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with partners:



present a Swiss HLG Summer Event in Lausanne  
15 June 2017

REGISTER  
HERE

Swiss HLG Members  
CHF 100

\*Includes members only  
event: 14 June

NON-SWISS HLG  
MEMBERS  
CHF 150

15 June 2017

VENUE

Aquatis Hotel  
Route de Berne 148  
1010 Lausanne  
+41 (0)21 654 24 24

Special Rates  
negotiated by Biopole  
incl. Breakfast:

Single Room: CHF 150  
Twin Room: CHF 170

RESERVE  
ROOM



## "Challenges in Financing Life Science Ventures"

*Partners or investors, where is the money and what does it come with?*

How much do you know of the Health Valley - the Swiss-French cluster of Geneva, Vaud, Valais, Fribourg, Neuchatel, Jura and Bern? We have over 950 life science companies offering 25'000 jobs, some 5'000 researchers and specialized scientists, attracting hundreds of millions of francs in investments and contributing to this region's dynamic bio-life sciences ecosystem.

Combined, the Health Valley, Basel and Zurich regions of Switzerland form the densest network of biotech firms anywhere in the world. The Swiss HLG encourages startups, our lifeline in innovation. We want to network with these entrepreneurs who are making a considerable impact on our industry, knowing that we have much to learn and exchange with each other.

The 2017 Swiss HLG Summer Event is jointly organized with Biopôle and partnered with start-up friendly organizations such as Inartis, Bioalps and Venturelab. There are many start-up support systems and initiatives. The conference will focus precisely on the needs of these start-ups and their journey to success, which inevitably involves fundraising and then, more fundraising.

We will hear success stories, inspiring us with their tenacity and fund-raising journeys, and the what's, why's and how's of the choices they have made along the way. We will quiz a panel about how public and semi-public organizations support and finance start-ups while the VCs will help us understand the hard and soft aspects of dilutive funding. Where to find and how to attract VC's, what it really means to accept money from others, what's in it for them and the start-ups and how to manage expectations from the very start, to ensure everyone can succeed and happily exit ever after.

Pharma, of course traditionally has a big part to play in funding. We will hear from both their VC and BD&L functions, learning when to approach each of them, and what financial language each function speaks. A bonus feature of this event is the start-up pitches and posters, which will bring these dynamic start-ups to life.

Swiss HLG events are all about networking! A professional obligation that opens your mind and soul, for a more successful, fulfilling and enjoyable career. So, sign up now – this day could be one of the best professional investments of your time this year. See you there!

**Kim Bill**  
Conference Director & Board Member, Swiss HLG

## PROGRAMME – June 15<sup>th</sup>, 2017

<b>8.00 onwards</b> <b>Registration, coffee and networking</b>		
9.00-9.20	Welcome and Opening of Conference. Happy 15 <sup>th</sup> Birthday, Swiss Healthcare Licensing Group!	Kim Bill, <i>Swiss HLG Board;</i> <i>Nestle Health Science S.A.</i>
9.20-9.30	Biopôle, a vibrant community at the heart of the Swiss Health Valley	Nasri G. Nahas, <i>CEO, Biopôle SA</i>
<b>Success stories – moderated by Kim Bill, Swiss HLG Board; Nestlé Health Science</b>		
9.30-10.00	Geneuro, an 11-year journey from theory to clinical POC and funding choices made along the way	Jesús Martin-Garcia, <i>CEO, Geneuro S.A.</i>
10.00-10.30	The Subtle Smell of Success – What is it made of? First impressions matter, and investors, as well as potential strategic partners will be sensitive to the good “odor” of success. How can you project those notes, without overdoing them? Examples provided.	Eric de La Fortelle, <i>Venture Partner, Seventure Partners</i>
<b>10.30-11.00</b> <b>Networking Coffee Break</b>		
<b>Non- dilutive and alternative funding – moderated by Rachid Benhamza, Swiss HLG Board; Helsinn</b>		
11.00-12.15	Panel- ‘Sizing up our start-ups’ – how public and semi-public organizations support and finance start-ups	Pierre-Jean Wipff, <i>Innovation Advisor, InnoVaud</i> Peter Harboe-Schmidt, <i>Head Coach, CTI</i> Juliette Lemaigen, <i>Operations Manager, Inartis Research Labs</i> Stephan Emmerth, <i>Business Development Senior Manager, BaseLaunch</i>
<b>Pharma funding panel- moderated by Jean- Marc Sequier, Swiss HLG Board, Novartis</b>		
12.15-13.00	‘Hello Big Pharma, I’ve got something of interest for you!’ – <i>Understanding Big Pharma’s needs and obtaining the type of funding that suits you.</i>	Markus Goebel, <i>Managing Director, Novartis Venture Fund</i> Alette Verbeek, <i>Worldwide Head BD&amp;L, Cardio-Metabolic, Novartis</i>
<b>13.00-14.30</b> <b>Lunch</b>		
<b>Dilutive funding – moderated by Zaki Sellam, Swiss HLG Board, ESN Life Sciences</b>		
14.30-15.00	“Venture investing – some numbers and why they matter”?	Karen Wagner, <i>General Partner, Ysios Capital</i>
15.00-15.30	‘Do you really want VC money?’ - <i>What to expect in the complex agendas of multiple stakeholders from founder(s), shareholders to employees</i>	Vincent Ossipow, <i>Venture Partner, Omega Funds</i>
<b>15.30-16.00</b> <b>Networking Coffee Break</b>		
16.00-16.20	Swiss HLG Good Partnering Practices (GPP)	Laurence de Schoulepnikoff, <i>Swiss HLG Board; Stragen</i>
16.20-16.30	Swiss HLG, the benefits of membership	Chris Isler, <i>Swiss HLG Board; PA Consulting</i>

**Partners:**



**Sponsors:**



## PROGRAMME – June 15<sup>th</sup>, 2017 (continued)

**16.30-16.35 Swiss Start-up Pitches partnered with ventureLab – moderated by Jordi Montserrat, Director venturelab and Co-Managing Director Venture Kick**

“venturelab is a private initiative, focusing on the best startup talents with the ambition and the potential to grow internationally. Together with successful founders, key academic and industry partners, venturelab develops and executes national and international entrepreneurial acceleration programs across technology sectors. For ten years, venturelab deployed programs in Switzerland, US, China, South Africa, Brazil and India.” [www.venturelab.ch](http://www.venturelab.ch)

**16.35-16.50 Madiha Derouazi, Founder & CEO, Amal Therapeutics SA**

Amal Therapeutics SA is a spin-off from the University of Geneva, active in cancer immunotherapy. Amal has developed a first-in-class platform offering the opportunity to develop standardized and indication-tailored active immunotherapies. Currently, Amal is progressing its leads vaccine ATP128 for metastatic colorectal cancer toward clinical development. [www.amaltherapeutics.com](http://www.amaltherapeutics.com)

**16.50-17.05 Andreas Pasch, Founder & CEO, Calciscon AG**

Calciscon commercialize a unique in vitro test for the assessment of nanocrystal formation in blood. This novel modifiable cardiovascular risk factor is of special importance for >60m renal patients worldwide. Our ground-breaking innovation will be complemented by personalized treatment prediction and companion therapeutics. [www.calciscon.com](http://www.calciscon.com)

**17.05-17.20 Nadja Mrosek, Founder & CEO, Glycemicon AG**

Founded in January 2013, Glycemicon AG is a Swiss biotechnology company developing novel nutraceuticals for managing prediabetes, diabetes and obesity. The lead product's active substance is a natural occurring tetrahydroxylated bile acid (THBA) in both humans and pets, which drives the formation of new fat cells to combat elevated blood glucose levels. The resulting greater number of smaller fat cells does not result in weight gain, but significantly improves the effectiveness of nutrient storage, increases insulin sensitivity and enables better control of blood sugar levels. [www.glycemicon.com](http://www.glycemicon.com)

**17.20-17.35 Mattias Ivarsson, Founder & CEO, Inositec AG**

Founded in December 2015, Inositec is pioneering the development of life-saving small molecule drugs based on inositol phosphate, a natural facilitator of diverse cellular functions. Inositec uses its Inositune™ technology to adjust the chemical and physical properties of inositol phosphate analogues, allowing the development of novel drugs. Inositec is currently focusing on the development of treatments for calcification disorders, an area of high unmet medical need. [www.inositec.com](http://www.inositec.com)

**17.35-17.50 Ata Ciftlik, Founder & CEO, Lunaphore S.A.**

Lunaphore was founded in 2014 as a spin-off from EPFL. They are building an innovative and fully automated tissue processing device for cancer diagnostics. The cutting-edge technology, based on microfluidics, allows users to obtain faster and more precise diagnostic results than when using standard techniques. This has been demonstrated through clinical trials on cancer patient samples. Lunaphore has a staff of 18, has raised CHF 6 million and is leading five innovation projects in Switzerland and Europe. They have appeared more than 30 times on Swiss TV, have won 16 awards and have been consistently selected as one of the best start-ups in the country. [www.lunaphore.ch](http://www.lunaphore.ch)

### POSTERS

**Michael Bauer, CEO, Cellestia Biotech** was founded in 2014 as a spin-off from EPFL. Cellestia Biotech focuses on ‘Notch’ - small molecules capable of modulating a key cellular pathway, controlling oncogenesis and cancer stem cells. [www.cellestiaibotech.com](http://www.cellestiaibotech.com)

**Vincent Forster, Founder & CEO Versantis** is a Swiss pharmaceutical company, Spin-off of ETH Zurich, developing a new generation of medicines and diagnostics to revolutionize the care of patients with liver disease. Embracing lifesaving and preventive therapies, Versantis aims to answer the unmet medical need of millions of people worldwide. [www.versantis.ch](http://www.versantis.ch)

**18.00–19.30 Conference Closing – Gabrielle Gache, Swiss HLG President; Vifor Pharma  
Networking Cocktail Dinatoire – Sponsored by Ferring Pharmaceuticals**