



Where biopharma and medtech companies meet investors
January 23rd-24th 2007
Geneva, Ramada Park Hotel

PROGRAMME

Tuesday, January 23rd

8:45 – 10:10

Opening Plenary Session

8:45 – 09:00

Welcome Introduction and Official Opening Address

- Hervé de Kergrohen, Chairman

Official Opening Introduction

- Jean-Charles Magnin, Director of Economic Affairs, State of Geneva
- Philippe Sordet, President, BioAlps
- Roger Vioud, Chairman of the International Commission of the Regional Council of Rhône Alpes

09:00 – 09:30

Keynote Presentation

Initiatives and recent directives to foster innovation in France are greatly improving the financing of biotechnology

France is modifying its approach to innovation with a series of actions to promote technology transfer, entrepreneurship and financing. These initiatives, including in particular the new rules on the FCPI financing of listed companies, are impacting not only the initial start-up phase but now also the secondary financing of these fledgling companies.

- Chantal Parpex, President, CDC Entreprises Innovation

09:30 – 10:10

Panel Discussion

Large disease areas outside of the media spotlight. The next biotech success stories?

Whether due to a series of clinical failures or the lack of a major existing drug market, several large disease areas are no longer highly visible. Nevertheless, the medical need still exists. The panel will show that with new approaches and modes of action, it is possible to target large population groups.

Moderator

- Jennifer Griffiths, Director Business Development, Novartis Pharmaceuticals

Panellists

- Jean-Yves Bonnefoy, Vice President Research & Development, Transgene
- Kuno Jung, Investment Manager, Global Life Science Ventures
- Francesco Sinigaglia, CEO, BioXell
- Werner Tschollar, Founder and President, Xytis

10:10 – 10:40

Coffee Break

10:40 – 12:20

Company Presentations

12:20 – 13:35

Lunch

13:40 – 15:55

Company Presentations

15:55 – 16:15

Coffee Break

16:15 – 18:00

Plenary Session

16:15 – 16:45

Keynote Presentation

Extracting useful information from small numbers: the transforming impact of new statistical algorithms on clinical trial design and analysis

Traditional statistical measures often fail to reach proof of concept or significant differences in biotech and medtech clinical trials because of the small number of patients typically enrolled. Advanced statistics, based on modeling and simulations, can sometimes extract value from small existing clinical databases, and can also help to design appropriate studies which would be able to generate statistical significance where classical basic statistics would fail.

- Ariel Beresniak, CEO, Data Mining International

16:45 – 17:30

Panel Discussion

Non-traditional sources of financing biotech companies

Several recent financing deals do not fit the traditional pathway of business-angel->incubator->VC->IPO. Private banks are participating in private equity rounds. Venture loans are provided to innovative companies to leverage their access to the market. Hedge funds are leading PIPEs. And private investors have shown that they can sustain growth until the IPO. The panel will discuss these financing alternatives.

Moderator

- Hervé de Kergrohen, Chairman, BioData

Panellists

- Jack Barbut, CEO, NovImmune
- Tim Dyer, Chief Financial Officer, Addex Pharmaceuticals
- Alice Huxley, CEO, Speedel
- Maurizio PetitBon, Director, European Venture Partners

Wednesday, January 24th

8:30 – 10:25

Plenary Session

8:30 – 8:55

Keynote Presentation I

Convergence of biotechnology and IT is demonstrated with VitallIT, a major bioinformatics project funded by academics and large IT-players

Data processing is a core feature of biology and clinical research. VitallIT offers a unique platform to biotech companies and academia. Hewlett-Packard, which creates solutions for all aspects of data monitoring, will present its tools during the presentation.

- Dominique Gillot, Life Science Manager Europe, Middle East and Africa (EMEA), Hewlett-Packard

8:55 – 09:20

Keynote Presentation II

Listing in Europe versus the US: pros and cons

After a long maturation in the hands of private equity investors, many European biotech and medtech companies are ready to list on stock markets. A main issue becomes, which one? The US stock market has accepted IPOs when the European IPO window was closed. Now that Europe is “hot” again, with large Swiss IPOs, and Alternext and AIM opened to smaller market capitalisations, it is important to select the right place to refinance under the best conditions.

- Benoît Bouche, Head of Corporate Finance, Kepler Equities

9:20 – 9:45

Keynote Presentation III

The EU framework to enhance the role of the healthcare/biotech sector in Europe

The EU Commission's recent initiatives on the High Level Pharmaceutical Forum are a key factor in increasing the competitiveness of the European biotech industry, public welfare and economic growth across Europe.

- Andrea Rappagliosi, Vice President, Health Policy Government Relations, Merck Serono

9:45 – 10:25

Analyst Panel Discussion

Which stocks to watch in 2007 and beyond

2007 showed once more that the SWX is extremely attractive for European IPOs. Of course, the largest deal in this universe was the acquisition of Serono by the German Merck. Biopharma headquarters will remain in Switzerland, a chance for the Alpine region. The large IPOs of Newron, Santhera and BioXell demonstrate the health of the sector. With a successful IPO, corporations can make acquisitions - such as Actelion buying

Cotherix and the series of purchases by Crucell - and accelerate their growth . In the private sector, large strategic deals such as Mondobiotech/Biogen, AC Immune/Genentech or Kuros/Baxter put them in the race for the 2007 IPOs, unless they get acquired like Fumapharm by Biogen. To be noticed also are the significant refinancing such as Xytis, Novimmune, Esbatech and IMI. The panel will discuss these developments in Switzerland and the rest of Europe

Moderator

- Hervé de Kergrohen, Chairman, BioData

Panellists

- Joël Besse, Partner, Atlas Venture
- Jean-Christophe Renondin, Partner, CDC Entreprises Innovation
- Raghuram Selvaraju, Biotechnology Equity Analyst, Rodman & Renshaw
- Michael Sjöström, Chief Investment Officer, Sectoral Asset Management

10:25 – 10:45

Coffee Break

10:45 - 12:25

Company Presentations

12:35 – 13:55

Lunch

13:55 – 15:35

Company Presentations

15:40 – 16:00

Coffee Break

16:00 – 18:00

FIRST TUESDAY

Plenary Session

16:00 – 16:30

Keynote Presentation

Neglected aspects of IP for small and medium-sized companies

So-called « IP assets » are not limited anymore to patents, trademarks and designs. At the time of a merger or an acquisition, these intangibles are more and more systematically audited and evaluated by the investor. A preliminary due diligence audit of its own assets can improve considerably the image presented by a start-up.

- Jean-Alain Schulz, Patent Attorney, Bugnion SA.

16:30 – 17:15

Panel Discussion I

How to increase company valuations through investor relations and communications

Young, private biotech companies and even more mature, listed ones tend naturally to place most of their resources in R&D and marketing but too often ignore the need to tell their story effectively to the rest of the world. Those who ignore the critical role of communications and investor relations do so at their own expense. In this panel discussion, we will look at concrete cases

where effective communication strategies boosted media and investor interest and led to increased valuations.

Moderator

- Christophe Lamps, Partner, Rochat & Partners

Panellists

- Zubin Dastoor, Senior Financial Analyst, Neue Zürcher Bank
- Roland Haefeli, Head of Investor Relations & Public Affairs, Actelion
- Eric Menotti, Investment Manager, Lombard Odier Darier Hentsch & Cie
- Peter Wullschleger, Head Investor Relations, Givaudan Suisse SA

17:15 – 18:00

Panel Discussion II

Rhône-Alpes/BioAlps: a new emerging biotech hub in Europe

In order to be competitive in the global economy, European regions must work together to form clusters. The Rhône-Alpes, Piemonte and BioAlps regions have recently launched the Transalpine BioCluster to create a unique and internationally visible entity. What makes the life sciences sector so important and so strong in this region? How to combine academic resources and industry best practice? How to reinforce collaborations for the financing of biotech and medtech companies?

Moderator

- Stefan Catsicas, Chairman of the Board, Tilacor

Panellists

- Valérie Ayache, General Manager, Adebag
- Fabrizio Conicella, General Manager, Bioindustry Park Canavese
- Olfa Hooft van Huijsduijnen, Director, Fondation Franco Suisse pour la Recherche et la Technologie
- Stéphane Lavallée, President PRAXIM medivision
- Jésus Martin Garcia, Founder, Ecllosion
- Andrea Pfeifer, CEO, AC Immune

18:00 – 19:00

Networking Cocktail