



**biotrinity**

Business Growth BioPartnering



BioPartnering  
Conference and Showcase

## BioTrinity 2008 Oxford

15 - 16 April 2008

The Quadrangle at Kassam Stadium



[www.biotrinity.com](http://www.biotrinity.com)



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## BioTrinity 2008 - Oxford

BioTrinity 2008 Oxford is the largest biopartnering meeting in the South-East of England and the annual showcase event for the Oxford and regional bioscience super-cluster.

Building value in a bioscience company isn't easy. Raising your company's profile and establishing high-quality partners in finance, licensing and business development takes time and effort. But now there's a proven fast-track approach: BioTrinity 2008 Oxford, the largest biotech and healthcare partnering meeting in the South-East of England. As the annual showcase event for the regional bioscience super-cluster, BioTrinity 2008 Oxford brings together decision-makers from biotech and pharma together with expert professional advisers and VC finance representatives. And with its proven "gold-standard" online industry partnering service, delegates can pre-book up to 36 one-to-one meetings over two days in private rooms.

There's no doubt that the BioTrinity format works. Last year over 500 partnering meetings brought together more than 400 delegates from nearly 300 companies to discuss over 180 licensing opportunities. And this year the event promises to be even bigger: for example, companies already booked to present at BioTrinity 2008 Oxford have 33 compounds in pre-clinical development and 25 in clinical development, excluding big pharma participants. Add to that access to networking receptions, international panel discussions, company showcases and essential workshops all promises to make this the "must attend" event of the year. Can you afford not to attend?



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## Tuesday 15 April 2008 – Morning / AM – BioTrinity Day One

### Plenary

9.05 **Oxford BioMedica:** Peter Nolan, SVP Commercial Development,  
“Building a Medium-Sized Biotech: the \$688m TroVax Cancer Vaccine Deal”

### Key Notes

9.25 **Bristol-Myers Squibb:** Lubor Gaal, Director, Licensing Europe, External Science  
Technology & Licensing  
“The Deal Making Dance - Licensing, Partnering and Strategic Alliances”

### Panel Discussion

9.45 How to Realise Value in Biotech Partnering & Financing  
**PharmaVentures:** Charles Macfarlane, Non-Executive Director (Chair)  
**AstraZeneca:** Shaun Grady, VP Deal Management, Strategic Planning and Business  
Development  
**Shire Pharmaceuticals:** Charlie Alexander, Director of Business Development  
**Ablynx (Belgium):** Edwin Moses, Chairman & CEO  
**International Bioscience (US):** Dr Kevin J. Scanlon, Founder & CEO

### Panel Discussion

11.00 Financing Alternatives in a Challenging Economy: IPO, M&A and Other Non-  
dilutive Financing  
**Canaccord Capital:** Karl Keegan, Managing Director, Life Sciences  
**La Jolla Pharmaceutical (San Diego, USA):** Niv Caviar, Executive VP, CBO, CFO  
**Manches LLP (UK):** Patrick Baddley, Corporate Finance Partner  
**Goodwin Procter LLP (Boston, USA):** Michael H Bison, Partner, Life Sciences and  
Securities & Corporate Finance,  
**De Facto Communications:** Mike Wort, MD and Head of Investor Relations (Chair)

### Workshops

09:00 Please contact OBN to reserve this workshop  
10:30 **Manches LLP:** IP Diligence  
10:30 **BFAS:** Navigating The Funding Landscape  
11:45 **Merck Sharp Dohme:** Do's and Don'ts of Licensing to Big Pharma

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## Tuesday 15 April 2008 - Afternoon / PM – BioTrinity Day One

### Company Showcase

11.45 (OSI) Prosidion	
13.00 Chroma Therapeutics	14.30 Oxford Genome Sciences
13.15 Phynova	14.45 Glide Pharma
13.30 BioVex	15.00 Biocompatibles
13.45 Celleron Therapeutics	15.45 Pharmidex
14.00 Hybrid Systems	

### Technology Showcase

13.00 a2sp Ltd	14.15 Imaging Agents for the CNS, <b>Isis Innovation</b>
13.15 Momentum Bioscience	14.30 Meningitis B vaccine, <b>Isis Innovation</b>
13.30 Organox	14.45 Prognostic test for breast cancer, <b>Isis Innovation</b>
13.45 Oxford Neotest	15.00 Viral vectors for gene therapy and vaccination, <b>Isis Innovation</b>
14.00 Oxford Medistress	

### Workshops

- 13:00 **Genzyme**
- 13:00 **Thomson Scientific:** Exploring sources of business intelligence for Biotech deal-making
- 14:15 **Giles Insurance Brokers:** When It Hits The Fan, Can I Be Held Personally Responsible?

### OBN Cluster Report Launch and Networking Reception

- 16.15 **OBN** Kurt Laskow-Pooley MBA, Cluster Analyst, "OBN BioCluster Report - A Review of Key Findings and Launch" Snapshot: £400m in financing rounds since 2005, 144 biotech & healthcare companies, 44 compounds in preclinical, 37 in clinical trials, £183m largest exit.



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## Wednesday 16 April 2008 – Morning / AM – BioTrinity Day Two

### VC Panel Discussion

9.00 Creating Opportunities to Exit a Biotech Business Earlier

**Oxford Capital Partners:** David Mott - Investment Director (Chair)

**Atlas Venture:** Zina Affas - Principal (Life Sciences)

**Sofinnova Partners (France):** Graziano Seghezzi - Partner (Life Sciences)

**Wellcome Trust:** Richard Seabrook - Head of Business Development

**MP Healthcare Ventures:** Jeffrey Moore - VP, MP Healthcare Venture Management

### Company Showcase

10.45 Evotec

11.00 Summit plc

11.15 Capsant Neurotechnologies

11.30 Chemocentryx

11.45 Syntaxin

### Technology Showcase

10.15 ARID – Automatic retinal image distancing, **Isis Innovation**

10.45 Molecular shape recognition software, **Isis Innovation**

11.00 FMRIB software library, **Isis Innovation**

11.15 Swarm intelligence software, **Isis Innovation**

11.30 OPRA Software – Optimising Resource Allocation in Pharmaceutical Research,  
**Isis Innovation**

11.45 Genotyping software, **Isis Innovation**

### Workshops

09:00 **SEHTA:** Accessing Global Market Opportunities: Emerging Markets

09:30 **Frank B Dehn:** Bioscience Patents: When to file and Options in the first year

10:30 **GTUK:** Valuable Tax Breaks for Bioscience Companies and their Investors

11:00 **Cambridgesoft**

12:30 Please contact OBN to reserve this workshop

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## Wednesday 16 April 2008 - Afternoon / PM – BioTrinity Day Two

### European GMP Biomanufacturing

13.00 Is Bigger More Beautiful

**BioProcess Technology Consultants, Inc (US):** Susan Dana Jones, Ph.D - Vice President and Senior Consultant

**Eden BioDesign:** Dr Crawford Brown - CEO,

**SynCo BioPartners(Netherlands):** Pierre Warffemius MBA - CEO,

**Lonza:** to be announced

### Company Showcase

13.30 Solace Pharma

13.45 Epidyme

14.00 Karus Therapeutics

14.15 G-Nostics

14.30 Lein Applied Diagnostics

14.45 Oxford BioMaterials

15.00 APA Parafricta



### Bio-IT Showcase

13.00 Physiomics plc

13.15 Equinox Pharma

13.30 Amphora Research Systems

13.45 Thomson Scientific

14.00 Tessella Support Services plc

14.15 Cogenics

14.30 Semgene GmbH (Germany)

14.30 Cresset BioMolecular Discovery

14.45 DotMatics

### Workshops

13:00 **Pharmaceutical Profiles:** Achieving the optimal oral formulation in clinical development

14:15 Please contact OBN to reserve this workshop

13:45 **RDP Associates:** Maximising Biotech R&D Tax Credit Claims

15:00 **Stimutran SME**

### 16.30-17.30 Conference Close Drinks - Networking Reception

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## Benefits of attending BioTrinity 2008 - Oxford

- ✦ Seek out partners, collaborators and deals
- ✦ Meet new contacts for business development
- ✦ Update your knowledge of new developments
- ✦ Raise and maintain your company profile
- ✦ Learn from other's successful business strategies

## What other people think

"...I would like to congratulate you on an excellent meeting."

Tim Haines, Partner, **Abingworth Management**

"...Congratulations on such a good event ... I had a very productive day with lots of organized and impromptu meetings - a *very worthwhile event* for me."

Dr Charles Potter, CEO, **Glide Pharma**

## Registration fees – Register online now at [www.biotrinity.com/registration.html](http://www.biotrinity.com/registration.html)

Full OBN Members:	£499 + VAT (plus a second ticket free)
Associate OBN Members:	£499 + VAT
Non members:	£599 + VAT
One day registration:	£450 + VAT (limited number available)
On the day registration:	£800 + VAT

Members of associate organizations including ERBI, LBN, PLG, STIMUTRAN receive discounts if you enter a registration code given to you by your membership organization.

## Promotional Opportunities

Literature on shared table	£300 + VAT
Bag inserts	£400 + VAT
A4 colour plate in the Conference Handbook	£600 + VAT
Arrange a workshop	£1,500 + VAT
Cluster Report co-sponsorship	£2,000 + VAT
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Video sponsorship	£3,000 + VAT
Session or panel sponsorship	£3,000 + VAT
Logo on badge lanyard	£4,000 + VAT
Conference Handbook sponsorship	£5,000 + VAT

## Venue

Quadrangle Conference Centre, Kassam Stadium, Oxford OX4 4XP

## Contact Us

You can contact the OBN office on +44(0)1865 594640