019

14.30 - 15.00 Registration

Pre-Arranged One-to-One Meetings
or
Optional Training Workshops (additional cost)
Workshop A - Financial Evaluation of Licensing Deals
15.00 - 18.00 **Klaus Maleck**, CEO, Tetec
or
Workshop B - Good Partnering Practices
Philippe Beaupere, Managing Director, Vygoris
&
Anthony Hörning, Strategic Transactions Advisory

18.00 - 19.30 Welcome Networking Reception

Thursday 19th September

08.00 - 09.30 Pre-Arranged One-to-One Meetings

SESSION A

09.30 - 10.00 **Contemporary Trends in Pharma Business Development**

10.00 - 11.00 **From Hype to Reality: Examples of AI Applications in Healthcare**
Carlos Martinez, Global Director, Big Data & AI Business, LUCA (Telefónica Data Unit)
&

11.00 - 11.30 **Break**

SESSION B Evolution of Organisational Structures of Business Development Teams

11.30 - 13.00 **Panel Discussion - Chair:**

1. **Marco Cerato**, Senior Vice President Business Development, Mundipharma
2. **Eric Falcand**, Vice President, Business Development & Licensing, Servier
3. **Matthieu Lebrun**, Head of Out-Licensing, Sanofi
4. **Joris Pezzini**, Partner, Alira Health

13.00 - 14.00 **Lunch**

SESSION C

- 14.00 - 14.30 **Success Stories: Evidence Based Naturals**
Marcello Pizzullo, Head of Business Development & Licensing, Aboca
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- 14.30 - 15.00 **Success Stories:**
Sebastian Braun, Cheplapharm
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- 15.00 - 16.00 **From Flower to Pharma Power: Is Cannabis Becoming a Global Legitimate Healthcare Solution**
Panel Discussion - Chair: H  l  ne Moore
1. Fran  oise Maillard, Multiple Sclerosis French League
 2. George McBride, Hanway Associates
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 - 4.
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- 16.00 - 18.00 Pre-Arranged One-to-One meetings
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- 18.30 - 22.00 Networking Reception and Gala Dinner - Cruise on River Seine

Friday 20th September

- 08.00 - 09.00 Pre-Arranged One-to-One meetings

SESSION D AGING: a New Field of Investigation & Investment

- 09.00 - 09.30 **The Continuum of Aging & Age-Related Diseases**
Jean Mariani, Researcher, Sorbonne Universit   (France)
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- 09.30 - 10.00 **Aging & Age-Related Diseases; an Opportunity for Pharmaceutical Companies?**
Didier Landais, Global Head of Licensing, Servier
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- 10.00 - 10.15 **Discovery & Development of Disease-Modifying Drugs for Protein Misfolding Diseases**
Christopher Barden, Chief Executive Officer, Treventis Corporation
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- 10.15 - 10.30 **New Therapeutics for Disease of Aging**
Stanislas Veillet, Chief Executive Officer, Biophytis
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- 10.30 - 11.00 Break**
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- 11.00 - 11.15 **Oryzon: a Leader in the Development of Epigenetics-Based Therapeutics**
Carlos Buesa, Chief Executive Officer, Oryzon
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- 11.15 - 12.30 **The Pathology of Aging Challenges and Opportunities**
Panel Discussion - Chair: Alain Herrera, former Head of Sanofi Oncology, Alain Oncology Consulting
1. Christopher Barden, Treventis Corporation
 2. Carlos Buesa, Oryzon
 3. Didier Landais, Servier
 4. Jean Mariani, Sorbonne Universit  
 5. Stanislas Veillet, Biophytis
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- 12.30 - 14.00 Lunch and Close**