

23 to 24 November 2015 | Antwerp | Belgium

# European Business Development Conference

Partnering  
Conference



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# European Business Development Conference

## Sponsorship contact

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## Conference profile

The European Business Development Conference (EBDC) is an annual event for leading decision makers from biotechnology and pharmaceutical firms.

About half of innovative drugs result from national – but especially international – collaborations. The EBDC provides a forum for making contacts and discussing topics and trends of relevance to the market.

The conference participants come from a wide range of backgrounds. Decision makers from innovative biotechnology firms can meet business development managers from pharmaceutical companies, finance professionals, service providers and consultants. This means that an expert is available for any problem that may occur in developing a business area. The event is thus an ideal venue for making contacts of strategic and operational importance.

## Partnering

Following the successful premiere in 2014, conference partnering will be offered again this year, allowing you to meet privately with international decision makers from the biotech and pharmaceutical sectors, as well as other life sciences industry suppliers. These meetings will take place during designated sessions outside the conference programme.

## Topic-based partnering

In addition to normal partnering, we would like to offer you the opportunity to meet others with an interest in particular topics. To this end, we will set up chaired groups where you can speak with other stakeholders. The topics will be **neurologic diseases, ophthalmology, nephrology and neonatal diseases**.

## Company presentations

The conference programme will include company presentation sessions, at which innovative biotech firms will have the chance to present their research, products and technologies to the other conference participants and investors.

## Exhibition

Reliable partners in conducting clinical trials are the key to a drug's successful benefit assessment, both for innovative biotech companies and global pharmaceutical companies. Both small and large CROs will be able to present their expertise at the exhibition.

## Networking dinner

The dinner will allow you to build up on the contacts and talks from the partnering sessions in a relaxed atmosphere.

# Day One

Monday, 23 November 2015

10:30–11:00 Registration/Breakfast

11:00–11:10 **Opening Remarks**

11:10–11:20 **Welcoming Address**

11:20–11:50 **Keynote: Christoph Pittius, AstraZeneca**

12:00–13:30 Lunchbuffet

12:30–13:50 **Partnering**

12:30–13:00 **Topic Based Partnering**

· **Neonatal diseases**  
Norbert Steinbach, AbbVie (Chair)

· **Ophthalmology**  
Andreas Schmidt, AYOXXA (Chair)

14:00–15:30 **Session 1:**

## Next generation medicines for autoimmune diseases

Peter-Andreas Löschmann, Pfizer  
Cedric Ververken, Ablynx

Anish Suri, Janssen Research & Development

15:30–16:00 **Company Presentations**

16:00–16:30 Coffee Break

16:00–16:30 **Partnering**

16:30–17:30 **Company Presentations**

17:30–19:00 **Session 2 (Panel Discussion):**

## Biotech finance revisited: the look beyond VC financing in Europe

Jim Van Heuden, Bioskills (Moderator)  
Roel Bulthuis, Merck Serono Venture Fund  
Jan De Kerpel, KBC  
Christina Takke, Forbion Capital

Kurt Hertogs, J&J Innovation Center  
Alan Reginald, Cell Therapy  
Claire Tillekaerts, Flanders Investment and Trade

19:15 Busshuttle to Dinner/Hotels

20:00–22:30 **Networking Reception and Dinner: Henk Joos, FlandersBIO (Dinner speech)**

# Day Two

Tuesday, 24 November 2015

08:30 Busshuttle Service to ALM

08:45–09:30 Registration Breakfast

09:00–09:30 **Partnering**

09:30–10:00 **Keynote: Knut Sturmhoefel, Novartis Pharma AG**

10:00–11:00 **Company Presentations**

11:00–11:30 Coffee Break

11:00–11:30 **Partnering**

11:30–13:00 **Session 3:**

## Oncology – companion diagnostics and other key market drivers

Daniel Forler, Bayer Pharma  
Bruce M. W. Jordan, Roche Diagnostics

Günter Huhle, Janssen

13:00–14:00 Lunchbuffet

13:30–14:30 **Partnering**

13:30–14:00 **Topic Based Partnering**

· **Nephrology**  
N.N., Certara (Chair)  
· **Neurologic Diseases**  
N.N.

14:30–16:00 **Session 4:**

## Immunotherapy – Will the hype realize its promise?

Manfred Horst, MSD France  
Sandra von Meier, Merck Serono

Rolf Kahlhammer, Medigene  
Gerhard Zugmaier, Amgen (invited)

16:00–16:15 **Closing remarks: Henk Joos, FlandersBio**

# Registration Form

**9<sup>th</sup> European Business Development Conference**  
**23 to 24 November 2015 | Antwerp | Belgium**

Register now! This exclusive workshop is organised for a limited number of participants with Small and Medium-sized Enterprises and international pharmaceutical companies in mind.



Scan to register online

## Fees

For members of European, Special and Regional Partners <sup>+</sup>	
<input type="radio"/> Attendance	545.00 €
<input type="radio"/> Attendance and company presentation*	1,095.00 €
<input type="radio"/> 2 <sup>nd</sup> delegate from the same company**	390.00 €

<sup>+</sup> ASEBIO, BIA, BIO Deutschland, Bionow, BIO.NRW, BioPartner, biosaxony, EAPB, EBE, Eucope, EuropaBio, FlandersBio, LISA, MediWales, OneNucleus, Swiss Biotech Association

Member of

For non-members of the associations mentioned above	
<input type="radio"/> Attendance	985.00 €
<input type="radio"/> Attendance and company presentation*	1,975.00 €
<input type="radio"/> 2 <sup>nd</sup> delegate from the same company	830.00 €

(VAT excluded (19% VAT applicable). All bank charges to be paid by the forwarder.)

\* Company presentation: Provided profiles of presenting companies will be included in delegate packages. Presentation slots will be 15 minutes long (Q&A time included). Opportunities for additional discussion will be provided during one-to-one meetings, coffee breaks, lunch & dinner.

\*\* 2<sup>nd</sup> delegates are kindly requested to fill in a registration form as well

## Terms and Conditions

### Cancellation

No reimbursement in case of cancellation after 1<sup>st</sup> September 2015.

### Replacement Delegates

If you are unable to attend, you may transfer your registration to a colleague at no extra charge. Please confirm the details of the replacement in writing to [events@biodeutschland.org](mailto:events@biodeutschland.org) (fax: +49-30-72625-138) before 10<sup>th</sup> September.

### The Venue

**ALM**  
Filip Williotstraat 9,  
2600 Berchem, Antwerp, Belgium  
T: +32 (0)3 280 45 11, [www.almantwerpen.be/en/](http://www.almantwerpen.be/en/)

### Payments

An invoice will be mailed. Fees should be remitted via bank transfer after receipt of the invoice, stating the invoice number, the name of the participant and the keyword "**EBDC-2015**". Participants will only be accepted at the conference on receipt of payment.

### Documentation

Participants will be provided with exclusive material.

### Amendments to the programme/Cancellation of the event

In the event of amendments additional to the conference agenda, they will be published on our website asap. However, we reserve the right to amend the programme content, timings or speakers without notice. In case of cancellation, our liability is limited to refund of registration fees only.

The Organiser shall not be liable for any failure or delay in performing any of its obligations if the failure or delay is due to any cause beyond its reasonable control, including unavailability of the venue of the Event, act of God, war, terrorist activity, civil commotion, malicious damage by a third party, strike, lock-out or other employee dispute, compliance with a law or governmental order, rule, regulation or directive, fire, flood or storm.

### Conclusion of Contract

The agreement is deemed to take effect by written confirmation of the registration by BIO Deutschland.  
This contract is subject to German Law.

## Delegate Details (Please complete in capital letters and fax this registration form to +49 30 72625-138)

First name \_\_\_\_\_ Last name \_\_\_\_\_

Company \_\_\_\_\_ Position \_\_\_\_\_

Address \_\_\_\_\_ VAT-ID \_\_\_\_\_

City \_\_\_\_\_ Postal Code \_\_\_\_\_ Country \_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

City, Date

Company stamp, Signature