

Academic and small / early stage biotech discounts available

See page 8 for details

Key speakers include



Dr Robin Robinson
Director, BARDA and Assistant Deputy Secretary, Office of the ASPR
US DHHS



Dr Ole Olesen
Scientific Officer, Neglected Infectious Diseases, Infectious Diseases Unit, DG-Research
European Commission



Dr Jeffrey Almond
Vice President, Discovery and External Research and Development
sanofi pasteur



Dr Christian Mandl
Vice President, Global Head of Virology, Head Research, US
Novartis Vaccines and Diagnostics



Pierre Morgon
Vice President, Franchise and Global Marketing Operations
sanofi pasteur



Jeffrey Hackman
Senior Vice President Commercial Operations
Intercell



Dr Ludo Lauwers
Senior Vice President, Beerse R&D Site Manager
Johnson & Johnson Pharmaceuticals



Dr Maria Allende
Medical Director, Clinical Development, Vaccines
Baxter BioScience



Dr Jean Lang
Associated Vice President, Research and Development, Dengue Vaccine Program Head
sanofi pasteur



G S Reddy
Chief General Manager
Indian Immunologicals

worldvaccine

CONGRESS 2010

4 - 7 October 2010, Palais des Congrès de Lyon, Lyon, France

World health



Innovation and opportunity for pharma, biotechs, healthcare and investors

Diverse vaccine pipelines for domestic and emerging markets present a global industry in the making

Key pediatric and adult vaccine candidate approvals, core R&D advances and real clinical progress remains at the heart a rejuvenated industry. Uncover the latest 'game changing' vaccines on the road to blockbuster status

Critical market access planning and indication extension strategies for renewed revenue growth

Investigate rising market opportunities, key stage market entry strategies for new vaccines in new markets and product label extensions in mature and emerging markets. Secure long-term product and market expansion.

Innovative strategies for future vaccine research and commercialisation efforts

Evaluate new paradigms for effective, efficient and economical research and development. Be the first to apply new R&D and growth models through the application of 'externalisation' and 'open innovation'

1-2-1 partnering opportunities with CONTACT

Schedule dedicated meetings with the industry's largest forum facilitating face-to-face networking with the leading industry players.

Partnering opportunities	Page 3
Conference programme	Pages 3 - 6
Sponsorship opportunities	Page 7
All booking offers and options	Page 8

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The earlier you book the more you SAVE

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Outstanding

WHAT TO EXPECT FROM THE CONGRESS

- **Expect** to do business with over 250 senior executives over 4 **days**
- **Bring home** an extensive list of **business leads** and **close the deal** that you have been aiming for
- Find out how your **peers and competitors** are achieving business success

11 YEARS BUILDING THE VACCINE EVENT THAT YOU CANNOT AFFORD TO MISS

Influenza planning and response

Strategies for continued seasonal, pandemic and universal vaccine innovation and development. Continue market positioning in light of refocused governmental response.

Market innovation and exclusivity

Innovative vaccine positioning and label expansion continuing to offer up growing and novel revenue streams and advanced R&D.

Emerging market potential

Realising the opportunities from developing regions and their market worth. Position your company strategically for collaborative partnerships.

Market M&A, access and entry

Key stage market access planning and global coordination efforts for product launches and market entry opportunities.

Advent of externalisation

Evaluate and adapt to emerging search and develop models and align to a paradigm shift to drive the next generation of vaccine pipelines and R&D.

KEY THEMES AT THE EVENT

- From R&D to S&E; a paradigm shift for vaccine R&D
- Innovative vaccine differentiation and indication expansion
- New vaccine franchise evolution
- Penetrating emerging markets for revenue growth
- Creative market-access strategies, market innovation and expansion
- Capturing value and contributing to partnership success
- Novel vaccine engineering, adjuvant development and antigen delivery advances
- Accessing innovation: the increasing importance of externalisation
- Advancing regulatory pathways and bridging the safety divide

2500 COMPANIES HAVE
JOINED US OVER THE
PAST 11 YEARS

55+ C-LEVEL, VP OR
VACCINE HEADS
SPEAKING IN 2010

REPRESENTATION FROM
A COMBINED VACCINE
PIPELINE WORTH OF
OVER €3BN

7 MAJOR VACCINE
MARKETS EXPLORED
AND QUALIFIED

PORTFOLIO

Align



Dr Jeffrey
Discover
Develop



Dr Ludovico
President
Manager
Pharma



INFLUENZA OUTLOOK FOR THE VACCINE INDUSTRY

Where are we headed post-pandemic? Business as usual for government, regulators and industry?



Dr Ole Olesen, Scientific Officer,
Neglected Infectious Diseases,
Infectious Diseases Unit, DG-
Research, **European Commission**



Dr Robin Robinson, Director,
BARDA and Assistant Deputy
Secretary, Office of the ASPR,
US DHHS



Dr Martine Denis, Senior Director,
Clinical Development, Influenza
Vaccines, **sanofi pasteur**



Dr Maria Allende, Medical Director,
Clinical Development, Vaccines,
Baxter BioScience



Dr Jean Lang,
Associated
Vice President,
Research and
Development,
Dengue
Vaccine
Program Head,
sanofi pasteur



Dr R. Singh
President
Chief Ex
Offi
Novo

speaker line up

EXTERNALISATION, M&A AND MARKET ACCESS

Leverage new strategic models to access innovative R&D

PLANNING FOR THE NEXT BLOCKBUSTERS

Align corporate R&D strategies with the growth potential of the major vaccine indications

Ray Almond, Vice President,
Corporate and External Research and
Development, **sanofi pasteur**



Dr Christian Mandl, Head of
Research and Global Head, Viral
Vaccine Prospects, **Novartis
Vaccines and Diagnostics**



Andrew Baum, Managing Director
Equity Research, **Morgan Stanley**

Joel Lauwers, Senior Vice
President, Beers R&D Site
Manager, **Johnson & Johnson
Pharmaceuticals**



Jeffrey Hackman, Senior Vice
President Commercial Operations,
Intercell



G S Reddy, Chief General Manager,
Indian Immunologicals



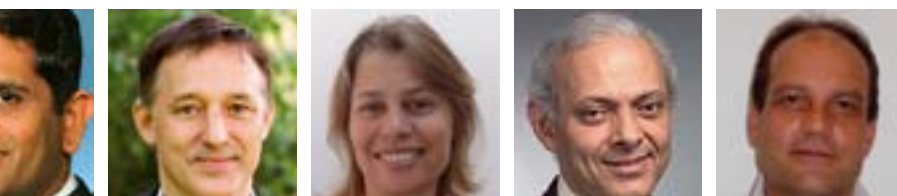
Jean-Marc Renard, Vice President,
Corporate Development, **sanofi
pasteur**



Pierre Morgon, Vice President,
Franchise and Global Marketing
Operations, **sanofi pasteur**

WHERE SCIENCE MEETS STRATEGY

CEOs, CSOs, COOs and VPs discuss where they see their core pipeline candidates in 2011 and beyond



Dr Tamar Ben Yedidia,
Chief Executive
Officer and
Chief Scientific
Officer,
**AVIR
Green Hills
Biotechnology**

**Dr Thomas
Muster**,
Chief Executive
Officer and
Chief Scientific
Officer,
**AVIR
Green Hills
Biotechnology**

**Dr Tamar Ben
Yedidia**,
Chief Scientific
Officer,
**BiondVax
Pharmaceuticals**

**Dr Raafat
Fahim**,
President and
Chief Executive
Officer, **Nabi
Pharmaceuticals**

**Dr Joe
Santangelo**,
Chief Operating
Officer,
InViragen

**Dr Bennedikt
Timmerman**,
Chief Executive
Officer,
Genticel

**Dr Martin
Bachmann**,
Chief Scientific
Officer,
**Cytos
Biotechnology**

**Dr Alain
Rolland**,
Executive Vice
President,
Product
Development,
Vical

09.00 Chairman's opening remarks
H1N1 REGIONAL STRATEGY REVIEW
09.10 DG SANCO initiatives for ongoing research opportunities and priorities?

- Current and future priorities in the European Commission's research agenda on infectious diseases
- Vaccine research in the Seventh Framework programme
- Government initiatives supporting vaccine revenue

Dr Ole Olesen, Scientific Officer, Neglected Infectious Diseases, Infectious Diseases Unit, DG-Research, **European Commission**

09.40 US post-pandemic influenza and medical countermeasures: review and status report

- BARDA continuing strategies to further advance the science, technology, policies, planning, and response capabilities to pandemic influenza
- BARDA ongoing near-term medical countermeasure advanced development and acquisition plans
- How are the government's strategy and plans continuing to create opportunities for companies at all steps in the end-to-end preparedness framework?

Dr Robin Robinson, Director, BARDA and Assistant Deputy Secretary, Office of the ASPR, **US DHHS**

10.10 Influenza pandemic surveillance and response – did we put preparedness to the test?

- What are the current surveillance updates on the spread of the pandemic influenza A(H1N1) virus, vaccine effectiveness and coverage data?
- What can we learn from this ongoing surveillance and what can we apply in response to the findings?
- What has been and what still can be done to encourage national governments to review their needs for influenza surveillance?

Senior representative from European Centre for Disease Prevention and Control to be confirmed

10.40 Morning coffee
11.10 Experiences of US regulators regarding the approval of novel pandemic influenza vaccines

- Comparing and contrasting FDA legislation, guidelines, procedures and performance in response to the H1N1 pandemic
- How effectively have Western hemisphere regulators dovetailed with the wider global regulatory environment?
- What will be the consequences for industry in terms of the regulation of novel technologies in future?

Senior representative from US FDA to be confirmed

WHAT NOW FOR INFLUENZA DEVELOPMENT?
11.40 Evaluation of adjuvanted A(H1N1) monovalent influenza vaccine

- H1N1 clinical study design and supplemental application based on collaboration with EMEA
- Outlined H1N1 clinical development plan, objectives, timelines and achievements
- Manufacturing considerations impacting clinical timelines and vaccine availability

Dr Martine Denis, Senior Director, Clinical Development, Influenza Vaccines, **sanofi pasteur**

12.10 Vero Cell derived pandemic influenza vaccines

- Advantages of Cell Culture with respect to Development and Manufacture of Pandemic Influenza Vaccines
- Clinical Results of H5N1 and H1N1 Vaccines Trials
- Serological Assays for Influenza

Dr Maria Allende, Medical Director, Clinical Development, Vaccines, **Baxter BioScience**

12.40 Networking lunch
14.00 Recombinant vaccine development and VLP vaccine candidate

- Commercial development and production of a recombinant influenza vaccine
- Clinical testing and registration of product not under "strain change" pathway

Dr Rahul Singhvi, President and Chief Executive Officer, **Novavax**

14.30 Biotech innovation: deltaFLU-a new generation live attenuated vaccine against influenza

- deltaFLU technology - a strategy that eliminates limitations and complications is the construction of a vaccine virus which undergoes only abortive replication and is capable of inducing a strong immune response
- Generating a candidate by reverse genetics and produced in mammalian cells allowing fast and efficient generation and production of vaccine strains

Dr Thomas Muster, Chief Executive Officer and Chief Scientific Officer, **AVIR Green Hills Biotechnology**

15.00 Panel session: late-stage influenza vaccine development

- What novel developmental practices are enabling advanced ongoing vaccine development?
- What methods are being implemented that are enabling more effective vaccine candidate development, clinical investigational lots and commercial-scale vaccine production?

Dr Martine Denis, Senior Director, Clinical Development, Influenza Vaccines, **sanofi pasteur**

Dr Maria Allende, Medical Director, Clinical Development, Vaccines, **Baxter BioScience**

Dr Rahul Singhvi, President and Chief Executive Officer, **Novavax**

15.45 Afternoon tea
UNIVERSAL VACCINES: ONE FOR ALL AND ALL FOR ONE
16.15 Biotech Showcase: universal influenza-A vaccine development and synthetic vaccines for mutating viruses

- Developing a synthetic universal influenza vaccine (FP-01) targeting all potential seasonal and pandemic influenza-A strains (H1-9; human, avian & swine)
- How does FP-01 utilise the broadly applicable T-cell vaccine platform encompassing the fluoropeptide antigen delivery system?

Dr Carlton Brown, Chief Executive Officer, **ITS Innovation**

16.40 Biotech Showcase: delivering an epitope-based approach to universal influenza vaccine development

- How can conserved epitopes derived from the influenza virus as immunogens form vaccine candidates?
- Multimeric-001 pre-clinical results, interim and completed phase I/II trial results

Dr Tamar Ben Yedidia, Chief Scientific Officer, **BiondVax Pharmaceuticals**

17.05 Panel session: latest progress in universal 'flu vaccine R&D and what key challenges remain?

- What can be done to overcome the modest protection offered by M2, HA and NP proteins in animal models?

Dr Carlton Brown, Chief Executive Officer, **ITS Innovation**

Dr Tamar Ben Yedidia, Chief Scientific Officer, **BiondVax Pharmaceuticals**

Melissa Malhame, Senior Director, **Dynavax Technologies**

17.35 Close of Congress Day and Networking Drinks

09.00 Chairman's opening remarks

A PARADIGM SHIFT FOR BIG PHARMA R&D

09.05 Opening speaker panel: what Pharma R&D Chiefs want

- Where are the major growth indications in the vaccines market over the next 5 years emerging?
- What are the most promising candidate vaccines currently in clinical development?
- How are corporate R&D strategies aligning with a balance of internal and external projects?

Dr Jeffrey Almond, Vice President, Discovery and External Research and Development, **sanofi pasteur**

Dr Christian Mandl, Head of Research and Global Head, Viral Vaccine Prospects, **Novartis Vaccines and Diagnostics**

INNOVATIVE VACCINE DIFFERENTIATION

10.05 Global Dengue Fever vaccine development milestones and expansion

- Applying to Dengue the system biology paradigm and risk evaluation and mitigation strategy vaccine development frameworks
- Towards a dengue vaccine in the Asia-Pacific and Lat Am regions: progress to date and ongoing clinical study goals and challenges

Dr Jean Lang, Associated Vice President, Research and Development, Dengue Vaccine Program Head, **sanofi pasteur**



11.15 Morning coffee

11.45 Ixiaro® - Japanese Encephalitis vaccine development, surpassing clinical hurdles and approval

- Underscoring commitments to serving the needs of the travelers' and of the military market and developing vaccines to address unmet needs
- Novel Japanese Encephalitis vaccine; a purified, inactivated vaccine for active immunisation of adults

Jeffrey Hackman, Senior Vice President Commercial Operations, **Intercell**

VACCINE INDICATION EXPANSION

12.15 Expanding the approval of Gardasil; targeting novel demographics with existing HPV vaccine

- Gaining buy in from federal regulators; expanding use of Gardasil to expanded populations
- Highlighting the studies underlying Merck's application and recent trial analysis

Dr Bennett Lee, Medical Affairs Director (HPV), **sanofi pasteur MSD**

12.45 Vaccine manufacturing differentiation: taking flexible disposable manufacturing to the next level

- Identifying the challenges for vaccination and identifying key drivers and opportunities for improvements
- What lessons are being learned and what are GE Healthcare's approaches and solutions, costs and benefits

Dr Catarina Flyborg, Leader Vaccine Initiative, **GE Healthcare**

13.15 Networking lunch

NEW VACCINE FRANCHISE EVOLUTION

14.15 Nicotine conjugate vaccine technology: initiating second Phase III study for NicVAX vaccine

- Agreements made on the study design, protocol and end points through a Special Protocol Assessment (SPA) for the pivotal clinical program

- Ongoing results from primary and secondary endpoints including abstinence rate at various time intervals, safety and immunogenicity

Dr Raafat Fahim, President and Chief Executive Officer, **Nabi Pharmaceuticals**

14.45 Moving forward with Heplisav™ – a new chapter in phase trials and strategy

- Identifying next steps after recent pivotal trials data demonstrating clinical benefit
- Planned Phase III registration trial and Phase III lot-to-lot consistency trial

Melissa Malhame, Senior Director, **Dynavax Technologies**

15.15 Driving the successful clinical and commercial development of Dengue fever vaccines

- Merging complementary vaccine pipelines and international product development capabilities for infectious diseases prevalent in emerging economies
- Clinical studies testing vaccine safety and measuring immune responses for 'proof-of-concept' and efficacy

Dr Joe Santangelo, Chief Operating Officer, **InViragen**

15.45 First-in-class Bivalent therapeutic vaccine development against HPV

- Development of very well tolerated, potent bivalent vaccine for individuals infected with the most common oncogenic genotypes, HPV 16 and/or HPV 18
- Progressing with significant Phase I/IIa clinical trials with ProCervix addressing the unmet needs of HPV-infected women before they develop neoplasia or cancer

Dr Benedikt Timmerman, Chief Executive Officer, **Gentical**

16.15 Afternoon tea

16.45 Therapeutic vaccine development for the treatment of Respiratory and Cardiovascular disease

- Critical market drivers behind a developing market for respiratory and cardiovascular vaccines
- Ongoing Phase IIb results for CYT003-QbG10 for the treatment of allergic asthma

Dr Martin Bachmann, Chief Scientific Officer, **Cytos Biotechnology**

DNA VACCINES: ENGINEERING GROWTH

17.15 Development of preventative HIV-1 vaccine through mucosal defense mechanism

- Pre-clinical studies providing full protection of vaccinated non-human primates against multiple heterologous live virus challenges
- Phase I, placebo controlled, double blinded, single site trial studying the safety and tolerance of the HIV preventative vaccine in healthy volunteer

Dr Sylvain Fleury, Chief Scientific Officer, **Mymetics**

17.40 Phase II CMV DNA in Hematopoietic Cell Transplant patients

- Immunogenicity results for TransVax™, CMV therapeutic DNA vaccine and final Phase II outcomes
- Additional clinical data using Vaxfectin® adjuvant

Dr Alain Rolland, Executive Vice President, Product Development, **Vical**

18.05 Development of DNA-based prophylactic and therapeutic vaccines

- A rationale for Bacteriophage DNA vaccination for rapid development and production of new vaccines
- Using whole phage particles to vaccinate the host and facilitating the host to read the DNA vaccine

John March, Chief Executive Officer, **BIG DNA**

18.30 Close of Congress Day and Rhone Dinner Cruise

09.00 Chairman's opening remarks

PENETRATING EMERGING MARKETS FOR REVENUE GROWTH

09.05 Ensuring long-term growth in the emerging markets through achieving a localised presence

- Outlining the new Merieux Alliance committee of sanofi pasteur for emerging markets

Dr Raman Rao, Vice President, Scientific and Medical Affairs, **Shantha Biotechnics Limited** and Director Medical Affairs and Portfolio Development, **Merieux Alliance**

09.30 An insider looking out; forging ahead with new and innovative strategies to enter international vaccine markets

- Underscoring the need for innovative technology and business models to address the market challenges

G S Reddy, Chief General Manager, **Indian Immunologicals**

09.55 Panel session: emerging market capabilities and strategic offerings in a globalised market

- Where are emerging country capabilities offering up growing advantages in a global vaccine market?

Dr Raman Rao, Vice President, Scientific and Medical Affairs, **Shantha Biotechnics Limited** and Director Medical Affairs and Portfolio Development, **Merieux Alliance**

G S Reddy, Chief General Manager, **Indian Immunologicals**

Dr Joe Santangelo, Chief Operating Officer, **InViragen**

10.10 Exploring emerging markets - leveraging a CRO in accelerating vaccine development

- Avoiding the traps of the regulatory landscape and the DOs and DONTs of vaccine trials in emerging markets

Dr Georg Lautscham, Director Business Development, Europe and Asia, **Encorium**

10.35 Effective technology transfers to emerging markets

- Requirements of assuring the successful transfer and start-up of established vaccine technology in emerging markets
- Experience and recommendations on tech transfer

Dr Helge Berg, Director of Bioscience Manufacturing Network Europe, **Millipore**

11.00 Morning coffee

CREATIVE MARKET-ACCESS STRATEGIES

11.25 Key stage market-access planning in the introduction of new vaccines to new markets

- What is of critical focus to manufacturers regards local optimisation? Price and market access differentials
- How can manufacturers carry through appropriate global coordination efforts? Launch sequencing and pricing

Pierre Morgon, Vice President, Franchise and Global Marketing Operations, **sanofi pasteur**

11.50 Rising market opportunities, entry challenges and its impact on the shape of the global vaccine industry

- What do companies look for within market trends and growth in indications and geographies?
- How are market assessment and entry strategies fundamental to bringing new vaccines to market?

Dr Silvia Steyrer-Gruber, Senior Director Vaccines, Global Marketing and Commercial Europe, **Baxter BioScience**

12.15 Successful clinical supply chain for vaccines and temperature sensitive medication

- Planning and requirements; building sustainability and flexibility into the supply strategy
- Regulatory insight and impact on supply chain efficiency

Jennifer Worsfold, Director Customer Services and Deputy GM, **Fisher Clinical Services**

12.40 Networking lunch

STRATEGIES FOR MARKET INNOVATION AND EXPANSION

13.40 Unprecedented investment in R&D? Think again; is it time for open innovation?

- The application elements of open innovation to vaccine R&D and options to achieve sustainability

Dr Ludo Lauwers, Senior Vice President, Beers R&D Site Manager, **Johnson & Johnson Pharmaceuticals**

14.05 Cross border strategic growth and acquisition strategies

- Streamlining the process to evaluating potential partners and challenges of different business / deal models

Jan Reid, Senior Director, Vaccines R&D Business Development, **VWBD, Pfizer Inc.**

14.30 Research and development collaborations to enhance product, service and technology portfolios

- Debating the partnership and business development strategies of smaller companies in the vaccine value chain

Jean-Marc Renard, Vice President, Corporate Development, **sanofi pasteur**

CAPTURING VALUE AND PARTNERSHIP SUCCESS

14.55 Panel session: early stage vaccine discovery: meager rewards, but is potential building?

- Is industry right to keep focus on filling portfolio holes with late-stage candidates? Can early stage vaccine discovery still generate out-sized returns?

Dr Graziano Seghezzi, Partner, **Sofinnova Partners**

Ralph Villiger, Partner and Founding Member, **Avance**

Dr Erich Tauber, Chief Executive Officer, **Themis Bioscience**

15.25 Afternoon tea

NOVEL VACCINE ENGINEERING

15.50 Panel session: novel cell substrates in vaccine manufacture

- Rapid and inexpensive bacterial cell, baculovirus, insect cell and plant cell culture production platforms progress

Dr Michael Wacker, Chief Scientific Officer, **GlycoVaxyn**

Dr Vidadi Yusibov, Executive Director, **Fraunhofer USA**

Dr Yuri Gleba, Managing Director, **ICON Genetics**

ADJUVANT DEVELOPMENT AND ANTIGEN DELIVERY

16.30 Addressing clinical and regulatory concerns for licensing new adjuvants and delivery combinations

- What are the concerns around mechanism of action / systemic response / chronic inflammation / long-term effects? How can they be mitigated at an early stage?

Dr Roberto Camerini, Head of Clinical Research, **Sigma-Tau**

16.55 HuCAL PLATINUM® – a reliable source for antibody tools to accelerate vaccine development

- Supporting vaccine characterization, purification, and QC processes with recombinant high affinity HuCAL® antibodies

Dr Achim Knappik, Head of Research and Development, **AbD Serotec, a Division of MorphoSys AG**

17.20 Panel session: what real potential exists for vaccine antigen delivery technologies for future development?

- What are the key short- to mid-term opportunities and risks for VLPs, Virosomes and Liposomes?

Dr Ines Atmosukarto, Chief Scientific Officer, **Lipotek**

Thomas Stauffer, Chief Executive Officer, **Pevion Biotech**

Dr Martin Bachmann, Chief Scientific Officer, **Cytos Biotechnology**

Dr Vidadi Yusibov, Executive Director, **Fraunhofer USA**

18.05 Close of Congress Day and Networking Drinks

09.00 Chairman's opening remarks

09.05 Investing in biotech and vaccines – an update based on recent developments

- The biotech and vaccine business model used to get traction from the investment community. Where do we stand?
- The evolving profile from investor to capitalist; accessing emerging research trends

Eric Le Berrigaud, Head of Research, Equity analyst – Pharmaceutical, **Raymond James Euro Equities**

ACCESSING INNOVATION: THE INCREASING IMPORTANCE OF EXTERNALISATION

09.30 Option based deal-making: structures for Bull and Bear markets

- What can you expect from weak financial markets creating an option-based dealmaking bonanza, with pharma buyers calling the shots and limiting risk and cost to the maximum?
- How are other forms of contingency-based deals, such as earn-out acquisitions gaining traction in a buyer's market?

Raphael Wisniewski, Investment Director, Life Sciences Group, **Edmond de Rothschild Investment Partners**

09.55 Externalisation taking centre stage for vaccine development; whats in it for pharma?

- In a growth constrained reality, should industry evaluate and adapt from R&D to a more search and develop model?
- Is the industry in a stage where the quality and variety of third-party discovery and research assets and services makes externalisation of R&D a real option with highly attractive economics?

Andrew Baum, Managing Director Equity Research, **Morgan Stanley**

10.20 Pharma out-licensing; can it work in vaccines?

- What is the rationale for out-licensing development-stage vaccine R&D?
- A hardly proven strategy?; how can the pharma R&D model lend itself to this novel out-license mode?
- Best business models and deal structures; what do we do with these assets? Who might be potential in-licensors?

Meeta Chatterjee, Head, Global Out Licensing and Asset Management, **Merck Research Laboratories**

10.45 In-licensing and partnering non-core assets with external vaccine parties: maximising potential

- How are industry approaching changing times and business partnerships pertaining to S&E and corporate development?
- What are the challenges that face the industry in terms of establishing collaborations for developing, manufacturing and delivering vaccines?

Dr Riccardo Manetti, Global Head of Search and Evaluation, Business Development and Licensing, **Novartis Vaccines & Diagnostics**

11.10 Morning coffee

ADVANCING REGULATORY PATHWAYS

11.25 A route to approval for regional vaccine programmes

- Adapting and reacting to regulatory change around vaccines for industry
- Application of adaptive approaches without lessening focus on compliance
- Challenges to establishing a presence in the European vaccine market and aligning corporate strategies and commercial operations

Dr Amy Fix, Director, Global Regulatory Affairs, **Baxter BioScience**

11.50 How can you align strategies with regulation to avoid barriers to vaccine development?

- How can industry appropriately respond to regulation of ensuring both consumer safety and the rapid availability of supply to appropriate vaccines and medicines?
- How is industry working with the regulatory agencies to facilitate new product development, collaborating on the turnaround of regulatory applications, and expediting review of key products using innovative mechanisms?
- How is industry responding to the complete review of the approval and licensing process as well as an adaptive process to the production of vaccines?

Dr Emmanuèle Gerdil, Senior Director, Regulatory Affairs, **sanofi pasteur MSD**

12.15 Regulatory approaches and pathways for global vaccine development

- Regulatory principles for development of vaccines against global infectious diseases
- Exploring the implications of these regulatory approaches and challenges from the perspective of industry involved in developing vaccines for global infectious diseases

Dr Shailesh Dewasthaly, Head of Regulatory Affairs, **Intercell**

12.40 Panel session: global regulatory frameworks for novel vaccine introduction into domestic and international markets

- Development and harmonisation of regulations in key areas of concern for the vaccine industry
- Adapting and reacting to regulatory change around vaccines for industry

Dr Amy Fix, Director, Global Regulatory Affairs, **Baxter BioScience**

Dr Emmanuèle Gerdil, Senior Director, Regulatory Affairs, **sanofi pasteur MSD**

Dr Shailesh Dewasthaly, Head of Regulatory Affairs, **Intercell**

13.05 Networking lunch

BRIDGING THE SAFETY DIVIDE

13.50 Vaccine safety surveillance in the 21st century: lessons learned and challenges for the future

- Improving our understanding of rare but serious adverse events following drug or vaccine administration
- The increasing role of pharmacovigilance in the evaluation and study of risk for more serious side effects as well rare but serious adverse events

Dr Dominique Delattre, Director, Pharmacovigilance and Risk Management, Europe, **sanofi pasteur MSD** (tbc)

14.20 Post-marketing safety data and pharmacovigilance planning

- The specifics of pharmacovigilance for vaccines and best practice methods applied to vaccine safety
- Importance and need of processes and policies for post market safety research as safety concerns

Dr Elisabeth Schuller, Head of Pharmacovigilance and Medical Information, Clinical Development, **Intercell** (tbc)

14.45 Panel session: passive and active approaches of post-marketing surveillance

- Defining the advantages and limitations of presently applied active and passive vaccine safety approaches

Dr Dominique Delattre, Director, Pharmacovigilance and Risk Management, Europe, **sanofi pasteur MSD** (tbc)

Dr Elisabeth Schuller, Head of Pharmacovigilance and Medical Information, Clinical Development, **Intercell** (tbc)

15.00 Close of Congress

EUROPE'S LEADING VACCINE CONFERENCE: progressive format, dynamic speakers, REAL SOLUTIONS

Who attends?

Vaccines: a crucial path to growth

Under domestic and European administration, Vaccines are becoming critical resources in national public health programmes.

Seen as efficient and effective means of mitigating the risk of large scale public health emergencies, vaccines role in public health preparedness grows ever more important in national planning.

Delivering the kind of industry growth that other conventional pharmaceutical markets can only dream of, Vaccine sales are expected to almost double, from approx. €4.9 billion in 2009 to €9.4 billion by 2013. As more and more candidate approvals come online and achieve domestic and WHO qualification, expect that number to increase sharply to almost €15 billion by 2015.

With the lure of big profits, advances in technology and growing government support, new companies playing are being drawn the vaccine fire. From nascent biotechs to the likes of Pfizer, Abbott and Johnson & Johnson, investment in partnerships and other deals to develop and manufacture vaccines has been on a tear. Rising worldwide emphasis on preventive health care, plus the advent of the first multibillion-dollar vaccines have further boosted vaccine appeal.

These 'game changing' vaccines achieving market status are writing the real commercial success stories. With both pediatric and adult vaccine markets enjoying recent candidate approvals, R&D advances and real clinical progress is at the heart of a rejuvenated industry.

Combine this innovation with the globalisation of the vaccine industry and the scale of this market suddenly becomes clear. From domestic to emerging markets, borders and market access routes are opening up un-matured markets, providing vaccine manufacturers with expanding and at present untapped revenue streams.

World Vaccine Congress Lyon shows you the way.

World Vaccine Congress Lyon is a CxO level, interactive conference experience. The congress speaker faculty are business and scientific industry leaders from throughout Europe and the World.

The **World Vaccine Congress Lyon** is the World's leading vaccine event:

- A knowledge experience with C-level speakers and genuine industry experts
- Attended by senior-level executives from the big pharmaceutical and vaccines manufacturers
- Tackling the important strategic issues of the vaccine industry
- Unrivalled networking opportunities with real industry decision-makers
- Best practice case studies from the people that matter
- Plenary sessions meaning you don't miss out on the key content

"The meeting was extremely successful for me as a start up CEO and I look forward to attending more"

Dr Paul Radspinner, President and Chief Executive Officer, **FluGen Inc.**

Key congress facts from **World Vaccine Congress Lyon**

- Over 230 representatives and 180 individual organisations were presented in 2009
- In its 11 years history, **World Vaccine Congress Lyon** has welcomed over 2500 participants
- 65% NEW speakers to 2010 providing you with NEW insights and NEW industry strategies
- 95% of vaccine manufacturer speakers are of Senior Director level or above
- 95% of biotech speakers are of C-level / Vice President seniority
- 28hrs of presentations and panels covering 4 days and 16 sessions
- 15 hrs of dedicated networking and face-to-face time with industry leaders

Abbott Biologicals
Bavarian Nordic
Baxter Bioscience
Boehringer Ingelheim
Centocor Research & Development
Crucell
CSL Biotherapies
Cytos Biotechnology
Dendreon Corporation
Dynavax
FIT Biotech
GlaxoSmithKline Biologicals
Glycovaxyn
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Inviragen
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Pevion Biotech
Pfizer
PharmAthene
Protein Sciences
Sanofi Pasteur
sanofi pasteur MSD
Solvay Pharmaceuticals
Statens Serum Institut
VaxInnate
Vical
Wittycell
...plus many more

Who should attend?

**Pharmaceutical
manufacturers**

**Large / SME
Biotech**

**Academia /
Research Institutes**

**Government /
Regulatory bodies**

**Philanthropic /
NGO**

**Contract Research
Organisations**

**Contract
Manufacture
Organisations**

**Equipment
Manufacturers
/ Technology
Providers**

**Investment Banks/
Private Equity**

Consultants

YOUR SOCIAL & NETWORKING CALENDAR AROUND THE EVENT

Gather the World's leading vaccine stakeholders and practitioners, offer them four days of rapid-fire stimulation, then sit back and watch the fireworks. Our evening events create the backdrop where ideas develop, connections are made, and inspiration grows. All networking functions are open to all *World Vaccine Congress Lyon* attendees, and each benefit from a fantastically informal atmosphere, an open bar and a collection of industry personalities that invariably get people talking.



OPENING NIGHT RECEPTION



Monday 4 October 2010
17.30pm – 19.00pm
Salon Pasteur

The Opening Night Reception allows delegates, speakers and sponsors the chance to take stock of the first day's congress sessions and to take advantage of participating in an informal and inviting drinks reception that brings you into the networking fold for the day's ahead.

The reception formally recognises the opening of the exhibition area and provides a stimulating backdrop to the evenings proceedings.



RHÔNE STARLIGHT DINNER CRUISE



Tuesday 5 October 2010
19.15pm – 22.15pm
Quay Claude Bernard

Taking in the delights on the Rhône, embark on an evening of drinks, dinner and conversation as 'Ile Barbe' spirits you along a guided tour of the banks of the Rhone accompanied by your fellow peers. Benefit from a networking function in stunning yet relaxed settings.

SUNDOWN IN THE SALON



Wednesday 6 October 2010
18.00pm – 19.30pm
Salon Pasteur



Three extraordinary days of evening entertainment draws to a close as congress attendees are invited to enjoy an evening of music, drinks and networking. Great company and great conversation will surely follow. A fitting end to the congress networking programme.

Are you in touch?



contact
your online networking partner

Use CONTACT to boost your networking opportunities

Contact, the online networking tool ensures more of your time is spent in valuable meetings with the right people

How CONTACT can help you:

- Search all attendees by profile
- Contact your shortlist and pre-arrange meeting up
- Get on-line access to all event documentation

Get organised and start your business meetings now.
Save time and maximise your onsite experience.

To discuss sponsorship and exhibition opportunities please contact Marc Rhys-Evans at marc.rhys-evans@terrapinn.com or Tel. +44 (0)20 7827 5945



The revolutionary, exciting, quick and non-pressurised way to meet fellow conference delegates and industry peers in a 40 minute session. These brief meetings are the starting point for conversation and networking throughout the conference. This is where long lasting and fruitful relationships begin.



- The best 40 minute networking session you've ever experienced
- Meet ... move on ... meet ... move on ... meet!
- Exchange business cards with fellow delegates, speakers and moderators

STAND OUT FROM THE CROWD & SPONSOR

In an effort to help our clients really stand out from their competitors, *World Vaccine Congress Lyon* offers the best way to keep your business solutions and brand front of mind and ahead of the game.

ARE YOUR POTENTIAL CLIENTS AWARE OF THE SOLUTIONS THAT YOU OFFER?

- Join a panel debate or showcase your expertise
- This is a real chance to send your message out to the market
- Educate the audience and position your company as a leader in the space

ARE YOUR PROSPECTIVE CLIENTS AWARE OF YOUR TRACK RECORD?

- In an industry where much of the business generated is through word of mouth there is no more powerful way of demonstrating your track record in front of a room full of prospective clients
- Position your company as an advocate for the industry

DO YOU FIND IT HARD TO GET FACE-TO-FACE TIME WITH NEW PROSPECTS?

- Many of the companies that regularly attend the congress are typically hard to reach
- As a sponsor you'll find that they are receptive to new introductions and comfortable discussing new business opportunities
- The environment we create is designed to generate new business with more networking opportunities than any other event of its kind

IS YOUR COMPANY BRAND RECOGNISED BY YOUR CLIENTS & THE INDUSTRY AS A WHOLE?

- Your brand and company will be marketed to the entire energy community over a 6 month marketing campaign
- Your brand will be in good company - many of your clients also join the event as sponsors

ARE COMPETITORS EATING YOUR LUNCH?

- In a crowded landscape and a tough economic climate no one can afford to sit back and let the business promote itself
- Don't sit in the audience and listen to your competitors talk about how great their solutions are – be at the forefront!
- Time to stand out from the crowd through branding, leading an industry discussion and showing your clients a good time!

ARE YOU TRYING TO REACH A NEW MARKET THAT IS DIFFICULT TO ACCESS?

- As a truly global event you will have the opportunity to meet clients from all over the globe
- Save time and money on long drawn out road shows. We bring the clients to you!



KEEP FRONT OF MIND WITH EXISTING CLIENTS & GENERATE NEW BUSINESS

Exhibitors



World Vaccine Congress Lyon 2010 provides the perfect environment for you to demonstrate new products, introduce new services or solutions and engage in "face to face" marketing with your global vaccine stakeholder audience. This is the place where you can ensure your products and services are a resounding success in this fast developing market.

Companies already supplying domestic and global vaccine markets are clamouring to be the supplier of choice as governments, pharma and biotech look to take developments to the next level. Those new to this industry need to find their commercial angle in gaining a strategic foothold.

Create and nurture new business relationships

Building on the success of the previous eleven years, *World Vaccine Congress Lyon* continues to serve as Europe's most influential meeting place for the global vaccine community in 2010 and beyond. *World Vaccine Congress Lyon* continues to support the vaccine industry by connecting government, pharma and biotech with the suppliers they need to get the job done.

Tailor-made partnerships guarantee market exposure, new business development and sales leads for your company. Establish your company as the commercial partner of choice! Meet and network with the people shaping the future of vaccine research and development - your customers!

A complete marketing and sales solution

World Vaccine Congress Lyon offers a succinct promotional and commercial development solution to companies that wish to position themselves at the forefront of vaccine development. This is a major opportunity to enhance branding, reputation and sales by engaging face-to-face with your target market.

This is your chance to be seen as a market leader and present your message to executives driving the global vaccine market.

With one cost-effective investment, *World Vaccine Congress Lyon* will enable you to:

- Start meeting your strategic objectives for the year ahead by putting your company on a platform
- Demonstrate your thought leadership position in the market
- Discuss new product developments
- Conduct real business and build your brand with a group of highly qualified decision-makers
- Develop and reinforce key relationships
- Unrivalled lead generation and profiling
- Target your message to your precise audience

Who should sponsor?

Pharmaceutical
manufacturers

Large / SME
Biotechs

CRO/CMOs

Platform
Technology
Providers

Equipment
Manufacturers

Technology
Providers

Law Firms

Consultants

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at marc.rhys-evans@terrapinn.com or
Tel. +44 (0)20 7827 5945**

Media partners



worldvaccine

CONGRESS 2010

4 - 7 October 2010, Palais des Congrès de Lyon, Lyon, France

World health



It's quicker and easier to book and pay online
go to www.terrapiinn.com/vaccinelyon and click on register now

Register now

Package	Before 30 Jul 2010	Before 27 Aug 2010	Before 17 Sep 2010	After 17 Sep 2010	How many	Calculate your ticket
Platinum pass: 4 day conference plus gala dinner	£3,235 + VAT £634.06 = £3869.06 SAVE £720!	£3,595 + VAT £704.62 = £4299.62 SAVE £360!	£3,775 + VAT £739.9 = £4514.90 SAVE £180!	£3,955 + VAT £775.18 = £4730.18		
Gold pass: 3 day conference plus gala dinner <input type="checkbox"/> A 4 - 6 October <input type="checkbox"/> B 5 - 7 October	£2,515 + VAT £492.94 = £3007.94 SAVE £560!	£2,795 + VAT £547.82 = £3342.82 SAVE £280!	£2,935 + VAT £575.26 = £3510.26 SAVE £140!	£3,075 + VAT £602.70 = £3677.70	<input type="checkbox"/>	

* Registrations without credit/debit card payments are subject to a £100 booking fee.

Academic and biotech discounts

☐ Yes, I work in Academia or a small / early stage biotech. I therefore qualify for an exclusive discount. Call Neil Darkes now to find out more details +44 (0)20 7092 1240.

How do you want to pay?

Credit / Debit card	<input type="checkbox"/>	£0
Cheque / Bank transfer	<input type="checkbox"/>	£100 + VAT £19.6 = £119.6
Total		

Your voucher code

(you'll need to quote this for telephone and online bookings)

All tickets include refreshments, lunch and full conference documentation. The fee does not include hotel accommodation.

Your details

Delegate name.....

Job title Organisation.....

Address

Post code Country

Tel..... Fax

Email.....

Authorising manager..... Authorising manager signature

Bring your team and save more.

	Mr/Mrs/Ms	Full name	Job title	Telephone
1				
2				
3				
4				
5				

For groups of more than 6 please attach a separate sheet with details of all attendees. Alternatively call +44 (0)20 7242 2324.

Payment details

Payment terms are 14 days from date of invoice. Notwithstanding this, payment must be received prior to the conference taking place. Kindly note the terms and conditions on our registration page.

☐ Bank transfer ☐ Invoice me ☐ Credit card ☐ Diners club ☐ Visa ☐ American express ☐ Mastercard

Card number --- Expiry date: ____/____/____

Card holders name Card holders signature.....

Bank Transfers: Account Name: Terrapiinn Limited, Sort Code: 20-78-98, Bank account number: 30412791, Bank Name & Address: Barclays Bank PLC, 27 Soho Square, London, W1D 3QR, Swift Address: BARCGB22, IBAN: GB14 BARC 2078 9830 4127 91. **Reference: please quote 171616 and the delegate's name**

How to book your ticket

Online

It's quicker and easier to book and pay online
go to www.terrapiinn.com/vaccinelyon
and click on register now

Offline

Complete this form and fax it back to
+44 (0)20 7242 1508 or call +44(0)20 7242 2324
and we'll take your booking over the phone.

Group bookings

Why not send your team and save more.

Send 3 delegates and save 10%

Send 6 delegates and save 20%

Send 8 delegates and save 25%

To register a group either call +44 (0)20 7242 2324 or fax this form to +44 (0)20 7242 1508.

Privacy policy

Terrapiinn may contact you about products and services offered by Terrapiinn and its group companies, which Terrapiinn believes may be of interest to you, or about relevant products and services offered by reputable third parties. Please tick the appropriate box if you do not wish to receive such information from:

☐ the Terrapiinn group; ☐ or reputable third parties.

Cancellation policy

- Should you be unable to attend, a substitute delegate is welcome at no extra charge.
- Terrapiinn does not provide refunds for cancellations. Invoiced sums are payable in full, except in cases where Terrapiinn has been able to mitigate loss.
- Terrapiinn will make available course documentation to a delegate who is unable to attend and who has paid.
- Terrapiinn reserves the right to alter the programme without notice including the substitution, alteration or cancellation of speakers and / or topics and / or the alteration of the dates of the event.
- Terrapiinn is not responsible for any loss or damage as a result of a substitution, alteration, postponement or cancellation of an event.

Don't forget huge discounts are available for group bookings. See above for details.



We lessen this brochure's impact on the environment by using recycled paper.