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Press Release

**EuroBio Lille, a challenge won:
Becoming the first event to interface public research, large companies and
Biotech SMEs at the European level**

Over 100 universities in Europe and worldwide sent their “tech transfer” experts to the EuroBio event, and two-thirds of the top 20 pharmaceutical companies were represented by their heads of licensing and external collaborations.

Over 1400 participants came together within the scope of nearly 3500 scheduled meetings over a period of two days, without omitting the informal discussions that followed about 40 conferences and workshops. With 42 countries represented, the event showed high performance on the part of the international public, reaching 35% of the number of participants.

“EuroBio is thus adapting to a strong market trend: large pharmaceutical companies, focussed over the past years on late stage deals, are now more interested in taking action upstream and are endeavouring to broaden their collaborations, particularly with biotech SMEs and public research,”, says Etienne Vervaecke, General Commissioner of EuroBio 2009.

This observation was shared by the participants, for which the assessment was promising indeed. For Garold Breit, Executive Director of the tech transfer office of the University of Manitoba, *EuroBio was, this year, a truly international event, with dense work schedules and an energetic atmosphere.*

Bruno Pagliara, CEO On-Kos Pharma (Italy): *I expanded my network and had important contacts, which may ultimately result in collaborations”*

Yann Echelard, CEO GTC Biotherapeutics (USA): *The meeting was well organized, well attended with relevant contacts and Lille facilities are well adapted for such an event*

For others, the first participation to EuroBio seems to be very fruitful. For Einco Biomaterials : *After 15 years of leadership in Brazil Einco Biomaterial started in 2009 the strategies to expand the operations to EU, Julio Vito explains. The Eurobio was the first event we decided to participate to approach the market in Europe to take advantage of its visibility and of the tradition it has in Biotechnology. Our goals with Eurobio were to present the technology to attract the attention of partners, clients and competitors as well. Also, our decision was based on the fact that France is one of the biggest markets in Europe for our products and has a very good demand for our technology. Participating of Eurobio we would*



be able to promote our strategy to learn about the market, to present our company and to attract partners to start the business in Europe. And we were right. The event was more than we expected in terms of visibility and contacts. We got to learn more about the market and we were able to make connections with over 30 possible partners. Today we are in advanced stages of discussion for commercial and technical agreements with over 15% of the contacts we made. The event surpassed our needs and we were right to choose Eurobio to be our first approach. It gave us the tools we were looking for to take the next step in starting the business in France opening the perspectives to reach other markets in EU from there as well. It was very successful and gave us what we were looking for: solid results.

History of EuroBio

Created in 1997 on the initiative of the French Minister of Research, the European Biotech Crossroads quickly succeeded in bringing together the actors of the biotech sector: biotech companies, incubated projects, students, researchers, public and private research institutions, industrial associations and federations, investors, consulting firms, large healthcare and eco-industrial companies, local communities, clusters, bio-clusters and bio-incubators, public authorities and statutory bodies, etc.

Renamed in 2006 for its 10th anniversary, the European Biotech Crossroads became EuroBio, with the open ambition of broadening its scope of action to Europe.

EuroBio 2009 returned to Lille this year, in a perfected format and positioning, making it a true European tech transfer event.

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