



Where biopharma and medtech companies meet investors
February 2-3 2010
Archamps Euro-Swiss Technopole

PROGRAMME

Tuesday, February 2

08:30 – 9:35

Opening Plenary Session

08:30 – 08:45

Welcome Introduction and Official Opening Address

- Hervé de Kergrohen, Chairman,

Official Opening Introduction

- David B. Loucks, Healthios CEO
- Dr Bernard Accoyer, President of the French National Assembly, and Mayor of Annecy-Le-Vieux
- Mr Roland Pascal, President of Archamps Technopole

8:45 – 09:35

Panel Discussion

“Alzheimer’s Disease after the demise of the amyloid concept”

After a series of clinical failures in Phase II and III, the scientific community is questioning the therapeutic potential of the plaque removal concept. There are still quite a lot of such programs on-going. New scientific rationales such as sigma agonists are scarce. Will the industry be able to segment the cognitive impairment syndromes to save Amyloid Plaque Removal?

Moderator :

- Hervé de Kergrohen, CEO, Anavex and Chairman

Panellists:

- Dinah Weissmann, CEO, Biocortech
- Raghuram Selvaraju, Head of Healthcare Research, Hapoalim Securities USA
- Tangui Maurice, Consultant, Amylgen

9:35 – 11:35

Company Presentations

11:35 – 12:35

One on One meeting sessions

12:35 - 13:35	Lunch
13:30 – 14:30	One on One meeting sessions
14:30 – 16:30	Company Presentation
16:30 – 18:30	Interactive session
16:30 – 17:30	Panel Discussion

“Where to start your Medtech/Biotech company ? A quick tour across Europe ! Pros and cons of Switzerland, France, Holland, Germany and UK”

Specialists in advising medtech/biotech startup from those jurisdictions will be participating in this panel and provide for each jurisdiction the pros and cons of investing there. This panel is a unique opportunity to hear practical advice based on local experience and get first hand information.

Moderator:

- Daniel Kahn, International Lawyer, Kahn & Associés (FR)

Panellists:

- Allistair Booth, Partner, Fasken Martineau (UK)
- Stefanie Monge LL.M, lawyer, Poledna Boss Kurer AG (CH)
- Sandor Nemeth, Partner/Attorney, Szecskay Attorney's at Law (HU)
- Matthias Nordmann, Attorney/Partner, SKW Schwarz (DE)
- Maarten Schutt, Attorney at law, Kennedy Van der Laan (NL)

17:30 – 18:30	Keynote presentation
---------------	-----------------------------

“Financing and liquidity, how to ensure these 2 essential conditions are taken care of in the future?”

- David Loucks, CEO, Healthios

18:30	Healthios Cocktail
-------	---------------------------

Wednesday, February 3

8:30 – 8:50	Keynote presentation
-------------	-----------------------------

“How to assess and reduce the commercial risk?”

- Bruno Levy,

Too often, investments in innovation, whether in the form of venture capital or corporate innovation investments fail on the market even though products are approved or ready for commercialisation. The main reason is that investors and entrepreneurs rely on an intuition-based business plan to

convince themselves that their project will succeed on the market. This is particularly true of medical device and IT where the prognosis for commercial success is complex. This presentation will outline some recent breakthrough progresses in market assessment & strategic marketing that enable entrepreneurs and investors to determine 1) whether their innovation investments will be successful, 2) why it is eventually the case, and 3) what to change to ensure attainment of commercial business plan objectives

8:50 – 9:30

Analyst Panel Discussion

“ Which stocks to watch in 2010 and beyond”

Moderator:

- Cédric Loiret-Bernal, CEO, Vespucci Capital

Panellists:

- Thomas Goebel, PhD, Principal, Neomed Management
- Thierry Laugel, Managing Partner, Kurmabiofund
- Jean-Claude Manini, Senior economist for Europe, The Conference Board
- Bogdan von Rueckmann, Partner, Inventages
- Bruno Montanari, Investment Manager, Credit Agricole Private Equity

9:35 - 11:35

Company Presentations

11:35 – 12:35

One on One meeting sessions

12:35 – 13:35

Lunch

13:30 – 14:30

One on One meeting sessions

14:30 – 16:30

Company Presentations

16:30 – 18:30

FIRST TUESDAY

16:30 – 16:50

Panel Discussion

“Technopole d’Archamps, how to benefit from French and Swiss proximity”

Thanks its large biopharma companies and the continuity of its financing chain, from business angels to a liquid stock market, Switzerland remains a biotech heaven. Nevertheless, France is now seriously challenging the leadership. Creating a biotech startup in Archamps for instance brings all advantages of Switzerland and a host of aids recently created by the French national and regional authorities.

16:50 – 17:40

Panel Discussion

“Medtech companies: European development and first market access, is this sufficient to trigger an exit??”

Too often, management and investors in medtech companies focus time and resource on product design and approval instead of commercialisation. When the product has finally gone through the full regulatory process, the company lacks appropriate strategy and finances for marketing. Intellectual Property and regulatory approval may not be sufficient to convince larger industrial medtech companies to acquire a product that has not shown market acceptance. The panel addresses these questions.

Moderator:

- Hervé de Kergrohen, Chairman,

Panellists:

- Fouad Elbaroudi, CEO, AXS Medical
- Christopher Haig, VP Mktg, Bus Dev, Intl sales, TriReme Medical
- Herbert Köntges Chief Business Officer, Medical Device Works
- Corinne Lebourgeois, Managing Director, Med C Partners
- Peter Rule, Chairman and CEO, Optiscan BioMedical

17:40 – 19:00

Networking Cocktail