



## Wednesday 18th September 2019

14.30 - 15.00 Registration

15.00 - 18.00 Pre-Arranged One-to-One Meetings  
or  
Optional Training Workshops (additional cost)

15.00 - 18.00 **Workshop A - Financial Evaluation of Licensing Deals**  
**Klaus Maleck**, CEO, Tetec

or  
15.00 - 17.00 **Workshop B - Best Practices in Business Development: Creating Long Term Value**  
**Philippe Beaupere**, Managing Director, Vygoris  
&  
**Anthony Hörning**, Strategic Transactions Advisory

18.00 - 19.30 Welcome Networking Reception

## Thursday 19th September

08.00 - 09.25 Pre-Arranged One-to-One Meetings

09.25 - 09.30 Welcome and Introduction

### SESSION A

09.30 - 10.00 **The Changing Pharma Climate and Opportunities for Business Development**  
**Markus Gores**, Vice President Thought Leadership, IQVIA

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

#### Panel Discussion - Chair:

- 11.30 - 13.00
1. **Marco Cerato**, Senior Vice President, Business Development & Strategic Partnerships, Mundipharma
  2. **Didier Landais**, Global Head of Licensing BD&L, Servier
  3. **Matthieu Lebrun**, Head of Out-Licensing, Business Development & 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**, CEO and **Jens Rothstein**, CFO, 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: George McBride**, CEO, Hanway Associates & Co-founder, Cannabis Europa
1. Françoise Maillard, Multiple Sclerosis French League
  2. Hélène Moore, Aurora
  - 3.
  - 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 20<sup>th</sup> 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**, Director of the Longevity Institute, Sorbonne Université (France)
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- 09.30 - 10.00 **Aging & Age-Related Diseases; an Opportunity for Pharmaceutical Companies?**  
**Didier Landais**, Global Head of Licensing BD&L, 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 Université
  5. Stanislas Veillet, Biophytis
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- 12.30 - 14.00 Lunch and Close**