

1 JULY 2015

**First international biotechnology meeting:
85 B-to-B meetings between biotechnology startups
and pharmaceutical groups**



The first international biotechnology meeting (RIB) dedicated to rare diseases was held on Wednesday, July 1st at Bpifrance-Le Hub, hosted by Leem and Bpifrance. This forum has facilitated connections between biotech startups and major pharmaceutical companies and has helped accelerate the development of partnerships between actors of the innovation chain. The morning sessions opened with pitches to introduce the 16 selected companies and were followed in the afternoon by 85 B-to-B meetings between biotechs and pharma companies.

Therapeutic innovation is partnership-dependent: new drugs or treatments are born out of collaborative ventures between biotech companies and industry. Biotech companies account for 88% of SMEs and VSEs, half of which are invested in the field of therapeutics.

France provides biotechs with particularly fertile ground for innovation. The 457 health biotech companies identified in Leem's second survey ¹ are full of promise for this blossoming ecosystem.

Detecting, supporting and growing these companies is a major challenge nowadays. Their critical mass needs to change in order for them to be included in the innovation chain. To help make this scale-up happen, Leem and Bpifrance turned to France's healthcare ecosystem - Assistance Publique-Hôpitaux de Paris, clusters, Inserm Transfert, Genopole, incubators - to identify companies that focus on rare diseases, the theme of this first international biotechnology forum.

Of the 30 applications submitted, 15 were selected, 5 of which drawn from Eurobiomed, the French Competitiveness Health Cluster, and 8 from research within Inserm. A total of 16 biotech companies (the 15 selected and Genethon) and 16 major pharmaceutical companies took part in the 2015 RIB.

This first international biotechnology meeting demonstrates the strength of combining two areas of expertise: the research and development of the pharmaceutical companies and the support and guidance of Bpifrance to French companies as a springboard onto the world stage.

"The organisation of the 2015 RIB signals industry's willingness to speed up momentum and its commitment to make the most of France's assets", said Leem's Director General Philippe Lamoureux.

For Nicolas Dufourcq, Chief Executive Officer of Bpifrance: *"This International Biotechnology Meeting fits perfectly with the mission and purpose of Bpifrance Le Hub: to bring people together by removing barriers*

¹ The landscape of health biotechnologies in France: www.leem.org/article/l-etat-des-lieux-des-biotechnologies-sante-en-france



between startups and major groups so that key partnerships can be forged and budding companies within France's biotech ecosystem can be introduced on the international scene".

The biotech companies selected:

AAVLife, Advicenne, AlizePharma, Anagenesis, Genethon, Hemarina, Horama, Inflectis Biosciences, Lysogène, Metafora Biosystems, Neuradis, Neurochlore, Neuronax, ProGeLife, Sensorion, Therachon.

The pharmaceutical companies:

Actelion, Amgen, Bayer, BMS, Clevexel, Genzyme, GSK, Ipsen, Janssen, Lilly, Merck, Pierre Fabre, Pfizer, Roche, Sanofi, Shire.

The partners:

Leem: As an association of pharmaceutical companies, Leem is right at the heart of major health challenges. Against a background of unprecedented scientific and industrial change, it works actively with its 270 members and their 100,000 employees to promote innovation and progress for the benefit of patients, and to further enhance French excellence in research and manufacturing. By promoting responsible behaviour across the sector, Leem's quality control process strives to ensure safety and transparency and build trust in pharmaceuticals.

Leem's Biotechnology Committee represents the biotechnology component of Leem's pharmaceutical industry members in France and helps to shape Leem's views through studies, analyses and proposals, paying special attention to innovative trends in medicine with a view to enhancing France's appeal.

For more information: www.leem.org

About Bpifrance

Bpifrance, a subsidiary of Caisse des Dépôts and of the French State, and a trusted partner of business, supports companies from the seed phase to stock exchange listing, through loans, guarantees and equity.

Bpifrance also provides guidance and enhanced support for innovation projects, acquisitions and exports, in partnership with Business France and Coface.

Bpifrance offers businesses a financing continuum for each key phase of their development and a service tailored to specific regional characteristics.

With a network of 42 regional offices (90% of decisions are made at the regional level) **Bpifrance** helps boost economic competitiveness for entrepreneurs. **Bpifrance** acts in support of public policies pursued by the State and by the Regions to meet three objectives:

- support the growth of businesses;
- prepare for future competitiveness;
- contribute to the development of an ecosystem that allows entrepreneurship to flourish.

Bpifrance acts as a powerful advocate for businesses, one that is on hand to respond effectively to all of their financing, innovation and investment needs.

For more information: www.bpifrance.fr - Follow us on Twitter: @bpifrance

Press contacts:

Bpifrance
Anne-Sophie Faucigny
Tel.: 01 41 79 99 10
as.defaucigny@bpifrance.fr

Leem
Stephanie Bou
Tel.: 01 45 03 88 38 – 06 60 46 23 08
sbou@leem.org

Virginie Pautre
Tel.: 01 45 03 88 87
vpautre@leem.org

Jean-Clément Vergeau
Tel.: 01 45 03 86 82
jcvergeau@leem.org