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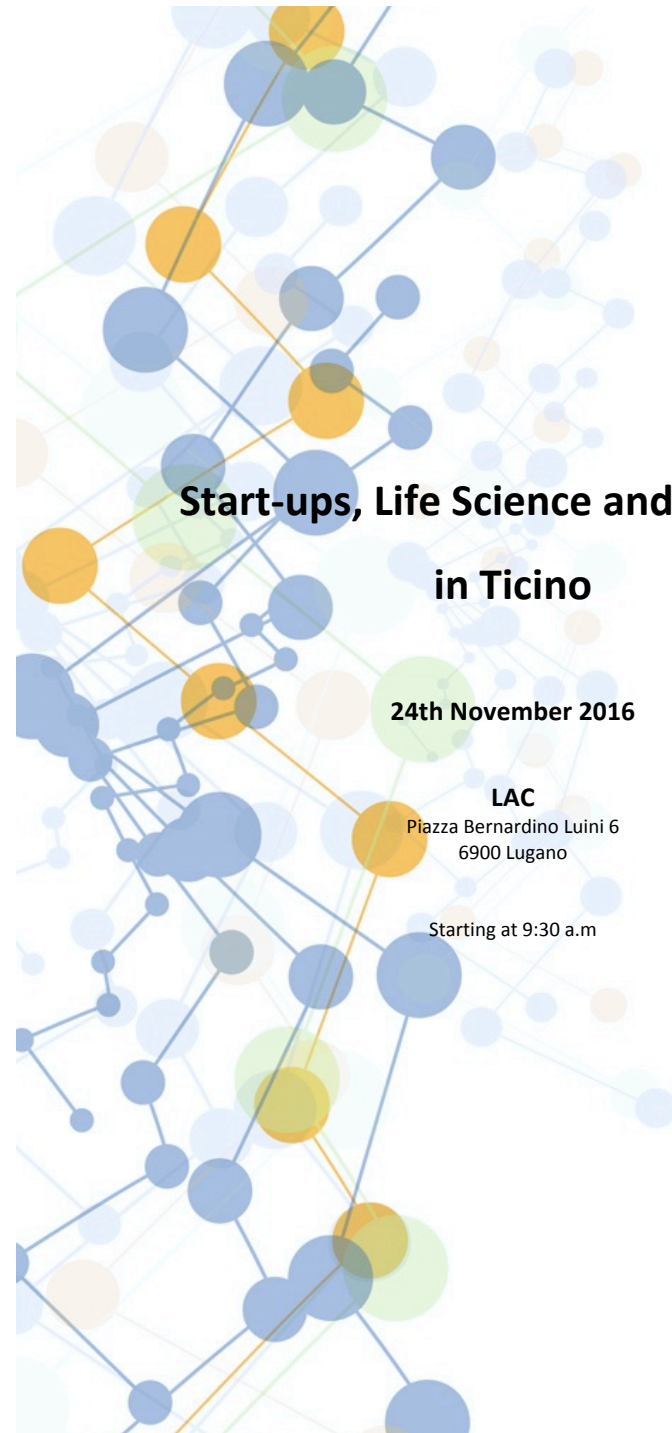
**START-UP**  
Centro Promozione

**in ar ti s** NETWORK  
SWISSLIFESCIENCESCOMMUNITY

Sponsor:



[www.agire.ch](http://www.agire.ch), [www.swisshlg.com](http://www.swisshlg.com), [www.cpstartup.ch](http://www.cpstartup.ch), [www.inartis-network.ch](http://www.inartis-network.ch)



## Start-ups, Life Science and Business in Ticino

24th November 2016

**LAC**

Piazza Bernardino Luini 6  
6900 Lugano

Starting at 9:30 a.m

**This conference and workshop is the expression of a joint desire of the organizers to promote and sustain Start-ups in Ticino in the field of Life Science. Each organization brings its know-how to support entrepreneurs and to share its expertise with them.**

**Agire Foundation**, Southern Switzerland's innovation agency, is a public-private partnership established in 2011. Its goals are to promote local innovation and entrepreneurship and to support the creation of high-skilled jobs in Ticino.

**Swiss HLG** is a group of Healthcare Licensing Professionals working together to serve those actively involved in business development and licensing within the pharmaceutical, biotechnology and healthcare industry. Swiss HLG is a non-for-profit association run by an elected independent board representing several companies in Switzerland.

Our group is open to the international healthcare and life sciences industries and provides the richest possible environment for business development professionals to network, build strategic relationships, exchange ideas and to share experiences.

Swiss HLG currently has more than 160 members (85% Swiss-based, others from Germany, France, Italy, Spain, UK, Ireland, Netherlands, USA, and South Korea). We have delivered 23 industry conferences, have an excellent national and international reputation for quality and we offer great opportunities for networking, education, and business development.

**CP Start Up**, the Start-up Promotion Center is a service promoted by the Foundation for the Lugano Faculties of USI and set up in collaboration with the Università della Svizzera Italiana ([USI](#)) and with the Scuola Universitaria Professionale della Svizzera Italiana ([SUPSI](#)), in order to assist Swiss and foreign graduates who plan to start innovative companies in Canton Ticino.

**Inartis Network** is one of eight NTN (National Thematic Networks) supported by the Commission for Technology and Innovation (CTI), the Swiss agency for the promotion of technology and innovation. INARTIS NETWORK's mission is to create value and jobs across the Swiss Life Sciences economy through innovation. INARTIS NETWORK, a non-profit organization based in Lausanne, focuses on fostering trans-disciplinary R&D projects to deliver "Innovations Made in Switzerland".

Event information:

Registration is mandatory since places are limited. Please register at: [LINK](#)

Conference fee amounts to CHF 50.-, standing lunch included.

[www.agire.ch](http://www.agire.ch), [www.swisshlg.com](http://www.swisshlg.com), [www.cpstartup.ch](http://www.cpstartup.ch), [www.inartis-network.ch](http://www.inartis-network.ch)

## Program

9.30 – 10.00: **Registration**

10.00 – 10.40: **Introduction by Fondazione Agire – CP Start-up – Swiss HLG - Inartis**

- **Life Sciences - a key sector for Ticino**

*Speaker: Alcide Barberis, Director Fondazione AGIRE – CP Start-up*

- **Swiss HLG: an open door to Licencing and Networking in the healthcare arena**

*Speaker: Rachid Benhamza, Board Member, Swiss Healthcare Licensing Group*

- **CTI's National Thematic Networks to support Innovation**

*Speaker: Susanne Lauber Fürst, Vice-President Inartis Network*

10.40 – 11.00: **Prima Lab SA: a Life Sciences start-up's success story**

*Speaker: Federico Roveda, CEO Prima Lab SA*

11.00 – 11.20: **How do I finance my Start-up?**

*Speaker: Lorenzo Leoni, Managing Partner TiVenture SA*

11.20 – 13.00: **Introductory sessions**

- **Emerging company perspective**

*Speaker: Helmut Kessmann, Head Business Development at Polyphor and Board Member at T3 Pharma*

- **Big Pharma / corporate VC perspective**

*Speaker: Markus Goebel, Managing Director Novartis Venture Fund*

13.00 – 14.00: **Lunch and networking**

14.00 – 14.15: **Farma Industria Ticino (FIT): overview**

*Speaker: Giorgio Calderari, President FIT*

14.15 – 15.45: **Workshop Swiss HLG "Partnering - Create value without dilution"**  
**Practical case studies (case A and B)**

**Case A:** Company has in-licensed from a University an advanced pre-clinical asset which addresses a high medical need in the CNS area. The product has completed a 4 week toxicology study and is planned to be administered chronically; proof-of-concept has been shown in well accepted animal models. Company estimates another 18 - 24 months until IND filing. Chronic (and other mandatory) toxicological studies will be done later in parallel to a 4 week Phase II clinical study.

Peak sales are estimated as 500 mUSD. Estimated development costs until POC in man (Phase II) is 25 mCHF; cash available is 5 mCHF.

**Case B:** Company has developed a novel platform technology for efficient generation of a proprietary variation of antibodies. Company has selected oncology as its own R&D focus and plans to close collaborations outside the core area. For its first own product initial proof-of-concept has been shown in an oncology indication. Estimated development costs for a first product until POC in man (Phase I/II) is 20 mCHF; cash available is 3 mCHF, revenue forecast through collaborations 2 mCHF p.a. next 3 years.

15.45 – 16.00: **Conference Conclusion and closing**

*Speaker: Alcide Barberis, Director Fondazione AGIRE – CP Start-up*