

2ND ANNUAL

biotechandmoney LONDON

CO-LOCATED WITH
HealthEx
CEO / CFO FORUM | LONDON

2016
* EVENT REPORT *

2 - 3 FEBRUARY 2016 | ETC. VENUES, 155 BISHOPSGATE | LONDON

100+
SPEAKERS

360+
EXECUTIVES



BRINGING DEALS TO LIFE

LEAD PARTNER



PLATINUM PARTNER



GOLD PARTNERS



SILVER PARTNERS



WILMER OUTLER PICKERING HALE AND ODRR LLP

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#BMLDN16

WELCOME



Dear Reader,

We were proud to welcome over 360 Life Science Executives to the 2nd annual Biotech and Money London conference on the 2nd - 3rd February.

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

This year we were pleased to be able to announce the launch of a Healthcare Investment industry report – an initiative created and driven by the CEO's who meet at our HealthEx CEO Forum, and backed by dozens of CEOs in the industry, as well as industry stalwarts such as Neil Woodford, BIA, LSE, Imperial Innovations and Rt. Hon. George Freeman MP. The theme this year was about how the UK life science sector can seize the opportunity to thrive, and we went to great lengths to showcase the best of British opportunities.

Our discussion groups broke the mould in finding solutions to the challenges of modern deal making, funding, financing and investment and our second day focused on showcasing pharma opportunities for partnership, investment and business development in addition to highlighting 12 Ones to Watch showcases from emerging and established companies.

This conference is where pharma, investors and lifescience companies find partners, access innovation, find funding and brainstorm the solutions to further their business needs.

Terence O'Dwyer
Co-CEO

Neil Darkes
Co-CEO

WHAT WAS NEW?

[EXCLUSIVE REPORT LAUNCH OF 'THE STATE OF THE UK'S HEALTHCARE & LIFE SCIENCES SECTORS – MYTHS, REALITIES AND CHALLENGES'

n PHARMA FORUM DAY FEATURES MAJOR PHARMA AND LARGE BIOTECH BD PLATFORMS TO SHOWCASE THEIR PARTNERING FOCI

t 'ONES TO WATCH' BIOTECH AND ACADEMIC FOUNDER SHOWCASES HIGHLIGHTING THE NEXT GENERATION OF INNOVATION

WHAT MAKES US DIFFERENT



60MIN KEYNOTE PANELS WITH LIFE SCIENCE PIONEERS
INSPIRATIONAL, THOUGHT PROVOKING AND HIGH LEVEL



THEMATIC PANELS ON STRATEGIC OPPORTUNITIES
ENGAGE IN Q&A WITH QUALIFIED INDUSTRY EXPERTS



40MIN DISCUSSION GROUPS ON AREAS OF THE FUNDING LIFECYCLE
EXECUTIVE LEVEL PEER-TO-PEER DEBATE & OUTCOMES



PHARMA AND LARGE BIOTECH FORUM
OUTLINING PARTNERING AND BD OPPORTUNITIES



'ONES TO WATCH' AND ONLINE INVESTOR / PARTNERING SLIDE DECKS
SHOWCASING INNOVATIVE LIFE SCIENCE COMPANIES



1-2-1 PARTNERING SYSTEM
FORMAL SESSIONS TO MEET AND DO BUSINESS

ONLINE 1-2-1 PARTNERING APP

The conference provided dedicated out of session networking time to hold those all important face-to-face meetings.

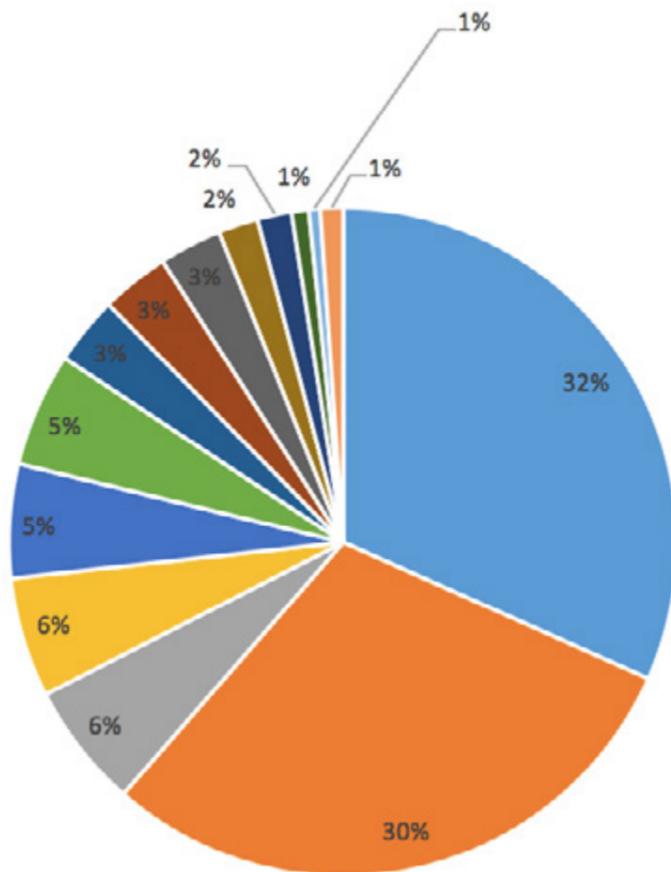
To ensure delegates maximised this time we provided attendees with access to Meeting Mojo, the congress 1-2-1 Partnering App, to create an online profile and book meetings.

The App is a rapid, convenient way for you to search, qualify, arrange meetings and prioritise your time onsite.

The congress also provided dedicated meeting rooms with tables and chairs for pre-arranged meetings plus many more informal meeting points located throughout the venue.

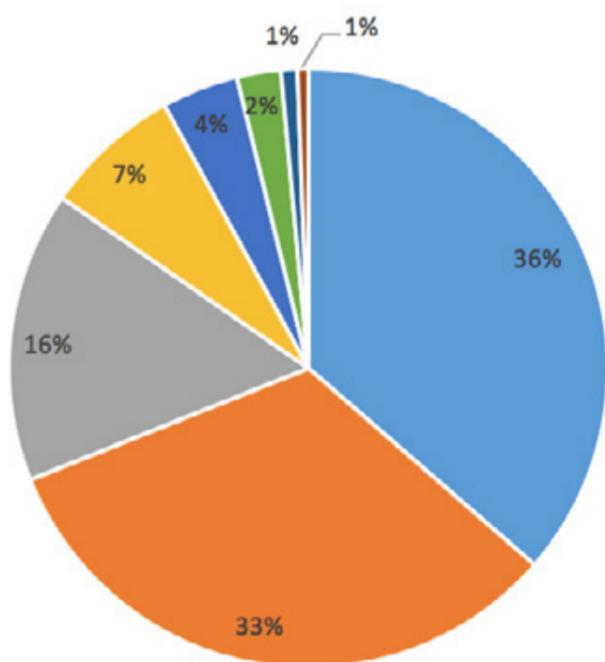
ATTENDEE DEMOGRAPHICS

Sector breakdown



- 32% Life Science Company
- 30% Investor / IP Commercialisation / Acquisition Vehicle
- 6% Large Pharma / Big Biotech
- 6% Market Intelligence / Media
- 6% Patent Attorney / IP Firm / Law Firm
- 6% Corporate / Investment Bank
- 3% Academia / Institute / Tech Transfer Office
- 3% Foundation / NGO / Government
- 3% Global Advisory / Consultant / Accountant
- 2% IR / PR / Strategic Communications
- 2% Accelerator / Incubator / Science Park
- 1% Executive Search
- 1% Exchange
- 1% Other

Job title breakdown



- 36% CxO / Chairman / President / CoFounder / MD
- 33% Director / Manager
- 16% Angel / Partner / Managing Partner / Principal
- 7% Analyst / Editor
- 4% VP / EVP / SVP
- 2% Executive / Associate / Senior Associate
- 1% Consultant
- 1% Professor / Post Doc / Student / Entrepreneur

A SELECTION OF TESTIMONIALS



'Biotech and Money London is gathering the right people in the City.... It gets public market interest. It then addresses relevant topics in a format that works.'

Andy Richards, Serial Biotechnology Entrepreneur and Business Angel

'Biotech and Money London is a mix of top rank investors with interesting investment opportunities.'

Damian Marron, EIR, Loxbridge



'If I had to sum up in one sentence my experience here in Biotech and Money London, I would definitely say 'time well spent''

Gavin Clarke, Director of Licensing, CN Bio Innovations

'Biotech and Money London can be defined as a very good networking event with interesting panel topics!'

Eva-Lotta Allan, CBO, Immunocore



'Biotech and Money London is undoubtedly an excellent place for networking opportunity.'

Melya Hughes Cramer, Partner, Ventac Partners

'One of the distinctive features of Biotech and Money is that it presents an up to date insight into the thinking of the investment community.'

John Normanton, CEO Designate, EstryX Pharma



'The CEO Forum gave me the feeling that it's a slightly different forum where actually CEOs did have some outcome from the discussions. It's a particularly interesting forum to make change in the UK biotech and pharma sectors.' Peter George, CEO, Clinigen

'What I liked about Biotech and Money London is the opportunity to meet a lot of people from different aspects of the business and connect.'

Claire Brown, Investment Manager, Alderley Park Ventures



'The investor/partnering showcase presentations given by the next generation of British Life Sciences entrepreneurs and leading British Life Science companies in the 'UK Ones to Watch' session was a very efficient way to get a broad sweep of sector activity.' David Ford, Founder, Arrowfield Capital

'Biotech and Money London offers a very current outlook on biotech and key opinion present.'

Henrik Hagemann, Co-Founder, Customem



8.00 REGISTRATION AND BREAKFAST
(BLUE DOT badge holders may attend Investor Breakfast in Bishopsgate 2)

9.00 WELCOME REMARKS
Terry O'Dwyer, Co-CEO, Biotech and Money
Neil Darkes, Co-CEO, Biotech and Money

9.05 OPENING KEYNOTE PANEL:
REPORT LAUNCH AND LIFESCIENCE INVESTMENT IN THE UK: FACT AND FICTION

BROADGATE SUITE HOW CAN THE UK HARNESS THE OPPORTUNITY TO THRIVE?

- Can the UK build a life science sector to rival that of the US? How?
- What are the catalysts and inhibitors?
- How can the lack of sources of capital and shortage of knowledgeable investors be addressed?
- What is the role of big pharma in capitalizing on the opportunity in the UK?
- How can incentives for investment be increased and the funding environment improved?

Over 25 of the UK's leading healthcare company CEO's, leading investors, banks and stakeholders have come together to bring you a groundbreaking report that illustrates the fundamental truths about investing in the UK. Hard facts, sound bite data and in depth case studies will debunk the myths about healthcare investment in this country. This session will feature some of the cornerstone players in the report to discuss and debate the findings and highlights.

Moderator: David MacMurchy, Head of Life Sciences, EY
Dr Darrin Disley, CEO, Horizon Discovery
Peter George, CEO, Clinigen
Russ Cummings, CEO, Imperial Innovations
Elizabeth Klein, Founder, Klein-Edmonds Associates
Cailin McGurk, Executive Director, Healthcare Investment Banking, JP Morgan

10.05 KEYNOTE PANEL:
THE VICES AND VIRTUES OF PATIENT CAPITAL

- BROADGATE SUITE**
- Will the patient capital approach pay off? Why?
 - What business models are being backed and why?
 - What are the risk profiles being considered and why?
 - How much of the funds are earmarked for UK, or are funds invested opportunistically?
 - What are the strategies and drivers underpinning investment decisions?
 - Is there enough critical mass of patient investors now to feed the supply of innovation coming out of the UK?

Moderator: Sam Fazeli, Senior Analyst and European Head, Bloomberg Intelligence
Nigel Pitchford, CIO, Imperial Innovations
Peter Dines, Head of Life Sciences, Mercia Fund Management
Robert Tansley, Investment Director, Cambridge Innovation Capital
Sam Williams, Head, Biotech, IP Group

10.45 FIRESIDE CHAT:
UK MONEY FLOW

BROADGATE SUITE As the UK finally starts to catch up with US in biotech investment, with capital funding more than doubling last year here in the UK, we take the opportunity to hold an exclusive fireside chat with Jim Mellon, to provide his take on the emerging dynamic and to hear about emerging investment preferences.

- Investment in Life Sciences and what is attractive about the sector right now?
- What are some of the greatest investment opportunities for the sector?
- What are the parallels / differences being seen with the US landscape?
- What do we need to see more of / what still needs to happen in this sector?
- What can we expect from Mann Bioinvest in the coming 12 months?

Moderator: Peter Evans, Leisure and Pharmaceutical Reporter, The Sunday Times
Jim Mellon, Serial Entrepreneur and Founder, Mann Bioinvest

11.15 MORNING REFRESHMENTS, 1-2-1 PARTNERING AND NETWORKING

EARLY-STAGE

11.45 Is technology transfer and translation working in life sciences?

BROADGATE 1

- Is technology transfer broken? What needs fixing, and how will it be done?
- What are the real truths about valuing IP and risk sharing?
- How can the eco system in the midlands, North and Scotland be leveraged and strengthened?
- How can TTO's add the most value for entrepreneurs, and how can they collaborate strategically with industry?
- How is pharma's approach to translation and accessing of innovative medicines changing?

Moderator: Malcolm Skingle, Director, Academic Liaison, GSK
Adam Stoten, Head of Technology Transfer, Life Sciences. Isis Innovation
Tony Hickson, Managing Director, Tech Transfer, Imperial Innovations
Iain Thomas, Head of Life Sciences, Cambridge Enterprise
Mike Capaldi, CEO, SUNERGOS Innovations
Steven Walls, Partner, Gill Jennings & Every LLP

GROWTH-STAGE

11.45 How to fund development and growth stage companies

BROADGATE 2

- Understanding different approaches to company creation and funding: what works, when and why?
- Is the traditional VC model in danger of being overtaken by patient capital?
- How is the role of the CVC changing?
- The role of private equity, hedge funds and family offices in funding life sciences
- How is the current financing environment shaping strategies?

Moderator: Deborah Harland, Partner, SR-One
Hakan Goker, Partner, MS Ventures
Genghis Lloyd-Harris, Partner, Abingworth
Shahzad Malik, General Partner, Advent Life Sciences
Hamish Cameron, Operating Partner, SV Life Sciences
Sinclair Dunlop, Managing Partner, Epidarex Capital

HEALTHEX FORUM

11.45 HealthEx Forum is a closed door, Chatham House, invite only forum for CEOs, CFOs and Chairmen of listed life science and healthcare companies. RED DOT badge holders may only attend.

BISHOPSGATE 1&2

How to improve investor appetite for the sector

- How do we get more generalist investors educated and interested?
- How can the dearth of specialist investors and supporting analyst community in Europe be addressed?
- How to celebrate success stories and communicate them?
- AIM vs Full list is there a difference for investors?
- What does a successful financing look like?
- How will capital raising strategies change in 2016?

Moderators:
Freddy Crossley, Partner, Corporate Finance, Panmure Gordon & Co. (C)
Julie Simmonds, Director, Equity Research, Panmure Gordon (C)

12.25 Crossing the valley of death: funding, financing and strategy

BROADGATE 1

- What is the current state of the market for early stage funding?
- Beyond bootstrapping, competitions and grants: What are some of the offbeat approaches to bridging the gap?
- Debt financing and creative financing options: when are they appropriate?
- How to position the company to raise capital, how to allocate equity and how to think about vesting criteria
- The role of new asset class of investors in early stage funding

Moderator: Sue Staunton, Partner, James Cowper
Richard Seabrook, Head of Business Development, Innovations, Wellcome Trust
James Shaw, Co-Founder, JAG Shaw Baker
Francois Martelet, CEO, NetScientific
Ayal Ronen, Vice President, FreeMind Group
Goncalo de Vasconcelos, CEO, Syndicate Room

12.25 Licensing, asset acquisitions and innovative deal structures

BROADGATE 2

- What are some of the most innovative deal structures we've seen? Why have these trends developed?
- What is the current thinking behind recent valuations? Does this need to change? What needs to change?
- What do you see as the major internal and external factors influencing agreements
- Is there the right balance between up-front payments and milestones in today's deal making?
- What are the challenges you see being faced by Executives of both large and small companies both?

Moderator: Lisa Urquhart, Editor, EP Vantage
Keith Blundy, CEO, Cancer Research Technology
Timothy Herpin, Vice President, Head of Transactions (UK), Business Development, AstraZeneca
Eva-Lotta Allan, CBO, Immunocore
John Rountree, Partner, Novasecta Ltd.
Stewart Kay, Director, Transactions, GSK

12.25 HealthEx Forum is a closed door, Chatham House, invite only forum for CEOs, CFOs and Chairmen of listed life science and healthcare companies. RED DOT badge holders may only attend.

BISHOPSGATE 1&2

US vs EU Listings? How and where should you tap public markets?

- How should current trends in listing / placements inform your capital strategy?
- Comparing and contrasting US with EU listings and placements and and key success factors
- How to ensure listings and placements are value creative
- Considerations in tapping US vs. EU markets
- What should CEOs / CFOs be aware of in today's climate?

Moderators:
Adam Kostyal, SVP Global Listing Services, EMEA, Nasdaq
Asaf Homossany, Managing Director, EMEA, Nasdaq

1.05 NETWORKING LUNCH, 1-2-1 PARTNERING AND NETWORKING

TRACKS

EARLY-STAGE

2.05 How to fly with Angels?

BROADGATE 1

- What do Angels and high net worths look for in a life science start up?
- How do you win them over?
- How to pitch to an Angel
- Ensuring mutually beneficial incentives, terms and deal structures
- What should every Entrepreneur be prepared for?

Moderator: Simon Kerry, CEO, Karus Therapeutics
Will West, Executive Chairman and Board Member, CellCentric
Andy Richards CBE, Serial Biotechnology Entrepreneur and Business Angel
Anthony Clarke, CEO, Angel Capital Group
Eileen Modral, Investment Network Manager, Oxford Investment Opportunity Network and Oxford Early Investments

GROWTH-STAGE

2.05 Tales from the road: successful private financing deals

BROADGATE 2

Executives share their tips, tricks, war stories and key success factors. Plus comment on:

- Viewpoints on investment momentum and investor sources
- How liquid is money flow right now?
- Are investor expectations fluid?
- What to expect from the CEOs and companies themselves

Moderator: Makiko Kitamura, European Health and Science Reporter, Bloomberg News
John Beadle, CEO, PsiOxus Therapeutics
Jonathan Allis, CEO, Blue Earth Diagnostics
David Fellows, CEO, NightstaRx
Kevin Johnson, Venture Partner, Index Ventures
Maina Bhaman, Director of Healthcare Investments, Imperial Innovations

HEALTHEX FORUM

2.05 HealthEx Forum is a closed door, Chatham House, invite only forum for CEOs, CFOs and Chairmen of listed life science and healthcare companies. RED DOT badge holders may only attend.

BISHOPSGATE 1&2

Creating and unlocking value: how and where to grow?

- How should current trends in M&A and licensing inform your growth strategy?
- Comparing and contrasting M&A strategies and key success factors
- How to ensure M&A is value creative
- How can capital be used more efficiently?
- Considerations in moving into new markets vs expanding your share in existing markets

Moderators:
Jamie Heath, Head of Life Sciences Transaction Advisory, Europe, Middle East, Africa and India, EY
David Scourfield, Head of UK Life Science M&A, EY

2.45 How to realise the true value of industry-academia collaboration

BROADGATE 1

- What is the most efficient model for how pharma and academia can collaborate?
- Understanding the drivers, desires and deal breakers
- Understanding and developing new models of commercialising university IP
- Open innovation: what are the motivators for pharma, and where will it lead?

Moderator: John Hodgson, Data Editor, SCRIP
Tim Luker, Senior VP, External R&D, Lilly
Mene Pangalos, EVP, Innovative Medicines and Early Development, AstraZeneca
Paul-Peter Tak, Chief Immunology Officer & SVP R&D Pipeline, GSK
Juan Carlos Lopez, Head, Academic Relations and Collaborations, Roche
Harren Jhoti, President and CEO, Astex Therapeutics

2.45 Achieving success on UK public markets

BROADGATE 2

CEOs from recent public raises share their tips, tricks, war stories and key success factors. Plus comment on:

- What forces have been driving IPO, and are they here to stay?
- Will high valuations and a strong IPO market continue?
- What impact is the mainstream investor appeal of Biotech having on the sector?
- What external factors will impact market momentum?

Moderator: Gary Green, Corporate Partner and Head of Equity Capital Markets, CMS Cameron McKenna
Martin Whitaker, CEO, Diurnal Group
Markku Jalkanen, CEO, Faron Pharmaceuticals
Andrew Franklin, CFO, Alliance Pharmaceuticals
Paul Cuddon, Director, Healthcare Equity Research, Numis Securities

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BISHOPSGATE 1&2

Strategic transactions to realise value

- When to realise value
- Bringing about the deal
- Deal alternatives: licensing, partnerships and joint ventures, M&A, and hybrid deals
- What works and what doesn't: and why?

Moderators:
Paul Claydon, Partner and Head, Corporate Practice, Europe, Covington & Burling
James Halstead, Partner, Corporate Practice, Europe, Covington & Burling

3.55 PLENARY PANEL: CAPITAL MARKETS AND WINDOWS OF OPPORTUNITY

BROADGATE SUITE

- How long will current market conditions last?
- What can we expect from the next IPO window?
- How much can the UK and EU expect to be influenced by US market conditions?
- Creative strategies to raise capital and tap the market
- What have recent success stories taught us?
- Assessing the current level of investor enthusiasm for life science and healthcare stocks
- How to appeal to the modern generalist investor

Moderator: John Hodgson, Data Editor, SCRIP
Adam Kostyal, EVP EMEA, Nasdaq
Peter Grant, CEO, Skyepharma
Paul Tomasic, Managing Director, Healthcare EMEA, RBC Capital Markets

4.35 PLENARY PANEL: M&A, CORPORATE GROWTH AND EXITS

BROADGATE SUITE

- What is the current industry appetite for M&A?
- What are some of the more creative M&A strategies you have witnessed?
- What are some of the common due diligence and transactional risk management challenges that exist in this sector?
- What advice would you give to acquirers on identifying targets and unlocking post-deal synergies?
- How do you see M&A activity in the biotech and pharmaceutical sector progressing in 2016?

Moderator: Simon Amies, Partner, Corporate Practice, Europe, Covington & Burling
John Burt, CEO, Abzena
Andrea Ponti, Executive Partner and Founder, GHO Capital
Matthew Foy, Partner, SR-One
Sander Sloodweg, Managing Partner, Forbion Capital
Sam Fazeli, Senior Analyst and European Head, Bloomberg Intelligence

5.15 CLOSING PANEL: THE NEXT BIG THING? THE IMPENDING ADVANCED THERAPIES REVOLUTION

BROADGATE SUITE

- Why are we now talking about an inflection point with cell / advanced therapies?
- Poised for success in the clinic: how data will define and help separate the hype from hope
- Where are we on the route to Pharma acceptance, adoption, interest and investment?
- What still needs to be overcome on regulation, reimbursement and pricing?
- How does the industry instill confidence in patients, investors, regulators and Pharma?

Moderator: Julie Simmonds, Director, Equity Research, Panmure Gordon
Keith Thompson, Chief Executive, Cell Therapy Catapult
Zami Aberman, CEO, Pluristem
Gbola Amusa, Director of Research, Head of Healthcare Research, Chardan Capital Markets

5.55 CLOSE OF DAY FOLLOWED BY NETWORKING DRINKS RECEPTION

ATRIUM

3.25 AFTERNOON REFRESHMENTS, 1-2-1 PARTNERING AND NETWORKING

DAY TWO - WEDNESDAY 3RD FEBRUARY 2016

8.30 REGISTRATION AND BREAKFAST

9.00 WELCOME REMARKS
Terry O'Dwyer, Co-CEO, Biotech and Money
Neil Darkes, Co-CEO, Biotech and Money

9.05 KEYNOTE FIRESIDE CHATS:
WHERE NEXT FOR LIFE SCIENCE INNOVATION?

This session will feature fireside chats with Executives from prominent UK Agencies, Associations or initiatives. There are so many wonderful initiatives looking to unlock opportunities and create value for life science companies and Big Pharma in the UK. In this session, we're bringing together the leaders of established, growing and newly established UK catalysts to update you on what we can expect to see in the next 12 months.

Moderator: Adrian Dawkes, Vice President, PharmaVentures
Zahid Latif, Head of Healthcare, Innovate UK
John Mckinley, CEO, Precision Medicine Catapult
Sarah Haywood, CEO, MedCity

9.45 KEYNOTE PANEL:
NEW HORIZONS FOR CORPORATE AND BUSINESS DEVELOPMENT

- Are valuations now sufficiently attractive and realistic?
- What M&A strategies will create the winners and losers?
- With interest rates tightening, and cash being cheap, will we see greater risks being taken in M&A? Are pharma going to be more opportunistic?
- Where are the hot areas of activity in M&A? Where will they likely be in the foreseeable future?
- How can companies create optimal conditions and opportunities for M&A?
- How can integrations deliver value to shareholders?

Moderator: Surani Fernando, Editor, EMEA, BioPharm Insight
Luigi la Corte, Head of WWBD, GSK
Lubor Gaal, Head of External Innovation and Licensing, Almirall
Susan Herbert, EVP, Head of Global Business Development & Alliance Management, Biopharma, Merck KGaA

10.30 MORNING REFRESHMENTS, 1-2-1 PARTNERING AND NETWORKING

TRACKS

Pharma Forum

UK Ones to Watch

11.00 DISEASE LEADERSHIP: PHARMA AND BIG BIOTECH PARTNERING AND BD FORUM

Over 3.5 hrs of presentations from major Pharma and Big Biotech BD heads showcasing their external partnering and business development opportunities. Companies will be giving 30mins presentations:

- Where are the opportunities to work with Pharma?
- What are their external R&D approaches and their corporate development partnering strategies?
- What are they looking for and why?
- What is the best way to work with them?

 Tim Luker, Senior VP, External R&D, Eli Lilly & Co.

11.00 ONES TO WATCH: SHOWCASES FROM LEADING AND EMERGING UK LIFE SCIENCE CO'S

Companies will be giving 20mins investor / partnering showcase presentations:

IMMUNOCORE Eva-Lotta Allan, CBO, Immunocore



Clive Dix, Executive Chairman, C4X Discovery



Robert Habib, CEO, MiNA Therapeutics

BROADGATE 2

 Nadler Halim, Director, Centers for Therapeutic Innovation, Pfizer

 Judith Hills, Senior Vice President Corporate Business Development, Ipsen

 Susan Herbert, Executive Vice President, Head of Global Business Development & Alliance Management, Biopharma, Merck KGaA

BROADGATE 1

 David Ribeiro, CEO, ProAxis Ltd.

 Andrew Lightfoot, CEO, Peptinnovate

 Keith Martin, CEO, Apitope

 Jan-Anders Karlsson, CEO, Verona Pharma

1.20 NETWORKING LUNCH, 1-2-1 PARTNERING AND NETWORKING

Companies will be giving 30mins presentations:

 Sarah Holland, Head of Europe, External Science and Partnering, Sanofi

 Kay Tait, Transaction Director, Business Development Operations, AstraZeneca

 Lubor Gaal, Head of External Innovation and Licensing, Almirall

BROADGATE 1

Companies will be giving 15mins showcases:

 John Normanton, CEO Designate, EstryX

 Ian Wilson, CEO, Edinburgh Molecular Imaging

 Nigel Davis, CEO, Medherant

 Andrew Shaw, CEO, Attomarker

 Rob Marchmont, Commercial Director, Sphere Fluidics

3.50 CLOSING REFRESHMENTS, 1-2-1 PARTNERING AND NETWORKING

Delegates are invited to close off their networking over a final refreshment break. Lock in those all important final meetings, grab 30mins with a peer or simply grab a coffee before you leave the conference.

4.20 CLOSE OF CONFERENCE



VIEWABLE PRESENTATIONS AND PDF SHOWCASES

CLICK THE LOGOS TO VIEW THE PDF SHOWCASES FROM THE 2016 EVENT

ONLINE PDF SHOWCASES FROM CONFERENCE ATTENDEES

 Lipotype – Innovative Lipidomics Technology for Biomarker Identification and Precision Medicine

 MRC Technology – Do you have early stage 'parked' assets in therapeutics or diagnostics?

 MSI Ltd. – Mitochondrial Substrate Invention Ltd.

 Poiesis Therapeutics – Innovative Healthcare for Pets

 Pluristem Therapeutics – Placental Cell Therapies – Advancing Cell Therapeutic Products for Clinical Use

 Re-Pharm – Using Smart Reprofilng to identify valuable new uses for old molecules

 SEEK Group – Funding opportunities in influenza and cancer

 Tonix Pharma – Late stage clinical development programs in pain and psychiatry

 Vasgen – Innovative ocular and cancer therapeutics

ONES TO WATCH: ONSITE SHOWCASES FROM LEADING AND EMERGING UK LIFE SCIENCE CO'S

 IMMUNOCORE Eva-Lotta Allan, CBO, Immunocore

 Clive Dix, Executive Chairman, C4X Discovery

 MiNA Therapeutics Robert Habib, CEO, MiNA Therapeutics

 ProAxis David Ribeiro, CEO, ProAxis Ltd.

 Peptinnovate Andrew Lightfoot, CEO, Peptinnovate

 Apitope Keith Martin, CEO, Apitope

 Verona Pharma Jan-Anders Karlsson, CEO, Verona Pharma

 EstryX Pharma John Normanton, CEO Designate, EstryX

 Ian Wilson, CEO, Edinburgh Molecular Imaging

 Medherant Nigel Davis, CEO, Medherant

 Attomarker Andrew Shaw, CEO, Attomarker

 Sphere Fluidics Rob Marchmont, Commercial Director, Sphere Fluidics

INDIVIDUAL COMPANIES IN ATTENDANCE (243 COMPANIES)

- | | | | |
|--------------------------------|---|---------------------------------------|--|
| 4BIO Capital Partners | Dynasty Biotechnology and the Dynasty Fund | Klein-Edmonds Associates | Redbrae Ventures Limited |
| Abingworth LLP | Edinburgh Molecular Imaging | Kreos Capital | Redx Pharma |
| Abzena | Edmond de Rothschild Investment Partners | L1 Capital Pty Ltd | RMI Partners |
| AdRem Capital | Eli Lilly and Co. | Legal & General Investment Management | Roche |
| Advantage Austria London | Entrepreneurs Fund | Levrett | Rosetta Capital |
| Advent Life Sciences | EP Vantage | LHVC | Royal Veterinary College |
| Aetas Global | Epidarex Capital | Life Sciences Hub Wales | Ryboquin Company Limited |
| Akesios Associates | Episynesis | Lipotype | Sanofi |
| Albion Ventures | Ergomed plc | London Stock Exchange | Sareum |
| Alderley Park Ventures | EstryX Pharma Ltd. | Longbow Capital | Sarum Partners |
| Allergy Therapeutics | Evernow Publishing Ltd | Loxbridge | Scancell Holdings |
| Alliance Pharma | Evgen Pharma | Mann Bioinvest | Sciad Communications |
| Almirall | Evoform | Maria Magle Holding | SCRIP |
| Alviol | EY | Medcity | SEEK |
| Amadeus Capital Partners | F-star Biotechnology | Medherant | Serial Biotechnology Entrepreneur and Business Angel |
| Angel Capital Group | Faron Pharmaceuticals | Medicortex Finland | Seroba Life Sciences |
| Anglezarke Life Sciences | Finance Wales | Merxia Fund Management | Shield Therapeutics |
| Antikor Biopharma Ltd | Forbion Capital | Merck KGaA | Shin Poong Pharma |
| Apitope | Freelancer | Metis Life Science | Sigma-Tau Rare Disease |
| Arrowfield Capital | FreeMind Group | MiNA Therapeutics | Skyepharma |
| Arthurian Life Sciences | FRESCA Medical | MISSION Therapeutics | SkyLab Bio |
| Astex Pharmaceuticals | Genalice B.V. | Mitotech SA | SPARK Impact |
| AstraZeneca | Genesis Genetics | Mobius Technology Ventures | SPARK Venture Management |
| Atelix | GHO Capital Partners | MRC Technology | Sphere Fluidics |
| Attomaker | Gill Jennings & Every | MS Ventures | SR One |
| Autotelic | GSK | MSI Ltd. | SR-One |
| Avexxin | Hadean Ventures | MVM Life Science Partners | StealthyX |
| Barclays Corporate | Harbert Management Corporation | Nanobiotix | Stevenage Bioscience |
| Belsize Asset Management | HealthCare Royalty Partners | Nasdaq | Catalyst |
| Bergen Asset Management | Helomics Corporation - Pittsburg | NBGI Private Equity Limited | Sunergos Innovations |
| BioMoti | Horizon Discovery | NetScientific | SV Life Sciences |
| BioPharm Insight | HSC Innovations | NightstaRx Ltd. | Sygnature Discovery |
| Biotech and Money | Hume Brophy | Novasecta | Syncona Partners |
| Bloomberg Intelligence | hVIVO plc | Numis Securities Limited | Syndicate Room |
| Bloomberg News | Ignite Capital Partners | O2h Ventures Limited | Synpromix |
| Blue Earth Diagnostics | Imanova | Omega Funds | Targenyx |
| BTG plc | Immunocore | Oncopeptides | Tassi & Co |
| C4X Discovery | Imperial Innovations | One Nucleus | The BioHub Birmingham |
| Cambridge Enterprise | Independent | Opticin Therapeutics | The Fulford Group |
| Cambridge Innovation Capital | Index Ventures | Oxford AHSN | The Pharma Letter |
| Cambridge Medical Robotics | Inflamalps | Oxford BioMedica | The Puguang Investment Holding Group |
| Cancer Research Technology | Innovate UK | Oxford Investment Opportunity Network | The Sunday Times |
| Catapult Ventures | Institif Partners | Oxford Technology | The Wellcome Trust |
| Cell Therapy Catapult | Institute of Cancer Research | Panmure Gordon & Co. | Tonix Pharma Limited |
| CellCentric Ltd | Inventages | Parkure | Tonix Pharmaceuticals |
| Chardan Capital Markets | IP Group | Peptinnovate | Trinity Delta |
| Chronos Therapeutics | IPI - International Pharmaceutical Industry | Pfizer | Trovagene |
| Chiron | Ipsen | Pharmafocus | University College London |
| Clinigen | ISA Pharmaceuticals BV | PharmaTelevision | University of Southampton |
| CMS Cameron McKenna LLP | Isis Innovation | PharmaVentures | Vasgen Ltd |
| CN Bio Innovations | IXICO | Phase4 Ventures | Venner Shipley LLP |
| CombeLife | J A Kemp | Phico Therapeutics | Ventac Partners |
| Consilium Strategic | JAG Shaw Baker | Pluristem | Verona Pharma |
| Coulter Partners | James Cowper Kreston | Poiesis Therapeutics | Versantis |
| Covington & Burling | JP Morgan | Polar Capital | VHsquared Limited |
| Crescendo Biologics | Karus Therapeutics | Precision Medicine Catapult | Visium Asset Management |
| Curileum Discovery | King's College London | ProAxis | Warwick Ventures |
| Customem | Kirkstall | Prodra Health | White & Case LLP |
| DealReporter | | Psioxus Therapeutics | WilmerHale |
| Diurnal | | Raglan Capital | Woodford Patient Capital |
| Domainex / Canbex Therapeutics | | Rainbow Seed Fund | Wren Capital |
| Dynamic Consent | | RBC Capital Markets | Yaqrit Ltd |

2017 CORPORATE DEVELOPMENT OBJECTIVES

I want to thought lead

- Are you looking for a platform to reinforce your Tier 1 position?
- Do you see your company as a thought leader or pioneer?
- Are you an innovator or disruptor in the field of life science?

Recommended Level: Lead

I want to support innovation

- Are you looking to support nascent science and grass roots innovation?
 - Do you want to support the next generation of life science Executive?
- Is social corporate responsibility a key strategy in your industry interaction?

Recommended Level: Innovation

I want to educate

- Do you see your company as offering best practice in the life science industry?
- Is your company seen as a partner of choice amongst industry's elite?
 - Do you find speaking platforms an effective way of educating a client base?

Recommended Level: Gold or above

I want to raise awareness

- Are you a new entrant to the life science sector?
- Are you finding it hard to make a name for yourself amongst established players?
 - Do you want to align your brand with the executive life science elite?

Recommended Level: Silver or above

I want to engage

- Is your company looking to target a niche group of clients?
- Can your company offer specific practical guidance and advice?
 - Do you find it beneficial to offer advice alongside industry?

Recommended Level: Silver or above

I want to generate leads

- Is your company looking to expand its current client list across a broad area?
- Does your company prefer to be front of mind but without being intrusive?
 - Do you see online platforms as an effective way to generate traffic?

Recommended Level: Bronze or above

REAP THE BENEFITS OF BEING A COMMERCIAL PARTNER

If you would like to discuss corporate partnership opportunities at Biotech and Money London 2017, speak to Terry O'Dwyer, Co-CEO at terry@biotechandmoney.com

2017 PARTNERSHIP OPPORTUNITIES

Lead Partner

Thought Leadership Opportunities

- Executive to join a Keynote Plenary session (Panel or Debate), AM or PM
- Executive to join a Discussion Group (AM Early or Growth Stage Track) or Pharma Forum (if applicable)
- Executive and Client to deliver a Case Study (PM Early or Growth Stage Track)
- Executive to Chair / Moderate a session of their choice

Brand Positioning / Awareness

- Your logo and hyperlink on the conference homepage as Lead Partner
- Your logo on the conference brochure
- Your logo and hyperlink on the event adverts and newsletters
- Your logo on all event signage as Lead Partner
- Your logo and company bio in conference handbook
- Full page advert in conference handbook

Marketing, PR and Profile Raising

- Opportunity to do feature interview of Executive for our event blog
- Opportunity to do Video interview at the event to be released via social media and our YouTube channel. Copy to be provided to you.

Business Development

- Up to 5 full access conference passes
- Up to 3 full access for your key clients
- 15% discount to all further employees to attend
- 15% discount to all additional clients to attend

Investment range: From £40,000

Innovation Partner

Supporting UK's Life Science Entrepreneurs

- Provision of complementary passes to entrepreneurs and academic founders from the UK's Academic Institutes
- Acknowledgement at congress in opening speech as Innovation Partner and enabler of participation of UK's early stage innovators

Thought Leadership Opportunities

- Executive to join a Discussion Group (AM Early or Growth Stage Track) **OR** Executive and Client to deliver a Case Study (PM Early or Growth Stage Track)
- Executive to present within the Pharma Forum

Brand Positioning / Awareness

- Your logo and hyperlink on the conference homepage as Innovation Partner
- Your logo on the conference brochure
- Your logo and hyperlink on the event adverts and newsletters
- Your logo on all event signage as Innovation Partner
- Your logo and company bio in conference handbook
- Full page advert in conference handbook

Marketing, PR and Profile Raising

- Opportunity to do feature interview of Executive for our event blog
- Opportunity to do Video interview at the event to be released via social media and our YouTube channel. Copy to be provided to you.

Business Development

- Up to 5 full access conference passes
- Up to 3 full access for your key clients
- 15% discount to all further employees to attend
- 15% discount to all additional clients to attend

**Investment range: £30,000 (includes 75 passes)
£20,000 (includes 50 passes)**

Ones to Watch Partner

Supporting UK's Life Science Entrepreneurs

- Provision of logo and brand as the sole supporting partner of the Ones to Watch Track
- Executive to provide opening remarks to the Ones to Watch track
- Acknowledgement at congress in opening speech as Ones to Watch Partner and enabler of the showcasing of UK's early stage innovators
- Executive to Chair / Moderate the Ones to Watch session

Thought Leadership Opportunities

- Executive to join a Discussion Group (AM Early or Growth Stage Track) **OR** Executive and Client to deliver a Case Study (PM Early or Growth Stage Track)
- Executive to present within the Pharma Forum

Brand Positioning / Awareness

- Your logo and hyperlink on the conference homepage as Ones to Watch Partner
- Your logo on the conference brochure
- Your logo and hyperlink on the event adverts and newsletters
- Your logo on all event signage as Ones to Watch Partner
- Your logo and company bio in conference handbook
- Full page advert in conference handbook

Marketing, PR and Profile Raising

- Opportunity to do feature interview of Executive for our event blog
- Opportunity to do Video interview at the event to be released via social media and our YouTube channel. Copy to be provided to you.

Business Development

- Up to 5 full access conference passes
- Up to 3 full access for your key clients
- 15% discount to all further employees to attend
- 15% discount to all additional clients to attend

Investment range: £20,000

IDEAL
* PHARMA PACKAGE *

IDEAL
* PHARMA PACKAGE *

Platinum Partner

Thought Leadership Opportunities

- Executive to join a Keynote Plenary session (Panel or Debate), AM or PM
- Executive to join a Discussion Group (AM Early or Growth Stage Track) or Pharma Forum (if applicable) **OR** Executive and Client to deliver a Case Study (PM Early or Growth Stage Track)
- Executive to Chair / Moderate a session of their choice

Brand Positioning / Awareness

- Your logo and hyperlink on the conference homepage as Platinum Partner
- Your logo on the conference brochure
- Your logo and hyperlink on the event adverts and newsletters
- Your logo on all event signage as Platinum Partner
- Your logo and company bio in conference handbook
- Full page advert in conference handbook

Marketing, PR and Profile Raising

- Opportunity to do feature interview of Executive for our event blog
- Opportunity to do Video interview at the event to be released via social media and our YouTube channel. Copy to be provided to you.

Business Development

- Up to 3 full access conference passes
- Up to 2 full access for your key clients
- 15% discount to all further employees to attend
- 15% discount to all additional clients to attend

Investment range: From £25,000

Gold Partner

Thought Leadership Opportunities

- Executive to join a Discussion Group (AM Early or Growth Stage Track) or Pharma Forum (if applicable)
- Executive and Client to deliver a Case Study (PM Early or Growth Stage Track)

Brand Positioning / Awareness

- Your logo and hyperlink on the conference homepage as Gold Partner
- Your logo on the conference brochure
- Your logo and hyperlink on the event adverts and newsletters
- Your logo on all event signage as Gold Partner
- Your logo and company bio in conference handbook
- Full page advert in conference handbook

Marketing, PR and Profile Raising

- Opportunity to do feature interview of Executive for our event blog
- Opportunity to do Video interview at the event to be released via social media and our YouTube channel. Copy to be provided to you.

Business Development

- Up to 3 full access conference passes
- 1 full access for a key client
- 10% discount to all further employees to attend
- 10% discount to all additional clients to attend

Investment range: From £15,000

Silver Partner

Thought Leadership Opportunities

- Executive to join a Discussion Group (AM Early or Growth Stage Track) or Pharma Forum (if applicable) **OR** Executive and Client to deliver a Case Study (PM Early or Growth Stage Track) **OR** Executive to Chair / Moderate a session of their choice

Brand Positioning / Awareness

- Your logo and hyperlink on the conference homepage as Silver Partner
- Your logo on the conference brochure
- Your logo and hyperlink on the event adverts and newsletters
- Your logo on all event signage as Silver Partner
- Your logo and company bio in conference handbook
- Full page advert in conference handbook

Marketing, PR and Profile Raising

- Opportunity to do feature interview of Executive for our event blog
- Opportunity to do Video interview at the event to be released via social media and our YouTube channel. Copy to be provided to you.

Business Development

- Up to 2 full access conference passes
- 10% discount to all further employees to attend
- 10% discount to all additional clients to attend

Investment range: From £10,000

Bronze Partner

Thought Leadership Opportunities

- Executive to Chair / Moderate a session of their choice

Brand Positioning / Awareness

- Your logo and hyperlink on the conference homepage as Associate Partner
- Your logo on the conference brochure
- Your logo and hyperlink on the event adverts and newsletters
- Your logo on all event signage as Associate Partner
- Your logo and company bio in conference handbook
- Full page advert in conference handbook

Marketing, PR and Profile Raising

- Opportunity to do feature interview of Executive for our event blog
- Opportunity to do Video interview at the event to be released via social media and our YouTube channel. Copy to be provided to you.

Business Development

- 1 full access conference pass
- 10% discount to all further employees to attend
- 10% discount to all additional clients to attend

Investment range: £7,500

WITH THANKS TO OUR 2016 PARTNERS

LEAD PARTNER



PLATINUM PARTNER



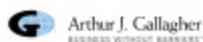
GOLD PARTNERS



SILVER PARTNERS



ASSOCIATE PARTNERS



STRATEGIC PARTNERS

