

### 7 - 8 F E B R U A R Y 2017 | ETC. VENUES, 155 BISHOPSGATE | LONDON





WHITE & CASE

### WELCOME

# biotechandmoney

### Dear Colleague,

We're delighted to bring you the 3rd annual Biotech and Money / Medtech and Money London conference.

With our relentless focus on quality peer-2-peer discussion, high level networking and partnering, unique formats and a vetted, high-calibre audience, we bring together the people that matter to the future of healthcare and life science funding, finance, investment and deal making.

For 2017 we're excited to announce a number of new additions to the content and formats that you are used to seeing at this flagship investment conference. It's a packed two days.

We've also expanded our international reach by bringing our US and EU network to bear on the programme, ensuring we garner the experience and best practice from around the globe.

Our mission remains one of delivering a conference of unparalleled seniority and relevance, providing you with the solutions to further your business needs in 2017.

Thank you for joining us and we wish you an incredible event.

Terence O'Dwyer Co-CEO

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Neil Darkes Co-CEO

PS. Access onsite Wifi through the network **etcvenues** with password **wifi8027** 

PPS. View the venue floor on page 22.



### WHAT'S NEW IN 2017?

- EXCLUSIVE LAUNCH OF LIFE SCIENCE INVESTOR PERCEPTION REPORT (P.3)
- LAUNCH OF CO-LOCATED
   MEDTEX CEO FORUM (P.4) AND
   MEDTECH CONFERENCE (P.11)
- 40+ INV€\$TABLE SHOWCASE PRESENTATIONS FROM UK, US AND EUROPE'S FINEST PUBLIC AND PRIVATE BIOTECH AND MEDTECH COMPANIES (P.15)
- 8 INDEPTH ROUNDTABLE
   DISCUSSIONS WITH REAL
   PRACTICAL OUTCOMES (P.4)
- MORE EUROPEAN AND US INVESTORS, COMPANIES AND PHARMA THAN EVER BEFORE

### WHAT MAKES US DIFFERENT



### DAY ONE - TUESDAY 7<sup>TH</sup> FEBRUARY 2017

### **REGISTRATION AND BREAKFAST**



### WELCOME REMARKS

Neil Darkes, Co-CEO, Biotech and Money

### OPENING KEYNOTE PANEL: NEW BREEDS OF PATIENT AND CONSISTENT CAPITAL

In this high level discussion we assemble a panel of senior investment executives who will debate the key issues that will influence the future success and prosperity of the UK entrepeneurial finance ecosystem, including how the UK can ensure the stimulation, growth and innovation in the Life Science sector. Chiefly executives will represent the new breed of patient capital; consistent capital and how this approach can fill the current void.

Moderator: Clive Cookson, Science Editor, Financial Times Jim Mellon, Co-Chairman and Founder, Mann Bioinvest Nigel Pitchford, CIO, Touchstone Innovations Martin Murphy, CEO, Syncona Partners Kate Bingham, Managing Partner, SV Life Sciences

### 9.50 KEYNOTE PANEL: STATE OF THE NATION(S): UK, EU AND US CAPITAL FLOW

As the healthcare sector continues to develop favourably what can the UK and Europe be doing better (or more of) to see a more sustained or increased capital flow?. Prominent UK, EU and US venture fund Executives share the stage to outline their views and challenges of life science investment, plus share their views on institutional, family office and private investor appetite in the year ahead.

Moderator: Fiona Barry, Reporter, BioPharm Insight, Mergermarket Group Tim Haines, Managing Partner, Abingworth Sander Slootweg, Managing Director, Forbion Capital Partners Hubert Birner, Managing Partner, TVM Capital Life Science Alex Pasteur, Partner, F-Prime Capital Johnston Erwin, Vice President, Corporate Business Development, Eli Lilly & Co.

### **10.30** EXCLUSIVE LAUNCH OF BIOTECH AND MONEY INVESTOR PERCEPTION REPORT

The mission of this survey and report is to create unique and actionable insight into investor attitudes, biases and preferences in healthcare opportunities in Europe, that can be used by our community to inform their decisions and strategy.

This survey and report will hopefully address this gap in knowledge, while at the same time providing powerful insight that can be leveraged by key stakeholders for their own strategic decision making.

We are very proud to share it with you a summary of our findings.

Terry O'Dwyer, Co-CEO and Co-Founder, Biotech and Money

### 10.40 LOOKING BEYOND 'BEYOND BORDERS'

When do successful Biotechs start their operational journey? What can we draw from the US market to support the U.K. in stepping up in this space and why do investors reward operations?. These are just some of the themes to be discussed in this position piece by EY, as an extension the 2016 release of their Biotechnology report 'Beyond Borders'.

David MacMurchy, Head of Life Sciences, EY

MORNING REFRESHMENTS

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### **ROUNDTABLES OR 1-2-1 PARTNERING**



If the roundtables don't interest you, get a head start on your 1-2-1 partnering and use this 1hr 15mins session to lock in those all important face-to-face meetings.

If you've not pre-secured a table within the partnering room, meet at one of the three 'Buzz Stops' on the atrium floor for more informal conversations.

NETWORKING LUNCH SUPPORTED BY

### **CEO FORUM**

### 11.30

HealthEx MedtEx

HealthEx CEO Forum is a biannual closed door, Chatham House Rule, invite only forum for CEOs. CFOs and Chairmen of listed and soon-to-be listed life science and healthcare companies.

This forum provides peer-to-peer review and open, honest and frank debate between like minded executives and a selection of prominent investors.

The forum will provide opportunities for executives to share their successes and debate the opportunities and obstacles that sit between them and their strategic ambitions.

You must be a **HEALTHEX** Badge Holder to access this forum.

The first 1hr 15mins session will provide a deep-dive into the results of the commissioned Investor survey and report.

Executives will be joined by a number of life science sector institutionals and cross-over funds to discuss the results in more detail, interrogate the data and provide conclusion notes.

### Moderator:

Terry O'Dwyer, Co-CEO, Biotech and Money

BRITISH PHARMACOLOGICAL SOCIETY

### ROUNDTABLES

# 11.30 BROADGATE SUITE

### Specific Funding and Finance themed Roundtables

Max.12 persons per table. Seats are allocated first come, first served via online survey and onsite sign-up sheets. If spaces exist on the onsite sign-up sheets, add your name. You must be signed up to attend these sessions.

TABLE 1: HOW TO GET THE MOST MOST VALUE OUT OF YOUR IP

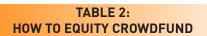
Isobel Finnie, UK and EU Patent Attorney



- Creating an IP strategy to fit your business plan and ensuring your IP is due diligence ready

- The patentability/patent eligibility of biotech inventions is in flux: navigating this to have an internationally robust patenting strategy

- What you can do about conflicting third party patents



Daniel Oliver, CEO



- Equity Crowdfunding is growing fast - it's set to overtake VC investment in the Eurozone by 2020. But how does it really work?

- Specialist-led crowdfunding platforms are already used to fund Pharma Series B in the US, and multi-million rounds are already happening in Europe

- Sector focused crowdfunding is starting to bring real value to Angels and proving to be the perfect complement to highly knowledgeable investors

### TABLE 3: HOW TO ACCESS DEBT FINANCE

Nooman Haque, Director of Healthcare & Life Sciences



Debt finance has become an established way to support life science companies whilst preserving equity structures and assisting investors in their reserves strategy. This session will explore how and when to utilise debt finance in support of your R&D and early development. A session for life science companies that have at least raised a Series A from institutional investors and may still be in R&D/early commercial development.

A case-study table discussion led by the host and guided by participants focusing on the following key themes:

- Why is debt finance in life sciences R&D so much more prevalent in Europe and the US, but not in the UK?

- When are investors likely to support a debt facility?

- Learn about the benefits, challenges & structuring techniques of debt finance and when to utilise it for the maximum advantage

NETWORKING LUNCH SUPPORTED BY

### TABLE 4: HOW TO ATTRACT AND RETAIN TALENT

John Jakenfelds, Global Practice Leader for Life Sciences and Melaine West, Consultant



It is estimated that 100+ leadership teams ("Growing the next generation of UK Management Talent" BIA, 2016) are required over the coming years to build and drive new biotech companies towards commercial success.

- What can be done/is being undertaken to actually solve this challenge in the near term?

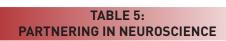


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11.30

#### **Specific Therapeutic area Roundtables**

Max.12 persons per table. Seats are allocated first come, first served via online survey and onsite sign-up sheets. If spaces exist on the onsite sign-up sheets, add your name. You must be signed up to attend these sessions.



Jennifer Laird, Senior Director, Neuroscience S&E



#### **Neurodegenerative Diseases**

- Novel therapeutic approaches for disease modification in neurodegenerative diseases, especially Alzheimer's disease and Parkinson's disease

- Novel treatments that address the symptoms of neurodegenerative disease including psychosis, cognitive impairment, agitation, mood and sleep

#### **Biomarkers**

- Blood-based biomarkers for early detection of amyloidpositive dementia

- Wearable technologies and smartphone applications for early detection of Alzheimer's disease initiation and progression

#### **Pain and Migraine**

- Novel approaches to treat chronic neuropathic, inflammatory or visceral pain

- Migraine prophylaxis

### TABLE 6: AUTOIMMUNE DISEASES: FUTURE R&D DIRECTION:

Adam Houghton, Senior Director & Head, Immunology S&E



 Remaining unmet needs in the disease areas of Rheumatology, Dermatology and Gastroenterology

- Future therapeutic targets and modalities – what can we leverage from R&D in the field of Immuno-Oncology?

- Can future therapies be "personalised" through the development of predictive biomarkers and diagnostics?

#### TABLE 7: INFECTIOUS DISEASE

Michel de Baar, Executive Director, Business Development, Early Stage Search & Evaluation, Infectious Disease Europe



Exploring the microbiome for new drugs and targets to provide new treatments for patients

- Can we apply conventional research approaches, clinical design and business models to develop a successful microbiome-biotech?

- How can biotech and big pharma collaborate to accelerate R&D within the microbiome field?

- How can we provide evidence of efficacy through a relatively undefined 'organ'?

TABLE 8: ADVANCED THERAPIES

Matthew Durdy, Chief Business Officer



Ways to reduce perceived risk and increase value ahead of seeking funding:

- Capital cost, control and IP preservation: alternatives strategies to contract management and "build your own factory"

- Cost of goods: planning for and integrating automation and other ways to address cost of goods concerns.

- Product design: product, pricing, service, reimbursement and preparing for competition.





### **SEED / EARLY-STAGE**



Josh Dance, SVP, Biotech and Money Accelerating

### Accelerating promising programs for VC and pharma

We invite UK and EU Tech Transfer Heads to discuss the innovative approaches being taken by the various offices and the roles they play, and the outcomes they are effecting to support early stage.

Moderator: lain Thomas, Head of Life Sciences, Cambridge Enterprise Tony Hickson, Managing Director, Tech Transfer, Imperial Innovations Anne Lane, Executive Director, UCL Business

Paul van Dun, General Manager, KU Leuven Research and Development Adam Stoten, Head, Tech Transfer, Life Sciences, Oxford University Innovation Isobel Finnie, UK and EU Patent Attorney, Haseltine Lake



### Strengthening UK and EU seed funding

We invite representation from a number of prominent UK and European seed funds to discuss the dynamic that presently exists across Europe and debate what it will take to create a EU seed capital market.

Moderator: Savvas Neophytou, Head of

Life Sciences, Deepbridge Capital Christina Takke, Co-Founder and Managing Director, V-Bio Ventures Viktor Drvota, CIO, Karolinska Development

Michael Brandkamp, Managing Director, High-Tech Gründerfonds Søren Møller, Managing Investment Director, Novo Seeds



#### Pharma's evolving role in early stage collaborations

We invite a selection of Europe's leading pharma innovation Heads to discuss and debate the evolving dynamic and role that pharma play in early stage finance and collaborations across the continent.

Moderator: Adrian Dawkes, Managing Director, PharmaVentures Ltd Tim Luker, Director of External Innovation for Global External R&D, Eli Lilly & Co.

Nathalie ter Wengel, Senior Director, External R&D Innovation, Worldwide R&D Michel de Baar, Executive Director, Business Development, Early Stage Search & Evaluation, Infectious Disease Europe, MSD

### EARLY / GROWTH-STAGE



We invite UK and EU Executives from the most active corporate venture arms to discuss the evolving nature of their role in funding and supporting early and growth stage companies.

Moderator: Deborah Harland, Partner, SR-One

Jeanne Bolger, VP, Venture Investments, JJDC

**Roel Bulthuis,** Managing Director, Merck Ventures

**Johnston Erwin,** Vice President, Corporate Business Development, Eli Lilly & Co.

**Carolyn E Green**, Executive Director, Strategic Investments, Pfizer Worldwide R&D, ERDI

### 2.25

### EU venture financing environment

We invite UK, EU and US venture fund Executives to host an open and frank debate on the continued influence of venture capital on the sector and their appetite for growth and follow-on investments in the UK and EU.

Moderator: Adam Kostyál, Senior Vice President, Listing Services, Europe, Nasdag

**Edward van Wezel,** Managing Partner, BioGeneration Ventures

Francesco de Rubertis, Partner, Medicxi Genghis Lloyd-Harris, Partner, Abingworth

Antoine Papiernik, Managing Partner, Sofinnova Partners



#### The rise of the Family Office in life sciences

We invite a selection of leading Family Offices and advisory executives to discuss the turning tide of high net worths willing to invest in promising life science and medical technology.

Moderator: James Shaw, Co-Founder and Partner, JAG Shaw Baker Chris Donegan, Managing Director Invention Capital Associates Dan Farrell, Chairman & CEO, Privos Capital, Multi-Family Office (MFO) Roberto Barzi, Managing Director, Fort Rock Capital Bence Katai, Partner, BXR Partners

### **CEO FORUM**

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The **second 2hr session** will allow talks and case studies to be presented and peer-reviewed by the group, enabling executives to learn from best practice and successful approaches.

#### TALKS AND CASE STUDIES

1. Investment Banking Outlook

2. PsiOxus Therapeutics - BMS Licensing Agreement

3. Nasdaq - US Public Listing

#### **Presenters and Moderators:**

Gil Bar-Nahum, Managing Director, Global Healthcare, Jefferies Gary Green, Corporate Partner and Head of Global Equity Capital Markets, CMS Cameron McKenna Asaf Homossany, Managing Director, EMEA, Nasdaq 4.15

#### Spotlight on Medicines Discovery Catapult

The Medicines Discovery Catapult has been established as a private sector, industry focused, independent organisation to develop new approaches for the discovery and early development of new medicines helping to transform ideas into commercial products and services.

The MDC will develop and validate new ways of discovering new medicines and supporting the key UK strength in pharmaceutical, biotechnology and contract research organisations.

**Chris Molloy,** CEO, Medicines Discovery Catapult



### Attracting China's start-up and growth funding

We invite a panel of Chinese investment Executives and industry stakeholders to discuss why China's start-up funding is heading to the UK and what we can expect to see from what many are saying is a golden age of UK-China cooperation.

Moderator: John Hodgson, Data Editor, Pharma, SCRIP Intelligence Jiansheng Du, Life Science Specialist, Department for International Trade Simon Haworth, Founder and CEO, Dynasty Bio and Sino-UK Fund Rob Scott, Director, China BlueSky Partners and Investment Director (China), Bio Capital Impact Fund



#### Crossover and alternative investment groups

We invite prominent vc / crossover funds to discuss their strategies and appetites towards VIPEs and 'top-up' financing to both IPO-ready and IPO'd companies. Plus discuss the benefits their approach brings to the corporates themselves.

Moderator: James Shaw, Co-Founder and Partner, JAG Shaw Baker Chau Khuong, Private Equity Partner, Orbimed Chandra Leo, Partner and Investment Advisor, HBM Partners

### 4.15 Inv€\$table

CEOs from the UK and Europe's most progressive drug discovery, development and tool companies take to the podium to pitch their company and research to qualifed investors and pharma BD&L heads.

7 companies will present for 15mins inc. Q&A.

**Peter Pack,** CEO, Crescendo Biologics



Alan Walker, CEO, Ryboquin



Manuel Llobet, CEO, Allergy Therapeutics



**Aram Mangasarian,** CEO, Noxxon Pharma



Neil Miller, CEO, Auspherix



**Scott Robinson,** Founder and CSO, MicroQuin



Luc Dochez, CEO, Tusk Therapeutics



### **CEO FORUM**

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The **third 1hr 45mins session** will be split into 3 sections.

The first **45mins** will allow intimate, 6-8 person roundtable discussions between the group of executives.

#### **ROUNDTABLE TOPICS**

The themes will be crowdsourced from the Executives themselves in the previous session. Executives will then be allocated their own small roundtable group in which to debate and discuss their issues.

#### **GROUP FEEDBACK**

Following the discussion, **30mins** will be allocated to allow all groups to feed back their individual learnings at the end of the session.

#### OUTCOMES

The final **30mins** will be used to agree upon tangible outcomes and deliverables to progress the forum for the next CEO Forum in September.

#### Moderator:

**Chris Moore,** EMEIA Life Sciences Lead Partner, EY



### **NETWORKING DRINKS RECEPTION**

Investors who have registered for the Investor Dinner at Andaz London Hotel, you will be directed from the conference venue at 7.15pm.



Hong Hu, Research Advisor, Lilly Research Laboratories

### It begins with a promise to discover medicines that make life better.

Since 1876, we have worked tirelessly to develop and deliver trusted medicines that meet real needs, finding ways to come through no matter the odds. From the development of insulin to the discovery of new treatments for mental illness, we have pioneered breakthroughs against some of the most stubborn and devastating diseases. We bring this same determination to our work today, uniting our expertise with the creativity of research partners across the globe to keep finding ways to make life better.

To find out more about our promise, visit www.lilly.com/about. 2016 CA Approved for External Use PRINTED IN USA ©2016, Eli Lilly and Company. ALL RIGHTS RESERVED



# The Medicines Discovery Catapult

CATAP

The new national, independent centre of expertise for the discovery and proof of new medicines

- Building partnerships
- Removing bottlenecks
- De-risking investments
- Finding Fast to Patient Solutions

We will support the UK's strong biopharma sector by creating innovative new collaborations with medical research charities, technologists, venture capital funders, regulators and translational academics to bring more medicines into clinical trials.

## We are here to help the UK remain a world-leader in drug discovery.

If you want to find out more about our work visit **md.catapult.org.uk** or contact us on: **info@md.catapult.org.uk** You can also follow us at: **>> @MedDiscCat** 

### DAY TWO - WEDNESDAY 8<sup>TH</sup> FEBRUARY 2017

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### **REGISTRATION AND BREAKFAST**

### biotechandmoney



WELCOME Neil Darkes, Co-CEO, Biotech and Money

### O ANATOMY OF A...' PRIVATE FINANCE RAISE

We invite Executives from UK and EU life science companies that have recently concluded successful private finance raises to share their war stories, KSFs and opinions on current venture fund appetite.

Plus, what we can expect from the companies themselves in the coming year.

Moderator: Joe Pillman, Strategic Business Consultant, JAG Shaw Baker Nicholas Benedict, CEO, Allecra Therapeutics

Nicholas Benefict, CEO, Altecra inerapeutics Niall Martin, CEO, Artios Pharma Robert Tansley, Investment Director, Healthcare, Cambridge Innovation Capital Luc Dochez, CEO, Tusk Therapeutics

### 9.50 ANATOMY OF AN...'

We invite Executives from UK and EU life science companies that have recently conducted successful deals to share their war stories, KSFs and opinions on the deal making environment.

Plus, what we can expect from the companies themselves in the coming year.

Moderator: Philip Broke, Partner, White & Case Thomas Taapken, CFO, Medigene Peter Pack, CEO, Crescendo Biologics Cord Dohrman, CSO, Evotec Ray Barlow, Executive Director, Corporate Development, Amgen Phil L'Huillier, Director of Business Management, Cancer Research Technology

### 10.30 ANATOMY OF AN...' EQUITY CROWDFUND

We invite a leading Crowdfunding platform and a corporate that has been successful in raising and closing financing rounds to share their war stories, KSFs and best practice to securing the desired outcome.

**Goncalo de Vasconcelos,** Co-Founder and CEO, SyndicateRoom





### MEDTECH COMMERCIAL LEADERS KEYNOTE PANEL

Matt Pullan, SVP, BD, Biotech and Money

We invite a mix of EU and US commercial leaders from large and mid-sized global corporates in medtech to discuss how they see the medtech industry evolving, their investment role in this evolution, what is attracting their attention and how are investments being structured.

WELCOME

Moderator: Brian Lovatt, CEO, Vision Healthcare Consultancy Zeev Zehavi, VP, Venture Investments, Medical Devices, JJDC David Neustaedter, VP, Venture Capital, Medtronic Jonathan Goldstein, Director, Corporate Research and Ventures, Boston Scientific Ventures Andreas Wuepper, Director Investments Europe, Fresenius Medical Care Ventures

Assaf Barnea, CEO, Sanara Ventures

### 10.00 MEDTECH INTENT: KEYNOTE INVESTOR PANEL

We invite a mix of active UK, EU and US venture capital and funds in medtech to discuss the range of sources of funding and investment open to medtech and medical device companies, and what they are looking for in an investable business

Moderator: Madeleine Armstrong, Reporter, EP Vantage Daniel O'Mahony, Partner, Seroba Life Sciences Peter Dines, Investment Director, Mercia Technologies Christoph Ruedig, Partner, Albion Ventures Josep Sanfeliu, Co-Founder and Managing Partner, Ysios Capital Partners

Rainer Strohmenger, General Partner, Wellington Partners Anne Portwich, Partner, LSP

### **MORNING REFRESHMENTS, 1-2-1 PARTNERING AND NETWORKING**



### biotechandmoney



WELCOME Terry O'Dwyer, Co-CEO, Biotech and Money



CEOs from the UK and Europe's most progressive drug discovery, development and tool companies take to the podium to pitch their company and research to qualifed investors and pharma BD&L heads.

Companies will present for 15mins inc. Q&A.

Gregg Sando, CEO, Cell Medica



Thomas Taapken, CFO, Medigene



Ted Fjällman, CEO, Prokarium



Tim Dyer, CEO, Addex Therapeutics



Robert Scoffin, CEO, Cresset



Rainer Lichtenberger, CEO, Atriva Therapeutics







WELCOME Josh Dance, SVP, Biotech and Money

9.10

Inv€\$table

CEOs from the UK and Europe's most progressive medtech and device companies take to the podium to pitch their company and technology to qualifed investors and pharma BD&L heads.

Companies will present for 15 mins inc. Q&A.

Peter Crosby, CEO, Mainstay Medical



Martin Frost, CEO, Cambridge Medical Robotics



Peter Hoyer, CCO, Quanta Dialysis Technologies



Kam Pooni, CEO, Glyconics



Federico Bürsgens, Managing Director, GNA Biosolutions



Andy Anderson, CEO, Oxford Impedance Diagnostics



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MORNING REFRESHMENTS, 1-2-1 PARTNERING AND NETWORKING

#### 'Anatomy of an...' 11.20 acquisition / asset acquirer

We invite Executives from UK and EU life science companies that have recently completed acquisitions to share their war stories, KSFs and rationale on heading down the acquisition route.

Plus, what we can expect from the companies themselves in the coming year.

Moderator: Adrian Dawkes, Managing Director, PharmaVentures Ltd Gregg Sando, CEO, Cell Medica Huw Jones, CEO, Chronos Therapeutics Malcolm Weir, CEO, Heptares Rob de Ree, Operating Partner, **BioGeneration Ventures** 



#### 'Anatomy of a...' debt finance

We invite Executives from UK and EU life science companies that have benefitted from issuing convertible bonds to share their approaches, KSFs and how their experiences could pave the way for other companies looking for alternative finance.

Plus, what we can expect from the companies themselves in the coming year.

Moderator: Nooman Haque, Director of Healthcare & Life Sciences (TBC) Edwin Moses, CEO, Ablynx James Kuo, CEO, FIT Biotech



We invite Executives from UK and EU life science companies that have concluded successful public listings to share their war stories, KSFs and opinions on current public market investor appetite.

Plus, what we can expect from the companies themselves in the coming year.

Moderator: Lisa Urguhart, Editor, EP Vantage Joao Andrade, Group CEO, WideCells Group plc Eduardo Bravo, CEO, TiGenix Asaf Homossany, Managing Director, EMEA, Nasdaq



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We invite Executives from medtech and digital health companies that have concluded successful private finance raises to share their war stories, KSFs and opinions on current venture fund appetite.

Moderator: Elizabeth Cairns, Medtech Reporter, EP Vantage Alexander Schmitz, Investment Director,

Endeavour Vision Vijay Barathan, Life Science Partner GM&C Life Sciences Fund, Catapult Ventures

David Holbrook, Investment Director, Cambridge Enterprise and Venture Partner, MTI Ventures Martin Frost, CEO, Cambridge Medical

Robotics

Adam Kelliher, CEO, Avita Medical

#### 'Anatomy of…' 12.00 medtech commercialisation

We invite Executives from medtech companies that have successfully built and commercialised companies to share their war stories, KSFs and the strategies companies should pursue in the quest for growth.

Moderator: Tina Tan, Editor in Chief, Medtech Insight

Peter Hoyer, CCO, Quanta Dialysis Technologies Peter Crosby, CEO, Mainstay Medical

Berwyn Clarke, Chairman, PBD Biotech Alan Edwards, Chairman, ESP Technology, Asep Healthcare and Non-Exec Director, Stent Tek



#### 'Anatomy of a...' strong, healthy valuation

We invite Executives from medtech companies that continue to post strong growth, healthy market valuations and a solid track record to share their thoughts on why the medtech sector is likely to be the most attractive to private and AIM investors over the next 12 months.

Moderator: Gary Green, Corporate Partner and Head of Global Equity Capital Markets, CMS Cameron McKenna Charles Spicer, Chairman, 11 Health & Technologies and Creo Medical Chas Taylor, CEO, Veryan Medical Nissim Darvish, Senior Managing Director, OrbiMed Advisors



Charles Woler, President of the Board, NovellusDx

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Yochi Slonim, CEO, Anima Biotech

**Anima**Biotech Pekka Mattila, CEO, Desentum



Martin Amark, CEO, Xbrane



Troels Jordansen, Chairman, Glycostem



Andy McElroy, CEO, TRN

Morten Persson, CEO, Curasight

*Curasight*>

Aidan Courtney, CEO, Censo Biotechnologies



Bill Mullen, CEO, Momentum Bioscience

Momentum BioScience

Adam Christie, CEO, Calcivis



Lorenzo Pradella, Co-Founder & CEO, Greenbone Ortho



Chris Ball, CEO, Jupiter Diagnostics

Jupiter
 Diagnostics

Bill Allan, CEO, SurgaColl Technologies



Sameer Kothari, CEO, Zilico Ltd.

Christopher Getley, Executive Chairman, AgPlus Diagnostics

AgPlus

Kaisa Helminen, CEO, Fimmic Oy

### **NETWORKING LUNCH AND 1-2-1 PARTNERING**

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### 2.20 <sup>'Anatomy of a...:</sup> M&A and exit

We invite prominent Executives from UK and EU biotech, pharma and Investment Banks to outline their thoughts and views on M&A, trade sale appetite and market forces affecting this dynamic in 2017.

**Moderator: John Hodgson,** Data Editor, Pharma, SCRIP Intelligence **Tim Edwards,** Former Chairman, Atopix Therapeutics

Lucas de Breed, Director, INKEF Capital Alex Leech, CEO, Creabilis



#### 'Anatomy of a...' medtech IPO and public raises

We invite Executives from medtech companies that have concluded successful public and private finance raises to share their war stories, KSFs and what it takes to get an IPO away in todays climate.

Moderator: Philip Broke, Partner, White & Case

Achim Plum, CCO, Curetis Sophie Baratte, CEO, Cellnovo Simon Hubbert, CEO, Lombard Medical

### 2.20 Inv€\$table

Claus Marquordt, Managing Director, RD-Support



David Tuch, CEO, Lightpoint Medical



James Garvin, CEO, CytoBioscience





#### Healthcare outlook; what's hot and what's not

We invite leading life science and healthcare Analysts to share their views on what are the trends driving investment and wider opportunities, what therapeutic areas are attracting the most attention and what predictions are Analysts making for the next 12 months.

Moderator: Sam Fazeli, Head of European Research, Pharamceuticals Analyst, Bloomberg Intelligence Paul Cuddon, Director, Healthcare Equity Research, Numis Securities Julie Simmonds, Director, Equity Research, Panmure Gordon Max Herrmann, Managing Director, Stifel Amy Walker, Partner, Healthcare Equity Research Analyst, Peel Hunt



#### Medtech outlook; what's hot and what's not

We invite leading Medtech Analysts to share their views on what are the trends driving investment and wider opportunities, what device areas are attracting the most attention and what predictions are Analysts making for the next 12 months.

Moderator: Tina Tan, Editor in Chief, Medtech Insight Michael King, Medical Technology Research Analyst, Rx Securities Mick Cooper, Healthcare and Life Sciences Analyst, Trinity Delta

# BISHO

### 2.20 Inv€\$table

Ian Quirk, CEO, Active Needle Technology



Edward Bruce-White, CEO, Combat Medical



Sorin Popa, CEO, Stent-Tek





### AFTERNOON REFRESHMENTS FOLLOWED BY CLOSE OF CONGRESS

# Inv€\$table

YOUR ONSITE GUIDE TO THE 40+ DRUG DISCOVERY & DEVELOPMENT, MEDTECH AND MEDICAL DEVICE INV€\$TABLE SHOWCASES





Presenter: Ian Quirk, CEO Track: Medtech Inv€\$table Room: Bishopsgate 2 Time: 2.20pm, Wednesday 8th

### Market/Technology:

Address the universal problem of needle placement errors in ultrasound-guided needle interventional procedures.

**Ownership:** Private **URL:** www.activeneedle.com



Presenter: Manuel Llobet, CEO Track: Biotech Inv€\$table Room: Broadgate 1 Time: 4.45pm, Tuesday 7th Market/Disease Indication: Prevention, diagnosis and treatment of allergic conditions with a special focus on allergy vaccination (also known as specific immunotherapy.

**Ownership:** Public, LON: AGY **URL:** www.allergytherapeutics.com



Presenter: Tim Dyer, CEO Track: Biotech Inv€\$table Room: Bishopsgate 1 Time: 9.55am, Wednesday 8th

### Market/Disease Indication:

Focused on the development of novel, orally available, small molecule allosteric modulators for neurological disorders

**Ownership:** Public, SWX: ADXN **URL:** www.addextherapeutics.com



Presenter: Yochi Slonim, CEO Track: Biotech Inv€\$table Room: Bishopsgate 1 Time: 11.35am, Wednesday 8th Market/Disease Indication: Pioneering Translation Control Therapeutics, a new class of drugs that control protein translation. Our novel drug discovery platform enables a new therapeutic strategy to approach hard / undruggable protein targets. Ownership: Private URL: www.animabiotech.com



Presenter: Christopher Getley, Executive Chairman Track: Medtech Inv€\$table Room: Bishopsgate 2 Time: 12.50pm, Wednesday 8th

### Market/Technology:

A diagnostic platform that will deliver against the demanding market requirements of a true quantitative PoC, across a wide range of clinical applications. **Ownership:** Private **URL:** www.agplusdiagnostics.com



Presenter: Rainer Lichtenberger, CEO Track: Biotech Inv€\$table Room: Bishopsgate 1 Time: 10.25am, Wednesday 8th

### Market/Disease Indication:

Repurposing existing so-called MEK-inhibitors. First-in-class inhibitors against seasonal and pandemic influenza.

**Ownership:** Private **URL:** www.atriva-therapeutics.com



Presenter: Neil Miller, CSO Track: Biotech Inv€\$table Room: Broadgate 1 Time: 5.15pm, Tuesday 7th Market/Disease Indication: Anti-infectives company that developing a novel class of organogold-based antibiotics, designed to help address the worldwide healthcare crisis of AMR.

**Ownership:** Private **URL:** www.auspherix.com

### CALCiViS

Presenter: Adam Christie, CEO Track: Medtech Inv€\$table Room: Bishopsgate 2 Time: 11.35am, Wednesday 8th

### Market/Technology:

The CALCIVIS dental imaging system uniquely allows the live visualisation of active tooth demineralisation, enabling a new standard of preventive care in dentistry.

**Ownership:** Private **URL:** www.calcivis.com



Presenter: Martin Frost, CEO Track: Medtech Inv€\$table Room: Bishopsgate 2 Time: 9.25am, Wednesday 8th

### Market/Technology:

Cambridge Medical Robotics is a fast growing technology company developing a break-through platform solution for robotic keyhole surgery.

**Ownership:** Private **URL:** www.cmedrobotics.com

### O Cell Medica

Presenter: Gregg Sando, CEO Track: Biotech Inv€\$table Room: Bishopsgate 1 Time: 9.10am, Wednesday 8th Market/Disease Indication: Cell Medica develops. manufactures and markets personalized cellular

immunotherapeutics for cancer and infectious diseases.

**Ownership:** Private **URL:** www.cellmedica.co.uk



Presenter: Peter Pack, CEO **Track:** Biotech Inv€\$table Room: Broadgate 1 Time: 4.15pm, Tuesday 7th Market/Disease Indication: Crescendo Biologics is a biopharmaceutical company discovering and developing differentiated, multifunctional Humabody® therapeutics in Oncology.

**Ownership:** Private URL: www.crescendobiologics.com



Presenter: Aidan Courtney, CEO **Track:** Biotech Inv€\$table Room: Bishopsgate 1 Time: 1.05pm, Wednesday 8th

### Market/Disease Indication:

Censo Biotechnologies Ltd is a stem cell technology company providing human cells and contract research services for drug discovery, toxicity testing and cell banking.

**Ownership:** Private URL: www.censobio.com



Presenter: Robert Scoffin, CEO **Track:** Biotech Inv€\$table Room: Bishopsgate 1 Time: 10.10am, Wednesday 8th

Market/Disease Indication: Cresset provides outstanding contract research services for molecule discovery, optimisation and supply.

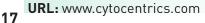
**Ownership:** Private URL: www.cresset-group.com



Presenter: James Garvin, CEO Track: Medtech Inv€\$table Room: Bishopsgate 1 Time: 2.50pm, Wednesday 8th Market/Technology: Bioscience, nanoscience microchip development, algorithms and

engineering to develop and manufacture instrumentation that supports ion channel research and new approaches to disease analysis and individualised treatment modalities.

**Ownership:** Private





Presenter: Pekka Mattila, CEO **Track:** Biotech Inv€\$table Room: Bishopsgate 1 Time: 11.50am, Wednesday 8th

### Market/Disease Indication:

A research-oriented biopharmaceutical company specialised in developing novel types of allergen immunotherapy products.

**Ownership:** Private **URL:** www.desentum.fi



Presenter: Edward Bruce-White,CEO Track: Medtech Inv€\$table Room: Bishopsqate 2 Time: 2.35pm, Wednesday 8th

### Market/Technology:

Multi-patented, hyperthermic, cancer treatment delivery systems for the bladder and various organs within the peritoneal cavity. Enhancing delivery & increasing efficacy of existing & new drugs in cancers.

**Ownership:** Private URL: www.hivec.co.uk



Presenter: Morten Persson, CEO **Track:** Biotech Inv€\$table Room: Bishopsqate 1 Time: 12.50pm, Wednesday 8th

### Market/Disease Indication:

Curasight is a pioneer in the field of exploiting a novel PET imaging target - the urokinase-type plasminogen activator receptor (uPAR) - for improved breast cancer diagnose. **Ownership:** Private URL: www.curasight.com



Presenter: Kaisa Helminen, CEO Track: Medtech Inv€\$table **Room:** Bishopsgate 2 Time: 1.05pm, Wednesday 8th Market/Technology: Using Deep Learning AI and cloud computing, Fimmic's WebMicroscope Software brings fast and accurate diagnostics support to medical microscopy, removing slow, manual and inconsistent workflow. **Ownership:** Private

**URL:** www.webmicroscope.com



**Presenter:** Kam Pooni, CEO **Track:** Medtech Inv€\$table **Room:** Bishopsgate 2 **Time:** 9.55am, Wednesday 8th

### Market/Technology:

Solutions to the definitive diagnosis of COPD and the early identification of exacerbation. A valuable tool for the design and implementation of novel COPD therapeutic interventions. **Ownership:** Private **URL:** www.glyconics.com



**Presenter:** Lorenzo Pradella, CEO **Track:** Medtech Inv€\$table **Room:** Bishopsgate 2 **Time:** 11.50am, Wednesday 8th

### Market/Technology:

Developing a highly innovative, bone regenerating, load-bearing implants to treat severe fractures and conditions such as trauma and tumours that result in extensive bone loss.

**Ownership:** Private **URL:** www.greenbone.it



Presenter: Troels Jordansen, Chairman Track: Biotech Inv€\$table Room: Bishopsgate 1 Time: 12.20pm, Wednesday 8th Market/Disease Indication: An innovator in allogeneic cellular immunotherapy using Natural Killer (NK) cells - oNKord® - or antigen presenting cells - sDCord® - for treatment of leukemia, lymphoma,solid tumors. Ownership: Private URL: www.glycostem.com



**Presenter:** Chris Ball, CEO **Track:** Medtech Inv€\$table **Room:** Bishopsgate 2 **Time:** 12.05pm, Wednesday 8th

### Market/Technology:

Unlike traditional blood testing solutions, our technology offers a more accessible and faster way to get reliable blood results.

### **Ownership:** Private **URL:** www.jupiterdiagnostics.com



Presenter: Peter Crosby, CEO Track: Medtech Inv€\$table Room: Bishopsgate 2 Time: 9.10am, Wednesday 8th Market/Technology:

A European medical device company focused on bringing to market an innovative implantable neurostimulation system, ReActiv8, for people with disabling Chronic Low Back Pain.

**Ownership:** Public, MSTY.IE and MSTY.PA

URL: www.mainstay-medical.com



Presenter: Thomas Taapken, CFO Track: Biotech Inv€\$table Room: Bishopsgate 1 Time: 9.25am, Wednesday 8th Market/Disease Indication: The company is developing highly innovative, complementary treatment platforms to target various types and stages of cancer with candidates in clinical and preclinical development.

Ownership: Public, ETR: MDG1 URL: www.medigene.com



Presenter: Federico Bürsgens, Managing Director Track: Medtech Inv€\$table Room: Bishopsgate 2 Time: 10.10am, Wednesday 8th

### Market/Technology:

Instruments, OEM modules, and assays for ultra-fast, molecular pathogen detection using our breakthrough technology: Laser PCR.

**Ownership:** Private **URL:** www.gna-bio.com



Presenter: David Tuch, CEO Track: Medtech Inv€\$table Room: Bishopsgate 1 Time: 2.35pm, Wednesday 8th Market/Technology: The company's molecular imaging technology, based on Cerenkov Luminescence Imaging, has the potential to detect cancer in realtime during surgery, providing more accurate cancer treatment while sparing healthy tissue. Ownership: Private URL: www.lightpointmedical.com

### MicroQuin

Presenter: Scott Robinson, CEO Track: Biotech Inv€\$table Room: Broadgate 1 Time: 5.30pm, Tuesday 7th Market/Disease Indication: MicroQuin is a biotechnology, R&D based company. We currently focus on developing therapeutics to address a range of oncological disease.

Ownership: Private URL: www.microquin.com

### Momentum BioScience

Presenter: Bill Mullen, CEO Track: Medtech Inv€\$table Room: Bishopsgate 2 Time: 11.20am, Wednesday 8th

### Market/Technology:

A range of innovative diagnostic products to help combat antibiotic resistance and sepsis by providing early detection of the presence and absence of bloodstream infections.

**Ownership:** Private **URL:** www.momentumbio.co.uk



**Presenter:** Andy Anderson, CEO **Track:** Medtech Inv€\$table **Room:** Bishopsgate 2 **Time:** 10.25am, Wednesday 8th

### Market/Technology:

Researches, designs and will market diagnostic tests for the measurement of clinical bio markers that reduce healthcare costs and improve patient outcomes.

**Ownership:** Private **URL:** www.oxfordimpedence.com



Presenter: Charles Woler, President of the Board Track: Biotech Inv€\$table Room: Bishopsgate 1 Time: 11.20am, Wednesday 8th Market/Disease Indication: NovellusDx provides comprehensive, fully-automated, functional gene profiling of individual patient tumors including charting the full landscape of known and unknown mutations. Ownership: Private URL: www.novellusdx.com



Presenter: Ted Fjällman, CEO Track: Biotech Inv€\$table Room: Bishopsgate 1 Time: 9.40am, Wednesday 8th

### Market/Disease Indication:

Prokarium develops oral vaccines against C.diff, exacerbations of COPD/asthma, Chlamydia, and under a UK government contract a plague vaccine.

**Ownership:** Private **URL:** www.prokarium.com



Presenter: Claus Marquordt, MD Track: Medtech Inv€\$table Room: Bishopsgate 1 Time: 2.20pm, Wednesday 8th

### Market/Technology:

Global supplier of bespoke lab-ona-chip development services and owner of world's only direct, fast, reliable and cheap graphene layer manufacturing process on any surface.

**Ownership:** Private **URL:** www.rd-support.eu



Presenter: Alan Walker, CEO Track: Biotech Inv€\$table Room: Broadgate 1 Time: 4.30pm, Tuesday 7th Market/Disease Indication: We use our expertise to turn under-developed intellectual property ideas into viable commercial realities. Focused on commercialising patented technologies in the area of human cancer medicine. Ownership: Private URL: www.ryboquin.co.uk



**Presenter:** Aram Mangasarian, CEO

Track: Biotech Inv€\$table Room: Broadgate 1 Time: 5.00pm, Tuesday 7th Market/Disease Indication: Core focus is on cancer treatment. NOXXON is using its proprietary class of drugs called Spiegelmers\* to target the tumor microenvironment, a new frontier in cancer treatment. Ownership: Public, EPA: ALNOX URL: www.noxxon.com

Quanta

**Presenter:** John Milad, CEO **Track:** Medtech Inv€\$table **Room:** Bishopsgate 2 **Time:** 9.40am, Wednesday 8th

### Market/Technology:

Quanta, a pioneering medical devices company, has developed advanced haemodialysis systems for use in the home and clinic.

**Ownership:** Private **URL:** www.quantdt.com



Presenter: Sorin Popa, CEO Track: Medtech Inv€\$table Room: Bishopsgate 2 Time: 2.50pm, Wednesday 8th

### Market/Technology:

Stent Tek is developing a novel catheter based system that provides a better way for patients to receive haemodialysis (HD) for kidney failure.

**Ownership:** Private **URL:** www.stent-tek.com



Presenter: Bill Allan, CEO Track: Medtech Inv€\$table Room: Bishopsgate 2 Time: 12.20pm, Wednesday 8th

### Market/Technology:

A medical devices company, develops novel tissue regeneration products for the surgical treatment of disease of bone, cartilage, and other human tissue.

**Ownership:** Private **URL:** www.surgacoll.com



Presenter: Martin Amark, CEO Track: Biotech Inv€\$table Room: Bishopsgate 1 Time: 12.05pm, Wednesday 8th

Market/Disease Indication: Xbrane is a biopharmaceutical company specialized in high demand biosimilars and long acting injectables.

**Ownership:** Public, NASDAQ **URL:** www.xbrane.com



Presenter: Andy McElroy, CEO Track: Biotech Inv€\$table Room: Bishopsgate 1 Time: 12.35pm, Tuesday 7th Market/Disease Indication: EmstoPA, a humanised antibody fragment for treatment of bleeding complications in patients who have received the clot buster tPA (Activase®, Alteplase). tPA is used in conditions caused by blood clots; strokes and pulmonary embolism. Ownership: Private URL: www.trn.net



real-time medical diagnostics

Presenter: Sameer Kothari, CEO Track: Medtech Inv€\$table Room: Bishopsgate 2 Time: 12.35pm, Wednesday 8th MarketTechnology: Zilico's first product, ZedScan, is already making significant impact within the cervical cancer diagnostic pathway. Zilico is also developing other real-time diagnostic devices for oral, anal & oesophageal cancers. Ownership: Private URL: www.zilico.co.uk



Presenter: Luc Dochez, CEO Track: Biotech Inv€\$table Room: Broadgate 1 Time: 5.45pm, Tuesday 7th Market/Disease Indication:

Tusk Therapeutics is harnessing the power of the innate immune system to fight cancer through the development of novel immune modulating therapeutics.

**Ownership:** Private **URL:** www.tusktherapeutics.com

### GET INVOLVED AND SHOWCASE YOUR COMPANY AT A FUTURE EVENT

Our mission at Biotech and Money / Medtech and Money is to connect innovative corporates with the right capital.

Inv€\$table Showcases are one of the most effective ways that we can help you promote your company or portfolio company to a global audience.

If you'd like to be considered for an Inv€\$table Showcase at either the **2nd Inv€Stival Showcase** on the 15th November 2017 or at the **4th Biotech and Money / Medtech and Money London Conference** on the 6th & 7th February 2018 then send us an email.

Contact Josh Dance at josh@biotechandmoney.com to reserve your 15mins showcase.

Showcases at both Inv€\$tival Showcase 2016 and Biotech and Money / Medtech and Money London 2017 were sell outs, so don't leave your enquiry too late.

### ATTENDING COMPANIES (525+ ATTENDEES, 370+ COMPANIES)

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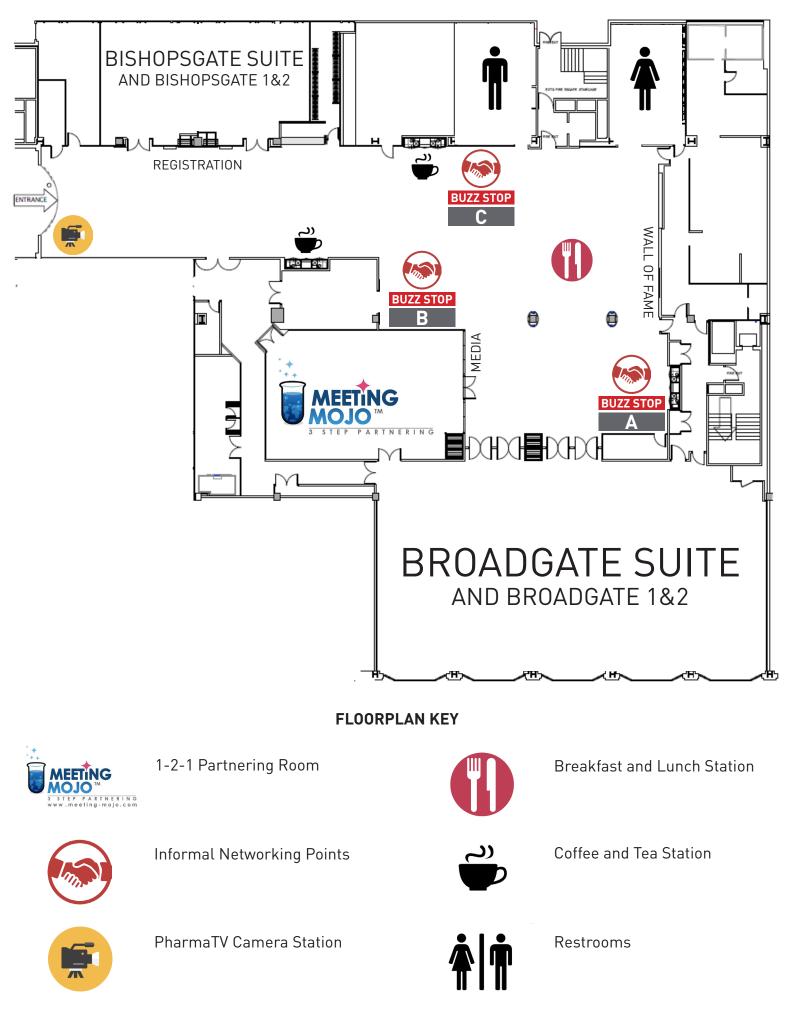
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### **CONFERENCE FLOORPLAN**





### **ASSOCIATE PARTNERS**



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