



**LES FRANCE / EUROPE**

**March 12, 2019 - 1:30 pm – 6:00 pm**

**at GIDE LOYRETTE NOUEL - 15, rue de Laborde - 75008 PARIS**

## **EUROPE - ASIA PHARMA PARTNERSHIPS**

### **HOW TO BUILD A SUCCESSFUL DEAL**

### **MAIN CHALLENGES TO OVERCOME**

- **13h30 Welcome**
- **14h00 Opening remarks**  
*Alain Herrera (Former Head of Sanofi Oncology franchise)*
- **14H10 Introductory note**  
Evolution of the Asian contribution to the global pharmaceutical world  
*Didier Landais (Global Head of Licensing, BD&L Servier)*
- **14h30 Scientific and clinical research collaboration in Oncology:**  
An overview of the achievements, the needs and the hurdle  
*Jean-Pierre Armand (Senior Consultant Oncology, Early Drug and Therapeutic Innovation Department, Gustave Roussy Institute)*
- **14h50 The main challenges to overcome when building partnerships between Europe and Asia:**
  - The Asian perspective by *Grace Yeh (Founder, President and CEO, PharmaEngine Inc.)*
  - The European perspective by *Frédéric Scaërou (Senior Director, Head of External Innovation Europe & Asia Ipsen)*
- **15h45 Pause**
- **16h00 Setting up Alliances between Europe and Asia**  
*Eric Falcand (VP, Head of Business Development and Licensing, Servier)*
- **16h30 What vision for the future? How to optimize relationships?**  
Panel discussion with all speakers and *Liya Ju (Preci Med Platform, China)*
- **17h30 Concluding remarks**
- **17h45 Cocktail**