

BIO DEUTSCHLAND

Biotechnologie-Industrie-Organisation Deutschland e.V.

PARTNERING CONFERENCE

7 TO 8 OCTOBER 2014 | DRESDEN | GERMANY

European Business Development Conference



Big Deals, Big Data, Better Drugs

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THE CONFERENCE

The German Biotech Association BIO Deutschland, the European Association of Pharma Biotechnology (EAPB), European Biopharmaceutical Enterprises (EBE), Eucope and EuropaBio are pleased to invite you to their joint European Business Development Conference in Dresden (Germany) on 7-8 October 2014.

The conference aims to bring together business development executives from international pharmaceutical corporations and European biotech companies with representatives of private equity and venture capital companies.

PROGRAMME

The two-day conference programme provides various opportunities for business networking, company presentations and panel discussions with decision makers from the pharma, biotech and investment sectors.

This year, we will examine topics such as IT strategies for biotech-pharma cooperation, big data analysis and incubators. We will also evaluate the potential of biosimilars, discuss alternatives for R&D financing and learn about the latest findings in immune intervention discoveries.

EXHIBITION

In addition to the conference we will host a Bio-IT exhibition. For Pharma and Biotech joint ventures it is important to figure out the best way of analysing, sharing and securing data. The presenting companies will give a great overview of Bio-IT solutions.

PARTNERING

We will pause our regular conference programme to provide special sessions for speed meetings (10 minutes each) at the first day of the conference. This way you can meet your conference VIPs and maximize your networking success.

Of course further meetings, discussions and networking will be possible during coffee breaks, lunches or the Tuesday evening dinner.

OPPORTUNITIES

You should also make use of the unique opportunity to present your company during the 15-minute slots for presentations and Q&A. Also think about the opportunity to become a sponsor!

Please contact us at +49 30 72625-136
(Matthias Bach, bach@biodeutschland.org).



We look forward to welcoming you at the WESTIN BELLEVUE HOTEL DRESDEN!

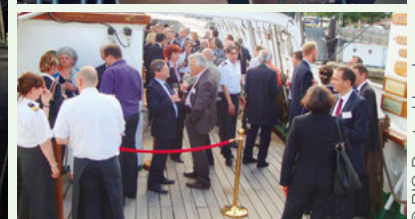
THE VENUE

THE WESTIN BELLEVUE HOTEL DRESDEN is the only hotel in the city where guests can enjoy the world-famous "Canaletto view" of the Old Town on the other side of the River Elbe.

The conference will be held in the hotel's ballroom, with a second room of the same size for one-to-one meetings next to the ballroom. The entrance hall allows several Bio-IT exhibitors to present their products and services. This venue provides everything needed for a successful event.

For further details please visit:
www.biodeutschland.org/ebdc2014.html

IMPRESSIONS 2011, 2012 AND 2013



DAY ONE:

Tuesday, 7 October 2014

- 10:30–11:00 Registration/Breakfast
- 11:00–11:15 **Opening remarks**
Peter Heinrich, BIO Deutschland
- 11:15–11:45 **Keynote**
Nigel Sheail, Bayer HealthCare
- 11:45–12:30 **Partnering** (One-to-One Speed-Meetings)
- 12:30–13:30 Lunch
- 13:30–14:15 **Partnering** (One-to-One Speed-Meetings)
- 14:15–15:45 **Session I:**
Research, development and markets are changing. How can business development successfully adapt and adopt new strategies?
- Keynote & Chair:
Karsten Henco, QLAYM
Oliver Coenenberg, Sanofi-Aventis
Benedikt Hoffmann, Janssen
Jörg Knäblein, Bayer HealthCare
Petra Streng & Markus Tempel, SAP Life Sciences
- 15:45–16:00 **Bio-IT Exhibition Round-Up**
Claudia Englbrecht, BIO Deutschland
- 16:00–16:30 Coffee Break & Partnering
- 16:30–17:30 **Company Presentations**
Chair:
Manfred Horst, MSD France
- 17:30–19:00 **Session II (panel discussion):**
How to boost Biotech's finances in Europe?
- Chair:
Irina Staatz-Granzer, Staatz Business Development & Strategy
Elisabeth Czerepak, Isarna Therapeutics
Jonathan Fassberg, Trout Group (invited)
David Karabelnik, BRESLIN
Jörg Neermann, Life Sciences Partner
- 20:00–22:30 Dinner

DAY TWO:

Wednesday, 8 October 2014

- 09:00–09:30 Registration/Breakfast
- 09:30–10:00 **Keynote**
Jörn-Peter Halle, Merck Serono
- 10:00–11:15 **Company Presentations**
Chair:
Matthias Krings, Catenion
- 11:15–11:45 Coffee Break
- 11:45–13:15 **Session III:**
How will immune-intervention change medicine?
- Robert Ang, Bavarian Nordic
Frank Fliegert, Prima BioMed
Nina Mojas, AstraZeneca
Marlies Sproll, MorphoSys
- 13:15–14:15 Lunch
- 14:15–15:45 **Session IV (panel discussion):**
What is the future of biologics and biosimilars?
- Chair:
Thomas Ostler, Regenold
Nils Debus, Boehringer Ingelheim
Markus Leyck Dieken, Teva Deutschland (invited)
Andreas Herrmann, Alvotech (invited)
Ulrich Obwald, Sandoz
- 15:45–16:00 **Closing remarks**
Titta Rosvall-Puplett, European Biopharmaceutical Enterprises (EBE)
- 16:00 Departure

EXHIBITORS



For further details please visit:

<http://ebdc2014.meeting-mojo.com/page/exhibition>

Registration Form

8th European Business Development Conference
7–8 October 2014 Dresden, Germany

(Register now! Space is limited to a maximum of 100 participants.)



Scan or click to register online

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

Fees

For members of European, Special and Regional Partners⁺

Please mark your choice

Attendance	€ 545.00	<input type="radio"/>
Attendance and company presentation*	€ 1,095.00	<input type="radio"/>
2 nd delegate from same company**	€ 390.00	<input type="radio"/>

⁺ ASEBIO, BIA, BIO Deutschland, Bionow, BioPartner, EAPB, EBE, Eucope, EuropaBio, LISA, OneNucleus, Swiss Biotech Association

Member of

For non-members of the associations mentioned above

Please mark your choice

Attendance	€ 985.00	<input type="radio"/>
Attendance and company presentation*	€ 1,975.00	<input type="radio"/>
2 nd delegate from same company**	€ 830.00	<input type="radio"/>

(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

**2nd delegates are kindly requested to fill in a registration form as well

Terms and Conditions

CANCELLATION

No reimbursement in case of cancellation after 1st September 2014.

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 (fax: +49-30-72625-138) before 10th September.

ACCOMMODATION (special rates only for booking before 25th August)

The conference fee does not include accommodation. Participants are invited to make their own arrangements. Rooms at THE WESTIN BELLEVUE DRESDEN are available from € 119.00 to 154.00 per night including breakfast. Please use the **keyword "EBDC-2014"**.

THE VENUE

THE WESTIN BELLEVUE DRESDEN
Große Meißner Straße 15, 01097 Dresden
Tel. +49 351 805 1733
reservation@westin-dresden.com
www.westinbellevuedresden.com

PAYMENT

An invoice will be mailed, upon receipt of your registration form. 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-2014"**. 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 being made 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.

This contract is subject to German Law.

Delegate Details

(Please complete in capital letters)

First name Last name

Company Position

Address VAT-ID

City Postal Code Country

Phone E-mail

City, Date

Company stamp, Signature

Please fax this registration form to +49 30 72625-138
or register online: <http://ebdc2014.meeting-mojo.com/register>