

HealthTech Innovation Days

October 5&6 2020 at the Peninsula Paris and virtually



Focus on

Impact of Covid-19 on Biotechs and Pharmas and financing opportunities

Interviews of :



Eric Falcand

Eric Falcand, Global Head of Business Development and Licensing, Servier
Speaker at «Facing Covid-19 : challenges for Biotechs and Pharmas»

Link to the replay : <https://htid-paris.streameo.fr/E12.html>



Philippe Monteyne

Partner @Fund+

Speaker at «Impact of the Covid-19 crisis on financing opportunities and risks»

Link to the replay <https://htid-paris.streameo.fr/E5.html>



Nissim Darvish

Partner at Orbimed

Speaker at «Impact of the Covid-19 crisis on financing opportunities and risks»

Link to the replay <https://htid-paris.streameo.fr/E5.html>

Impact of Covid-19 on biotechs and pharmas and financing opportunities



Facing Covid-19: challenges for Biotechs and Pharmas

Eric Falcand, Global Head of Business Development and Licensing, **Servier**

We heard in this roundtable devoted to the way Biotechs and Pharmas face the challenges of COVID-19 pandemic, which was very interesting, with different points of view from Biotechs and Pharmas and more generally from the LEEM. **In fact, the COVID-19 has caused widespread disruption throughout the industry.**

These disruptions have been evident in R&D, with not only delayed clinical trials, but also, as we can see, **a potential impact on data integrity**, especially as there has been a difference in appreciation between the United States and Europe. In Europe, a cautious approach has been adopted and studies have been stopped. In the United States, studies were not always stopped and there was an average delay of only three months in inclusions. However, we can see now that **many COVID-19 patients were included in these studies, and therefore, there is bound to be an impact!**

We obviously heard from speakers as well about the impacts on the supply chain. We must adjust to make sure that essential **drugs will reach patients in all therapeutic domains and not only those concerned by the COVID-19.**

Commercial activities have been impacted as well.

In finance, we have seen the curves; basically there has been a dip in the financing in the early days of March and April. But very quickly, May and June have been the biggest financing month ever for the industry. I think that behind all of this **there's high hope and a great message of positivity**, even if, obviously, the impact on the sector has been tremendous.

We discussed the impact on M&A and partnering. It's very likely that they will not be affected on the long run, even without adjustment, as there will be in fact **more opportunities arising**. Moreover, some companies including biotechs have the ability to execute. It will be a little more complicated in terms of transaction or due diligence but it will not slow down the trend.

I think that the most important message is mainly on the ways of working. Obviously this COVID-19 situation helps people think how to **collectively operate** and how to **interact with other stakeholders**. We have seen unprecedented collaborations between **various stakeholders** and especially with **regulatory bodies**. This is a lesson we should remember as it works, and we should obviously continue this way. We also saw that for the treatment and vaccine against COVID 19. I mean, today everybody is in the same boat **trying to find a solution**.

The last point is about **people**. We have not heard much in this roundtable about recruitment; there have been mixed figures around that, in the sense that some companies have experienced delays in recruitment, others not. So, it varies basically depending on who you are. And, actually that's probably one of the lessons that was given by one panelist, the reality is that the good employee **will be even better after this crisis**, as it has really been a catalyst, and the less performing people prior to the crisis will likely be the losers. **And that is probably the motto of this COVID-19 situation and certainly the conclusion of this workshop.**



«The worldwide pandemic situation is a unique opportunity to rethink the way we collectively operate and collaborate between stakeholders with the need to be faster than ever in discovering and delivering innovative treatments to patients. HealthTech Innovation Days is a great event to meet and interact with other players of the European healthcare ecosystem and we look forward to the 3rd edition in 2021.»

Eric Falcand, Vice-President Global Business Development & Licencing, Servier

Impact of Covid-19 on biotechs and pharmas and financing opportunities



Impact of the Covid-19 crisis on financing opportunities and risks

Philippe Monteyne, Partner @Fund+

Let's talk first about this panel, which debated about the impact of COVID-19 for VCs businesses who invest in biotech companies. With the six people around the table, we covered a broad scope in terms of experiences, in terms of international coverage and type of investments. There were people from **Sofinnova**, **Orbimed** who are very large international funds. We had somebody from **Euronext**, one person from **Financière Arbevel**, which is more boutique based in Paris, and then **Angel Santé** represented the **business angels**.

I am myself a partner at **Fund+** a recently created a fund in Belgium with more than **200 million euros** in asset management and, more than **16 companies** in the portfolio. And it was great to not only to share my experience, but also to compare **my own experience with the experience of these different people** working at the business angel level, working at larger VC level or working with Euronext.

What we all observed is that, for as far as we were concerned, we see that there **is money available to invest in the world**, that the COVID-19 was, of course, making things a **little more complex**. We had then to adapt ourselves to a different way of working, but it was not impossible, and it has been possible to make **very significant investments**, as we made several ourselves. Indeed at Fund+, just over the summer, we finalized **three private investments**. And this is of course a lot for us. What could mitigate the negative downsides as, of course, all our portfolio companies are **suffering from some impact on the clinical development**, on the preclinical development? There is a paradoxical situation between suffering in the execution, the operational difficulties, the operational challenges, and on the other hand the opportunities and the fact that there is money to invest in the biotech world.

So, about HealthTech Innovation Days in general, many congresses are dedicated to early stage biotech companies, startups, and then, of course, you have some events like the JP Morgan conference, which are definitely addressing the very top level and more late stage companies. HealthTech Innovation Days I think has **a card to play** and is playing a good card **in addressing this gap**. The idea to become a sort of mini JP Morgan in Europe would be really ideal !



Nissim Darvish, Partner at Orbimed

«The balance between opportunities and risks»

Let me start with what I find to be interesting and stimulating for me: I did find the lectures where an **overview of current status** of a specific topic like cell therapy or gene therapy was given to be of important for both investors and entrepreneurs. I wish they were more like that. Also the fact that you attracted the strategic to give their view as well as to articulate the topics and type of companies they are looking to collaborate with is **beneficial to the audience**. The discussion following these kind of overview presentations was also **interesting and educational**.

The involvement and the participation of the strategic in the conference and these kind of panel discussion are of importance and will **attract more audience** to the conference. It was interesting to listen to these guys. So I think that was number one of interest for me. Number two in my list was **the 1X1 meetings**, even though they were all virtual meetings. I think I took more than **20 meetings** during the conference, and even more after the conference itself as the time was limited. For the investors this is a **great tool** to follow up with companies and get introduced to **new ideas**. I was back to back meetings with both other VC investors and ventures both early and at more advanced stages. This is a **great platform** to meet companies from all over Europe investors but that gave me a good feeling of what is going on in Europe .

As for the financial/investors/VC panel, I did not find it of real beneficial, and I must admit that I did participate at such panel at the HealthTech Innovation Days. If such a panel will be run again, the topics of discussion should be around what are the hot topics for the VC now adays, what make companies attractive, discuss the difference between USA and EU landscape, what are the gaps; Management, financials ect.

All in all **HealthTech Innovation Days is a great platform that can become on of leading conferences for the healthcare industry in Europe**.

«This new edition of HealthTech Innovation Days has been once again a great success showing how important it is to strengthen relationships between all stakeholders in the health environment- Pharmaceutical companies were proud to participate to such initiative and support the upcoming editions!»

Leem, Les entreprises du médicament

PROGRAM 2020

<https://htid-paris.streameo.fr>



October 5th – Salon Etoile

12:50 – 2:00 PM : Grand Opening & Venture Centre of Excellence Programme Launch

Speakers:

Jan-Philipp Beck, CEO EIT Health
Jean-Marc Bourez, Managing Director of EIT Health France and Head of the VCoE
Thierry Breton, Commissioner at European Commission, Internal Market
Hubert Cottogni, Director and Head of Mandate Management
Alexandra Dublanche, Representative of Ile-De-France Region
Nicolas Dufourcq, CEO at Bpifrance
Maryvonne Hiance, President of HealthTech For Care
Franck Mouthon, President France Biotech and CEO of TheraNexus

2:00 – 3:00 PM : Keynote – Economic impact of Covid-19 on the healthtech ecosystem

Moderated by Christian Pierret, Former French Minister of Industry

Speakers :

Philippe Aghion, Professeur at Collège de France and at London School of Economics, member of Société économétrique and American Academy of Arts and Sciences.
Jan-Philipp Beck, CEO EIT Health
Thierry Breton, Commissioner at European Commission, Internal Market
Stewart Cole, Managing Director at l'Institut Pasteur

3:15 – 4:00 PM : Winning together : Successful corporate, healthtech companies and academic collaborations

Facilitator : Paul Barrett

Speakers :

1. Donna Armentano, Executive Director External R&D Innovation and Global Head Gene Therapy at Pfizer & Jean-Philippe Combal, PharmD, Ph.D co-founder & CEO at Vivet Therapeutics
2. Pr Jean-Yves Blay, Managing Director at Centre Léon Bérard and Président of Unicancer & Dominique Costantini, Chairman and Director of early development chez OSE Immunotherapeutics
3. Amaury Martin, Director, Technology transfer and Industrial partnerships, Institut Curie. & Luigi Ravagnan, Director, Strategic Collaborations, Global Medical, Bristol Myers Squibb

4:00 – 5:00 PM : Why & How setting an efficient corporate governance in innovative firms to support growth ?

Moderated by Lilian Stern, founder of Stern IR

Speakers :

Elsy Boglioli, CEO of Bio-up
Virginie Lléu, Founder and Executive director of L3S Partnership
Cédric Moreau, Partner at Sofinnova Partners
Nawal Ouzren, CEO of Sensorion

5:30 – 6:30 PM : Impact of the Covid-19 crises on financing opportunities and risks

Moderated by : Alain Pujol, Angels Santé Board member

Speakers :

Nissim Darvish, Partner Orbimed (Tel Aviv)
Marc Le Bozec, Fund Manager at Financières Arbevel
Camille Leca, Head of Listing France at Euronext
Philippe Monteyne, Partner @Fund+
Antoine Papiernik, Chairman & Managing Partner at Sofinnova Partners

6:30 – 7:00 PM : Value creation through smart partnerships. The biotech & pharma perspectives

Facilitator : Paul Barrett

Speakers :

Jean-Paul Kress, CEO at MorphoSys AG
Alban De La Sablière, SVP Global Head of Sanofi Partnering.

7:15 PM : Cocktail Reception

Agnès Pannier-Runacher, Minister Delegate to the Minister of the Economy, Finance and Recovery, in charge of Industry

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October 5th – Salon Lobby

2:00 – 2:30 PM : New EU regulations in the Medtech sector

Moderated by Alexandre Regniault, Lawyer at Simmons & Simmons

Speakers :

Marc Julien, Co-CEO Diabeloop

Lionel Dreux, President at GMED

Stéphane Piat, Managing Director at Carmat

Gary Slack, Senior Vice President Global Medical Devices at BSI.

2:30 – 3:00 PM : Medtech – Market Access

Moderated by Samuel Levy, Founding Partner at Lauxera Capital Partners

Speakers :

Graeme Brookes, CEO at Reapplix

Whitney Cypes, Vice President Global Marketing at Allurion Technologies

3:30 – 4:30 PM : VCoE : Innovating for Innovators

Speakers :

Jean-Marc Bourez, EIT Health France Managing Director and Head of the VCoE

Rémi Charrier, Global Head of Institutional Client Relationship, European Investment Fund

Stephan Christgau, Founding Partner, Eir Ventures

VP Value-based health & Innovation lead Europe, Amgen

Marc Julien, CEO, Diabeloop

Tomasz Kozlowski, Head of Mandate and Product Development, European Investment Fund

Patric Gresko, Head of Division – Innovation and Technology Investments, European Investment Fund

Henrik Matthies, Managing Director, Health Innovation Hub (HIH) Germany

Anne Osdoit, Partner, Sofinnova Partners (MDStart Fund)

Thomas Trailov, Director Strategy & Insights | World Business Line Healthcare, Air Liquide Santé International

4:30 – 5:00 PM : Keynote on entrepreneur & VC success (Corvidia Therapeutics learning experience)

Facilitator :Paul Barrett

Speakers :

Marc de Garidel, Chief Executive Officer at Corvidia Therapeutics

Graziano Seghezzi, Managing Partner at Sofinnova Partners

5:30 – 6:30 PM : Opportunities and challenges for Innovative healthtech companies in Europe (Bio-Deutschland & France Biotech)

Moderated by

Pierre Courteille, Chief Commercial Officer & Vice President Business Development at Abivax and VP at France Biotech

Oliver Schacht ,PhD, Bio Deutschland President

Speakers

Pierre Courteille, Chief Commercial Officer & Vice President Business Development at Abivax and VP at France Biotech

Jack Elands, CEO Emergence AG

Mondher Mahjoubi, CEO Innate Pharma

Oliver Schacht ,PhD, Bio Deutschland President

Jan Schmidt- Brand, CEO/CFO Heidelberg Pharma

6:30 – 7:15 PM : Opportunities in setting stronger relationship between, health industry & patient association

Speakers :

Dominique Pon, Minister Collaborator – Strategic Manager of the digital transformation in health & Managing Director of the Clinique Pasteur in Toulouse

Gérard Raymond, President of France Assos Santé

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October 6th – Salon Etoile

8:30 – 11:30 AM : Cellular therapy & gene therapy: where do we stand, what perspectives?

Moderator : Christian Policard, Founding Partner at Biotech Développement Conseils

Chairmen : Pr Fabrice André , Head of Research, Gustave Roussy Institute, Villejuif & Frederic Revah, CEO, Genethon

Speakers :

Sebastian Amignorena, Research Director at Institut Curie, CNRS

Nathalie Cartier-Lacave, Director, NeuroGenCell Brain Lab and Spine Institute (ICM), Pitie-Salpetriere Hospital, Paris

Marina Cavazzana, Head of the Biotherapy Department at Necker Hospital and Imagine Institute

Patrick Henno, Co-founder of EMERCell

Mohamad Mohty, Head of the Hematology and Cellular Therapy Department at Saint-Antoine Hospital and University Pierre & Marie Curie

Jean-Antoine Ribeil, Medical Director in Medical Affairs Department at Bluebird Bio

11:30 – 12:15 PM : Renewed appetite for Medtech markets : VC/ Medtech duo

Moderated by André Michel Ballester

Speakers

Scott Bardo, Senior Healthcare Analyst at Berenberg Bank

Tim Haines, Chairman and Managing Partner at Abingworth

Sacha Loiseau, Venture Partner at Elaia

Bertin Nahum, Founder and President of Quantum Surgical

1:15 – 2:30 PM : Facing Covid-19 : challenges for Biotechs and Pharmas

Moderated by Eric Falcand, Global Head of Business Development and Licensing, Servier & Christian Policard, Founding Partner at Bio Développement Conseil (France)

Speakers :

Hugues Bultot, Co-founder and Chief Executive Officer Univercells

Christian Deleuze, Chairman of the Research & Innovation Commission at Leem

Rahim Fandi, Chief Medical Officer, Oxford Biotherapeutics

Laurent Levy, Co-founder and Chief Executive Officer Nanobiotix

Olivier Madec, Global Head of M&A and Venture Investments Servier

Frédéric Rothenburger, Managing Director at Lazard

Jacques Volckmann, Head R&D France, at Sanofi

2:45 – 3:45 PM : Manufacturing challenges and step forwards in new therapies

Facilitator : Paul Barrett

Speakers :

Serge Braun, Scientific Director at AFM Telethon

Frédéric Collet, Président at Leem (Les Entreprises du Médicament)

Richard Snyder, Vice President, Science and Technology Pharma Services, Viral Vector Services at ThermoFisher

Antoine Jourdan, Health Project Director at Direction Générale des Entreprises

4:15 – 5:30 PM : Amgen & EIT Health plenary session, Unleashing the true potential of AI in healthcare, together

Facilitator : Paul Barrett

Speakers :

Jean-Marc Bourez, Managing Director & Head of the VCoE, EIT Health France

David Dellamonica, Head Value Based Partnership & Digital innovation, DEEP AI Platform founder, Amgen Europe

Frederic Jean, Co-developer, Digital Medical Hub AP-HP

Henrik Matthies, Managing Director, Health Innovation Hub (HIH, Germany)

Philippe Menu, CMO SophiA Genetics

Karl Neuberger, Partner at Quantmetry

Arnaud Rosiers, CEO, Implicity

Stéphane Tholander, CEO & Co-Founder of Cibiltech

Stéphanie Trang, Managing Director of the AI for Health Initiative at Start-up Inside

Nicolas Villain, Director of the Research Department and AI HUB, Philips Healthcare

5:30 – 6:30 PM : Closing ceremony & Cocktail

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October 6th – Salon Lobby

8:45 – 9:45 AM : VCoE : EIF Market Insights (VCoE restricted plenary)

10:15 AM – 12:15 PM : VCoE : Shaping the Member Community Vision and Discussion (VCoE restricted plenary)

1:15 – 2:15 PM : Key Collaboration and Financing Issues during the Covid-19 Pandemic

Moderator

Paul Barrett

Speakers :

Anne-Charlotte Rivière, Partner, Paris at Dechert

David Schulman, Partner, Washington D.C. at Dechert

2:45 – 3:45 PM : Behavior of stakeholders in high volatility innovative markets like HealthTech

Moderated by

Pierre Courteille, Chief Commercial Officer & Vice President Business Development at Abivax and VP France Biotech

Speakers :

Professor Randall Kroszner, Deputy Dean for Executive Programs and Norman R. Bobins Professor of Economics at University of Chicago Booth

Professor Scott Meadow, Clinical Professor of Entrepreneurship at University of Chicago Booth

4:15 – 5:30 PM : Creating a New Culture of Innovation through Collaboration: the Bridging Academia with Industry Paradigm Shift

Moderated by

Gabriela Apiou, PhD, Director of Strategic Alliances at Mass General Research Institute and Assistant Professor of Dermatology at Harvard Medical School

& Robert Tepper, MD, Partner at Third Rock Ventures and Member of the Mass General Research Institute Advisory Council.

Speakers :

Patrick Fortune, PhD, Vice President, Market Sector at Mass General Brigham Innovation Office

Saptarsi Haldar, MD, Vice President of Research and Head of Cardometabolic Discovery at Amgen

Anthony Rosenzweig, MD, Chief of the Cardiology Division at Mass General Hospital

5:30 – 6:30 PM : Closing ceremony & Cocktail

Replays of the round tables : <https://htid-paris.streameo.fr>

About HealthTech For Care



The HealthTech For Care endowment fund, launched by France Biotech, is designed to support and promote access to care for all and, more specifically, to new medical technologies and drugs. The missions of the endowment fund are structured around three main areas: Supporting the development of the entire health ecosystem, accelerating the development of innovative therapies and treatments, and promoting better access to healthcare for patients in the French healthcare system and more widely throughout Europe. HealthTech For Care is administrated by Maryvonne Hiance, Elsy Boglioli, David Caumartin, Pierre Courteille, Eric Falcand, Marc Le Bozec, Cédric Moreau, Franck Mouthon, Christian Pierret and Christian Policard.

About EIT Health



Europe faces a turning point in health. An ageing population, the rising burden of chronic disease, and growing multi-morbidity are all placing pressure on health systems across Europe.

EIT Health is a vast, vibrant community of world leading health innovators backed by the European Union. Working across borders, our network connects approximately 150 world-class partner organisations, as well as entrepreneurs, start-ups and SMEs from the worlds of business, research, education and healthcare delivery. Our aim is to answer the biggest health challenges Europe faces and we believe that life changing innovation happens when these worlds meet and collaborate. That's why we call this the 'knowledge triangle'.

From our headquarters in Munich, six regional Innovation Hubs and InnoStars cluster, which brings together organisations from regions in which the overall pace of innovation is more moderate, we provide an ecosystem in which fresh thinking can thrive. Our Regional Innovation Scheme further expands our presence in 13 countries across Central, Eastern and Southern Europe. EIT Health also leads the development of the EIT Hub in Israel, which connects innovators across Europe to other key thriving ecosystems beyond the EU.

EIT Health is supported by the European Institute of Innovation and Technology (EIT), a body of the European Union. Our ambition is to enable people in Europe to live longer, healthier lives by transforming businesses and delivering new products and services that can progress healthcare in Europe and strengthen our economy.

EIT Health: Together for healthy lives in Europe.
For more information visit: www.eithealth.eu

About France Biotech



Founded in 1997, France Biotech is an independent association that brings together the country's leading innovative health companies and their expert partners. As a leader in health innovation and a privileged intermediary with public authorities in France and Europe, France Biotech's mission is to support the development of this industry in France, by improving the tax, legal, regulatory and managerial environment in which these companies operate and by advocating for their recognition as a leading-edge industry. France Biotech also aims to turn French innovative health technology companies into world leaders capable of designing and developing new innovations quickly and make them available and accessible to patients. France Biotech has founded and is developing the « HealthTech For Care » fund to strengthen the ability to federate, structure and encourage cooperation between the various stakeholders in the health tech sector in France and Europe. France Biotech is chaired since September 2019 by Franck Mouthon, CEO of Theranexus...

KEY NUMBERS 2020



2 Days in Paris and
in virtual
October 5&6, 2020



Hybrid event



Support
From Europe
and France



780
Participants



19
Conferences with
experts and KOLs



1000
Private meetings



15
Pharmaceutical
groups



300
Investors from all
around the world



150
HealthTech
Companies

Looking forward to seeing
you for HealthTech
Innovation Days 3 in 2021

Thanks to our partners



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HealthTech For Care
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EIT Health is supported by the EIT, a body of the European Union

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