



Genopole®'s expertise is drawn on to train Polish biocluster members

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Evry (France), February 3, 2012 - Genopole®'s acknowledged expertise in creating biotech start-ups and providing them with business support is attracting training requests from bioclusters outside France.

From February 13-24, Genopole® (France's leading biopark) will coordinate a training course for eight members of the life science cluster at Jagellonne University, Krakow (Poland). The training is part of a collaboration agreement between the two clusters signed in 2008 and is funded by a European Union project.

The two-week course will involve an in-depth analysis of all the steps in the biotech start-up process, from both theoretical and practical points of view.

During the training course, company founders, investors, pharma company managers and staff from Genopole®'s Enterprise and International divisions will provide feedback and advice on putting together a business plan, sourcing funding, developing a product, building and negotiate industrial alliances and recruiting staff, amongst other topics.

Some practical, role-playing exercises are also planned, with support from experienced coaches: Marc Delcourt (founder, Global Bioenergies), Christian Oste (Bioscope), Philippe Peltier (investor, Auriga Partners) and Maria Flocco (Pfizer).

The participants will study some real projects:

- a biotech start-up (business plan preparation, fund-raising, etc.)

or

- development of a therapeutic product (preparation of a product development plan and signature of a licensing agreement with a pharma company.)

This initiative (part of a European Union project) will further boost Genopole®'s international reputation, reinforce the cluster's attractiveness and showcase its skills and those of its partners.

The training course will involve the following speakers:

David Sourdivé (Collectis), Eric Peltier (Novacyt), Gregory Lemkine (WatchFrog), Marc Delcourt (Global Bioenergies), Philippe Berthon (Aurgalys), Marc Masson (Agdia Biofords), Salman Al-Mahmoud (GeneSignal), Manuel Vega (L&M), Bertrand Coulomb (Xentech), Christian Oste (Bioscope), Yves Champey (Medicen), Gabriel Mergui et Eric Lameignère (Genopole®), Philippe Peltier (Auriga Partners), Maria Flocco (Pfizer), Manfred Horst (Merck&Co), Gilles Borrely (Sanofi) and Anne-Marie Masquelier (CSD Medical Research).



Genopole (France's leading biopark) will lead a training session for staff from a biocluster in Krakow, Poland. (©A. Da Silva)

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Genopole® is the leading French science park dedicated to life sciences. Its campus - near Paris – combines academic (CEA, CNRS, INRA, INSERM and the University of Evry-Val-d'Essonne) and private research laboratories, university/higher education facilities, biotechnology companies and an incubator for biotech start-ups. **Genopole's®** priority is to promote therapy- and environment-focused biotech by providing optimal conditions for company growth and progress in research, the development of large-scale biological activities and to make France a major competitor in the world of science and industry. Additional information is available at www.genopole.fr



GENOPOLE TRAINING PROGRAM
for Life Science Cluster Krakow (LSCK), Poland

February 13th – 23rd 2012

Objective	To offer qualified practical training in topics and processes related to the creation and development of biotechnology companies.						
Target audience	7-8 selected members of the cluster LSCK and of Technology Transfer Offices in its region.						
Duration	2 weeks; 10 working days; 70 hours training (35 h of Presentations and 35 h of Practical work)						
Profile of the training	<p>During the 2 weeks covered by the training, the LSCK group will work in close relation with the Faculty: a selected group composed of first-hand experienced professionals in biotechnology; coming from incubators, founder entrepreneurs, CEOs, VC investors and big-pharma representatives.</p> <p>The training consists of two interrelated and complementary activities, which will develop simultaneously:</p> <ul style="list-style-type: none">- Presentations made by the members of the faculty. <p>The program of presentations will consist of a series of independent but thematically related presentations on subjects such as entrepreneurship, company creation & incubation, product development, financing, ...(see below)</p> <ul style="list-style-type: none">- An intense practical work. <p>For the practical work, the trainees will be given specific objectives to be achieved by the end of the training. Using a role-playing approach, the trainees will be challenged to build and close virtual deals: either an equity investment in a start-up biotech company, or a license agreement between a biotech and a pharma company. Divided into four groups (<i>Entrepreneurs, Investors, Biotech</i> and <i>Pharma</i>), trainees will have to build business plans or product development plans, negotiate terms for a VC investment or for a license agreement, write the corresponding contracts, present and defend the cases, and close the corresponding deals. The practical work will be guided by the coaches and the program coordinator.</p> <p>The training is formatted to give hands-on experience to the trainee:</p> <table><tr><td>Personalized work (one-to-one)</td><td>Case studies / Role playing</td></tr><tr><td>Specific (by group) assignments</td><td>Tailored contents</td></tr><tr><td>Oral presentations by trainees</td><td>Research and analysis on selected topics</td></tr></table>	Personalized work (one-to-one)	Case studies / Role playing	Specific (by group) assignments	Tailored contents	Oral presentations by trainees	Research and analysis on selected topics
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Specific (by group) assignments	Tailored contents						
Oral presentations by trainees	Research and analysis on selected topics						

Main topics covered by the Program (Presentations + Practical)

1. Entrepreneurship
2. Business plan
3. Organization and management
4. Business models: products (molecules, equipment); services; health-care; plant biotech; bioenergies
5. Business development and Corporate development
6. Financing
7. Project maturation, start-up creation and company incubation
8. Role of Clusters / Incubators
9. Regulatory frames applicable to biotech products
10. Quality systems applicable to biotech
11. Product development and product development plans
12. Partnering Biotech - Pharma
13. Contracts: R&D collab., Licensing & commercialization, Investment protocols, Shareholder agreements

Speakers / Faculty

			Topics
David SOURDIVE	Founder, VP Corp Dev	Collectis	1-5
Eric PELTIER	Founder CEO	Novacyt	1-5
Gregory LEMKINE	Founder CEO	Watchfrog	1-5
Marc DELCOURT	Founder CEO	Global Bioenergies	1-5
Marc MASSON	CEO	Agdia Biofords, ANova Plus	1-5
Bertrand COULOMB	CEO	Xentech	1-5
Manuel VEGA	Founder CEO	former Nautilus Biotech	1-5
Christian OSTE	Founder CEO	Bioscope	4-5
Philippe BERTHON	Founder CEO	Aurgalys	6
Philippe PELTIER	Partner	Auriga Partners	6
Yves CHAMPEY		Medicen	6-8
Gabriel MERGUI	Dir. Genopole International	Genopole	6-8
Eric LAMEIGNERE	Dir. Genopole Entreprises	Genopole	6-8
Gilles BORRELLY	Biotech. Regulatory Affairs	Sanofi	9-11
A.Marie MASQUELIER	VP Global	CSD Medical Research	9-11
Salman AL-MAHMOOD	Founder CSO	Gene Signal	11
Maria FLOCCO	Strategic Partnerships, Europe	Pfizer	12
Manfred HORST	Strategic Alliances Europe	Merck & Co	12

Coaches for the Practical work and role-playing

Group <i>Entrepreneurs</i>	Marc DELCOURT	Global Bioenergies
Group <i>Biotech</i>	Christian OSTE	Bioscope
Group <i>Investors</i>	Philippe PELTIER	Auriga Partners
Group <i>Pharma</i>	Maria FLOCCO	Pfizer

Program coordinator Manuel VEGA, for Genopole

Calendar (February 2012)

Monday 13	Morning 9 – 17 h	D. SOURDIVE M. VEGA Practical Work	Cellectis coordinator coordinator
Tuesday 14	Morning Afternoon Afternoon 9 – 17 h	Y. CHAMPEY (1) M. HORST G. MERGUI Practical Work	Medicen Merck & Co Genopole coord. + coaches
Wednesday 15	Morning Afternoon 9 – 17 h	M. MASSON P. PELTIER Practical Work	Agdia Biofords Auriga Partners coord. + coaches
Thursday 16	Morning Afternoon 9 – 17 h	Y. CHAMPEY (2) S. AL-MAHMOOD Practical Work	Medicen GeneSignal coord. + coaches
Friday 17	Morning Afternoon 9 – 17 h	G. BORRELLY M. DELCOURT Practical Work	Sanofi Global Bioenergies coord. + coaches
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Monday 20	Morning Afternoon Afternoon 9 – 17 h	E. PELTIER AM MASQUELIER M. FLOCCO Practical Work	Novacyt CSD MR Pfizer coord. + coaches
Tuesday 21	Morning Afternoon 9 – 17 h	E. LAMEIGNERE P. BERTHON Practical Work	Genopole Aurgalys coord. + coaches
Wednesday 22	Afternoon 9 – 17 h	C. OSTE Practical Work	Bioscope coord. + coaches
Thursday 23	Afternoon 9 – 18 h 9 – 12 h 14 – 18 h 18 h	B. COULOMB Practical Work : Final Presentation of deliverables & debate by the groups <i>Entrepreneur</i> and <i>Investor</i> Final Presentation of deliverables & debate by the groups <i>Biotech</i> and <i>Pharma</i> End of the Training	Xentech
