



## Wednesday 18th September 2019

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14.30 - 15.00 Registration

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15.00 - 18.00 Pre-Arranged One-to-One Meetings  
or  
Optional Training Workshops (additional cost)  
**Workshop A - Financial Evaluation of Licensing Deals**  
Klaus Maleck, CEO, Tetec  
or  
**Workshop B - Good Partnering Practices**  
Swiss HLG

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18.00 - 19.30 Welcome Networking Reception

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## Thursday 19th September

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

### SESSION A

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

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10.00 - 11.00 **AI - Debunk the Myths; How Can AI Impact Dealmaking in Life Sciences?**  
Carlos Martinez, Global Director, Big Data Go-To, LUCA (Telefónica Data Unit)  
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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

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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 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**, 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**