

BOOK BY 31ST MARCH
SAVE £300
BOOK BY 30TH APRIL
SAVE £100

SMi Presents the...

European BioNetworks Summit

Share the platform, reap the rewards!

Marriott Regents Park Hotel, London, UK

7TH - 8TH
JULY
2014

Chairperson:

Sanj Singh, President and CEO, **Ade Therapeutics**



Key Speakers Include:

- **Simone Breitkopf**, Head Governmental and Public Affairs, Pricing and Reimbursement, **Alcon Pharma GmbH (Novartis Group)**
- **Lubor Gaal**, Head of Europe, Business Development, **Bristol Myers Squibb**
- **Dr Robert Williams**, Chief Development Scientist, Drug Development Office, **Cancer Research UK**
- **Mika Partanen**, Deputy Director, Global Competitive Insights, **Bayer Pharma**
- **Dr. Michael Meyers**, Vice President of Scientific Innovation, Oncology, **Johnson and Johnson**
- **Davidson Ateh**, Chief Executive Officer, **BioMoti**
- **Professor Joseph Sweeney**, Professor of Catalysis and Chemical Biology, Department of Chemical Sciences, **University of Huddersfield**
- **Jorgen Drejer**, Chief Executive Officer, **Aniona**
- **Adrian Dawkes**, Vice President, **PharmaVentures**

...and many more!

Business Benefits:

- **12 big pharma and biotech companies on the speaker platform!**
- Network and learn from your **future partners**
- **The must attend event** showcasing how biotech, pharma, academic and funding organisations can create winning strategic **partnerships from modern day collaborations**
- Hear cutting edge **presentations and key cases studies** from leading industry and academic experts
- Learn about the latest developments pertaining to **strategic partnering and funding**

PLUS INTERACTIVE HALF-DAY POST-CONFERENCE WORKSHOP

Wednesday 9th July 2014, Marriott Regents Park Hotel, London, UK

Cost Effective Pathway to Early Clinical Development to Support Regulatory Approvals and Commercial Partnering

Workshop Leaders: **Carla Bennett**, Senior Clinical Research Consultant, **QRC Consultants Ltd**
Dr Sarah Nicholson, Senior Regulatory Consultant, **QRC Consultants Ltd**

8.30am - 12.30pm

www.bio-networks.com

Register online or fax your registration to +44 (0) 870 9090 712 or call +44 (0) 870 9090 711

BOOK BY 31ST MARCH AND SAVE £300 / BOOK BY 30TH APRIL AND SAVE £100



European BioNetworks Summit

Day One | Monday 7th July 2014

8.30 Registration & Coffee

9.00 **Chairman's Opening Remarks**
Sanj Singh, President and CEO, **Ade Therapeutics**

STAKEHOLDER UPDATES

PART 1

9.10 **OPENING ADDRESS**
Looking at the crystal ball... scenario development for enhanced business development and licensing strategies

- Developing a clear understanding of why the scope and the time frame for business development activities is the key first step in scenario development
- Avoiding corporate blind spots by involving outsiders in the identification/prioritization of key business development-related uncertainties and leading indicators
- Understanding why scenario development is not an exact science: judgment may sometimes beat complex analytical models and techniques, especially when time frames are tight
- Updating scenarios on a regular basis and establishing an early opportunity identification system

Mika Partanen, Deputy Director, Global Competitive Insights, **Bayer Pharma**

9.50 **Going back to school... introducing academic partnerships as the way forward**

- Understanding why discovery and early stage drug development collaborations with academia are more popular than ever
- Risk sharing in drug development – a 'not for profit' perspective
- Scientific, technical and business challenges in cross sector collaboration

Dr Robert Williams, Chief Development Scientist, Drug Development Office, **Cancer Research UK**

10.30 Morning Coffee

11.00 **The new innovation kettle - a biotech perspective**

- New deal structures for innovation in drug discovery
- Maximising innovation and productivity in partnerships
- Expected trends for drug discovery business models:
- Venture capitalist, government funding, pharma partnering, spin out, joint ventures

Jorgen Drejer, Chief Executive Officer, **Aniona**

11.40 **Six things every business development person should know about improving licensing outcomes**

- Pitfalls and benefits of exclusive licenses, be sure you know what you are getting into
- Master, sub, territory, indication...
- Reviewing external innovations and licensing opportunities abroad

Timothy Herpin, Head of Transactions (UK), Business Development, **AstraZeneca**

ROUND TABLE

12.20 Networking Lunch

1.20 **When alliances don't work out - addressing the issues and developing solutions**

- Choosing a partner with a higher probability of alignment on the key deal points
- At the outset of the partnership – contractual preparation for all potential outcomes
- Identifying and managing issues as they happen
- After the breakup

Dimitri F. Dimitriou, Chief Executive Officer, **ImmuPharma plc** & Managing Partner, **DyoDelta Biosciences Ltd**

2.00 **Co-developing with academia... an academics perspective!**

- Measuring the pros and cons of establishing partnerships with academia
- Understanding the legal considerations of partnering with academia
- Are all academia worth partnering with... what are the red flags and how do we choose

Professor Joseph Sweeney, Professor of Catalysis and Chemical Biology, Department of Chemical Sciences, **University of Huddersfield**

ROUND TABLE

2.40 Afternoon Tea

PRICING & REIMBURSEMENT - HOME AND ABROAD

3.10 **To pay or not to pay... that is the question!**

- Understanding how to develop successful pricing and reimbursement strategies – considering the ethical challenges
- Analysing trends in pricing and use of health technology assessment for reimbursement decision making
- Understanding how to successfully secure reimbursement
- Reviewing current drug pricing policies
- The big question – does the industry need a different way of thinking about reimbursement requirements?

Sanj Singh, President and CEO, **Ade Therapeutics**

3.50 **Fear no more the heat of the sun'... four ways to tackle reimbursement in emerging markets**

- Reviewing the implications for market growth and business development
- Monitoring how healthcare systems in emerging markets (China, India, Brazil, Russia, Mexico and Turkey) are evolving
- Exploring how this is impacting on the expected growth of markets for innovative companies at home
- Reviewing the prospects for drug and business development for these markets

Simone Breitkopf, Head Governmental and Public Affairs, Pricing and Reimbursement, **Alcon Pharma GmbH (Novartis Group)**

4.30 **The 4 musketeers... 'one for all and all for one' – how can pharma, biotech, academia and venture capitalists live by this motto!**

- Reviewing the various collaboration opportunities to increase R&D and innovation
- Seeking out partners with complementary strengths to lead innovation
- Creating a flexible, independent and lean structure amongst partners that allows for rapid decision making
- Maximizing the potential gains from successful R&D and business development relationships
- Understanding how to mitigate the risks of partnering to:
 - maximize ROI
 - boost creativity

Lubor Gaal, Head of Europe, Business Development, **Bristol Myers Squibb**

Timothy Herpin, Head of Transactions (UK), Business Development, **AstraZeneca**

Jorgen Drejer, Chief Executive Officer, **Aniona**

Dr Robert Williams, Chief Development Scientist, Drug Development Office, **Cancer Research UK**

Sofia Ioannidou, Investment Director, **Edmond de Rothschild Investment Partners**

Professor Joseph Sweeney, Professor of Catalysis and Chemical Biology, Department of Chemical Sciences, **University of Huddersfield**

PANEL DISCUSSION

5.30 **Chairman's Closing Remarks and Close of Day One**

Platinum Media Partner



Gold Media Partner



Silver Media Partner



Want to know how you can get involved? Interested in promoting your services to this market?
Contact Catarina Almeida, SMI Marketing on +44 (0) 207 827 6014, or email: calmeida@smi-online.co.uk

Register online at: www.bio-networks.com • Alternatively fax yo

8.30 Registration & Coffee

9.00 Chairman's Opening Remarks
Sanj Singh, President and CEO, Ade Therapeutics

STAKEHOLDER UPDATES

PART 2

9.10 Biomarker-pharma partnering - an ideal partnership?

- Understanding the impact of early diagnosis/prognosis on clinical decisions
- Pinpointing opportunities for biomarker integration into discovery, preclinical and clinical development
- Cdx as enabling technology not restricting market
- Introducing surrogate biomarkers for efficacy monitoring/therapy switching in the clinical testing and application market

Mark Eccleston, External Collaborations Manager, Volition RX

9.50 Trends in academic-industry collaborations

- Identifying the recent trends that we have observed in academic/industry collaborations
- Understanding what the academic medical centers are hoping to achieve from these collaborations
- What are the benefits to each of the partners?

Dr Diane Harbison, Head of Business Development, Edinburgh BioQuarter, The University of Edinburgh

10.30 Morning Coffee

11.00 Introducing open innovation to facilitate R&D success

- Examining current open innovation business models being employed
- Reviewing the advantages of this novel discipline
- Recognizing how alliance management is a key contributor to the success of open innovation collaborations

Dr. Michael Meyers, Vice President of Scientific Innovation, Oncology, Johnson and Johnson

11.40 The big question! - how to get noticed by the big league players

- What does a small/medium pharma-biotech need to do to get on "Big Pharma's" radar?
- What will this mean for the company
- Case study

Lubor Gaal, Head of Europe, Business Development, Bristol Myers Squibb

ROUND TABLE

12.20 Networking Lunch

FINANCING & FUNDING

1.20 The state, the private investor and the early stage bioentrepreneur

- State funding and selection of early stage drugs/technology in the UK and elsewhere
- Discussing private sector investment and capital efficient collaboration models to ensure success
- Understanding the key role of the early stage bioentrepreneur in realising technology translation

Davidson Ateh, Chief Executive Officer, BioMoti

2.00 Where and how are licensee's & acquirers spending their money? An overview of deal trends, structures and deal values

- How do the deals Big Pharma have been doing signal their strategic Intent
- Are option deals becoming more important as less upfront cash is risked
- When is a licensing deal really an M&A deal
- What is the optimum time in the development path to do your deal

Adrian Dawkes, Vice President, PharmaVentures

2.40 Afternoon Tea

MARKET AND GLOBAL DEVELOPMENTS

3.10 Identifying and dealing with the best opportunity worldwide: the challenge of global biopharma

- Structuring the best scouting network around the globe
- Matching the time dimension and keep momentum along the deal making process
- "Qualification" and "cultivation": combining the pharma strategy and partnering strategy of a biotech

Patrick Tricoli, Global R&D, External Innovation, Scouting and Partnering International, Sanofi

3.50 Structure based molecular design approaches in the development of small molecules leads

- Discussing our approach to fragment based in silico modeling
- Setting up a cross departmental drug discovery platform: bringing clinicians and biologists together
- Leveraging internal partnerships and collaborations to accelerate drug design

Professor Colin Fishwick, Head of Organic Chemistry, School of Chemistry, University of Leeds School of Chemistry

4.30 Enabling next generation PCR

- Discussing how PCR remains core to molecular diagnostics, describing the following enhancements to standard amplification protocols
- Analyzing multiplexed real-time detection of many different targets in single, closed tube format
- Increased analytical sensitivity for target amplification of circulating tumour specific DNA
- Increased analytical specificity in base calling of amplified and next-gen sequenced ctDNA

Eddie Blair, Chief Executive Officer, GeneFirst

5.10 Chairman's Closing Remarks and Close of Day Two

Supported by



A: Cost Effective Pathway to Early Clinical Development to Support Regulatory Approvals and Commercial Partnering

Workshop Leaders:

Carla Bennett, Senior Clinical Research Consultant,
QRC Consultants Ltd

Dr Sarah Nicholson, Senior Regulatory Consultant,
QRC Consultants Ltd

Overview of workshop:

In this interactive workshop we will share our experiences with regulatory strategies to reach the clinic, set-up of clinical trials and how some common pitfalls can be easily avoided. In particular we will focus on cost effective solutions that will benefit your company regarding clinical programme timelines and compliance in preparation for inspections and commercial due diligence.

QRC Consultants is a team of experienced QA, regulatory and clinical research professionals.

Why you should attend:

It can be hard to balance costs, timelines and regulatory compliance for a company taking its first steps towards the clinic. With over 25 years of experience of doing just this, we would like to share some tried and tested solutions to help you get off to a great start.

Programme

8.30 Registration and coffee

9.00 Opening remarks

9.10 Session 1 - Regulatory Strategy (whistle-stop tour of CTAs, SMEs, Orphan Drug designations and getting Scientific Advice)

9.50 Session 2 – How to Utilise Effective Feasibility Assessments

10.30 Coffee Break

11.00 Session 3 – How-to guide on Quality Management Systems that are fit for purpose and cost effective

11.40 Session 4 - Risk Adaptive Approaches

12.20 Closing Remarks

12.30 Close of Workshop

About the workshop hosts:

Carla Bennett graduated from the University of Cardiff with a BSc (Hons) and has over 12 years' experience within the pharmaceutical industry, specialising in the management of clinical trials with novel products, including stem cell and gene therapies. Carla has worked in both small and large pharmaceutical companies and CROs.

Sarah Nicholson graduated from the University of Manchester with a PhD in Neuroscience and has worked within the industry for over 12 years. Sarah is experienced in all aspects of regulatory affairs including Scientific Advice, ODDs and CTAs and has worked in both pharma and CRO environments.

FEBRUARY

Parallel Trade

10 – 11 February 2014, London

Advances and Progress in Drug Design
17 – 18 February 2014, London

Quality By Design

24 – 25 February 2014, London

MARCH

**Superbugs and Superdrugs - A Focus on
Antibacterials**
5 – 6 March 2014, London

Imaging in Cancer Drug Development
12 – 13 March 2014, London

Controlled Release

12 – 13 March 2014, London

Adaptive Designs

24 – 25 March 2014, London

Paediatric Clinical Trials

31 – 1 April 2014, London

Pre-Filled Syringes USA

31 March – 1 April 2014, USA

APRIL

Asthma & COPD

2 – 3 April 2014, London

Biosimilars USA

7 – 8 April 2014, USA

MAY

Big Data in Pharma

12 – 13 May 2014, London

Pain Therapeutics

19 – 20 May 2014, London

ADC Summit

19 – 20 May 2014, London

Clinical Trial Logistics

21 – 22 May 2014, London

JUNE

Biobanking

23 – 24 June 2014, London

ADMET

30 June – 1 July 2014, London

Peptides

30 June – 1 July 2014, London

JULY

Lyophilisation

7 – 8 July 2014, London

BioNetworks

7 – 8 July 2014, London

Allergies

9 – 10 July 2014, London

Immunogenicity

14 – 15 July 2014, London

**SPONSORSHIP AND EXHIBITION
OPPORTUNITIES**

SMi offer sponsorship, exhibition, advertising and branding packages, uniquely tailored to complement your company's marketing strategy. Prime networking opportunities exist to entertain, enhance and expand your client base within the context of an independent discussion specific to your industry.

Should you wish to join the increasing number of companies benefiting from sponsoring our conferences please call: Alia Malick on +44 (0) 20 7827 6168 or email: amalick@smi-online.co.uk

EUROPEAN BIONETWORKS SUMMIT

Conference: Monday 7th July & Tuesday 8th July 2014, Marriott Regents Park Hotel, London, UK Workshop: Wednesday 9th July 2014, London

4 WAYS TO REGISTER

www.bio-networks.com

FAX your booking form to +44 (0) 870 9090 712
PHONE on +44 (0) 870 9090 711

POST your booking form to: Events Team, SMi Group Ltd, 2nd Floor
South, Harling House, 47-51 Great Suffolk Street, London, SE1 0BS, UK

Unique Reference Number

Our Reference

LV P-111

DELEGATE DETAILS

Please complete fully and clearly in capital letters. Please photocopy for additional delegates.

Title: Forename:

Surname:

Job Title:

Department/Division:

Company/Organisation:

Email:

Company VAT Number:

Address:

Town/City:

Post/Zip Code:

Country:

Direct Tel:

Direct Fax:

Mobile:

Switchboard:

Signature:

Date:

I agree to be bound by SMi's Terms and Conditions of Booking.

ACCOUNTS DEPT

Title: Forename:

Surname:

Email:

Address (if different from above):

Town/City:

Post/Zip Code:

Country:

Direct Tel:

Direct Fax:

VENUE

Marriott Hotel Regents Park, 128 King Henry's Road, London, NW3 3ST, England

Please contact me to book my hotel

Alternatively call us on +44 (0) 870 9090 711,
email: hotels@smi-online.co.uk or fax +44 (0) 870 9090 712

Terms and Conditions of Booking

Payment: If payment is not made at the time of booking, then an invoice will be issued and must be paid immediately and prior to the start of the event. If payment has not been received then credit card details will be requested and payment taken before entry to the event. Bookings within 7 days of event require payment on booking. Access to the Document Portal will not be given until payment has been received.

Substitutions/Name Changes: If you are unable to attend you may nominate, in writing, another delegate to take your place at any time prior to the start of the event. Two or more delegates may not 'share' a place at an event. Please make separate bookings for each delegate.

Cancellation: If you wish to cancel your attendance at an event and you are unable to send a substitute, then we will refund/credit 50% of the due fee less a £50 administration charge, providing that cancellation is made in writing and received at least 28 days prior to the start of the event. Regrettably cancellation after this time cannot be accepted. We will however provide the conferences documentation via the Document Portal to any delegate who has paid but is unable to attend for any reason. Due to the interactive nature of the Briefings we are not normally able to provide documentation in these circumstances. We cannot accept cancellations of orders placed for Documentation or the Document Portal as these are reproduced specifically to order. If we have to cancel the event for any reason, then we will make a full refund immediately, but disclaim any further liability.

Alterations: It may become necessary for us to make alterations to the content, speakers, timing, venue or date of the event compared to the advertised programme.

Data Protection: The SMi Group gathers personal data in accordance with the UK Data Protection Act 1998 and we may use this to contact you by telephone, fax, post or email to tell you about other products and services. Unless you tick here we may also share your data with third parties offering complementary products or services. If you have any queries or want to update any of the data that we hold then please contact our Database Manager database@smi-online.co.uk or visit our website www.smi-online.co.uk/updates quoting the URN as detailed above your address on the attached letter.

EARLY BIRD DISCOUNT Book by 31st March to receive £300 off the conference price
 Book by 30th April to receive £100 off the conference price

CONFERENCE PRICES

I would like to attend: (Please tick as appropriate)	Fee	Total
<input type="checkbox"/> Conference & Workshop	£2098.00 + VAT	£2517.60
<input type="checkbox"/> Conference only	£1499.00 + VAT	£1798.80
<input type="checkbox"/> Workshop only	£599.00 + VAT	£718.80

PROMOTIONAL LITERATURE DISTRIBUTION

Distribution of your company's promotional literature to all conference attendees £999.00 + VAT £1198.80

The conference fee includes refreshments, lunch, conference papers and access to the Document Portal containing all of the presentations.

LIVE STREAMING/ON DEMAND/ DOCUMENTATION

Unable to travel, but would like to watch the conference live, ask questions, participate as if you were in the room.

	Price	Total
<input type="checkbox"/> Live Streaming	£999.00 + VAT (UK)	£1198.80
<input type="checkbox"/> On demand (available 24 hours after the event)	£599.00 + VAT (UK)	£718.80
<input type="checkbox"/> Access to the conference documentation on the Document Portal	£499.00 + VAT	£598.80
<input type="checkbox"/> The Conference Presentations - paper copy (or only £300 if ordered with the Document Portal)	£499.00 -	£499.00

PAYMENT

Payment must be made to **SMi Group Ltd**, and received before the event, by one of the following methods quoting reference P-111 and the delegate's name. Bookings made within 7 days of the event require payment on booking, methods of payment are below. Please indicate method of payment:

UK BACS Sort Code 300009, Account 00936418
 Wire Transfer Lloyds TSB Bank plc, 39 Threadneedle Street, London, EC2R 8AU
Swift (BIC): LOYDGB21013, Account 00936418
IBAN GB48 LOYD 3000 0900 9364 18

Cheque We can only accept Sterling cheques drawn on a UK bank.

Credit Card Visa MasterCard American Express
All credit card payments will be subject to standard credit card charges.

Card No:

Valid From / Expiry Date /

CVV Number 3 digit security on reverse of card, 4 digits for AMEX card

Cardholder's Name: _____

Signature: _____

Date: _____

I agree to be bound by SMi's Terms and Conditions of Booking.

Card Billing Address (if different from above): _____

VAT

VAT at 20% is charged on the attendance fees for all delegates. VAT is also charged on live Streaming, on Demand, Document portal and literature distribution for all UK customers and for those EU Customers not supplying a registration number for their own country here.