BioBusiness
Comprehensive Advanced Program on BioEntrepreneurship at USI

LUGANO: 12-16 November 2018
PROGRAM BOARDS

Program Director
Dr. Heidrun Flaadt Cervini

Program chair
Dr. Riccardo Braglia

Visiting faculty
Dr. Shreefal Mehta
This short advanced program was designed with ambitious objectives: to create an exclusive learning platform and network where academia, industry and venture capitalists interact fruitfully.

Indeed, the structure of “BioBusiness” is based on program modules with emphasis on Entrepreneurship, Life Sciences and Venture Finance. These modules have been integrated in a progressive order of thematic clusters. With a common denominator, the creation and financing of BioEnterprises, they range from “Basics in BioBusiness” to “Opportunity Recognition and Start-up Creation”, including “Mandatory Regulatory and Legal Aspects” as well as “Financing”, to end with an overview of possible “Exit Strategies”. During the week, participants may also draft a plan for developing a new opportunity in their area. In addition, lectures will be complemented by case studies and extensive discussions.

This program reflects a deliberately highly interdisciplinary approach to target more particularly young and future entrepreneurs, by giving them an opportunity to learn, talk, discuss, maybe to invent, and share their experiences.

Lectures and seminars are taught by a world-class team of instructors from the Institute of Finance of the University of Lugano, industry and venture capital, including Dr. Shreefal Mehta of the Rensselaer Polytechnic Institute. He has successfully translated science into commercial products and was awarded the New York capital region’s Future Business Leaders “40 under 40 Award”.

We would be very pleased to welcome you to “BioBusiness” and Lugano!

Prof. Mario Bianchetti
Dean, Faculty of Biomedical Sciences
Università della Svizzera italiana, USI
## PROGRAM

### Monday, 12 November

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<td>08:00-08:15</td>
<td>Introduction participants</td>
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<tr>
<td>08:15-09:15</td>
<td>Assessing Technology &amp; Market Opportunities</td>
<td><em>Shreefal Mehta, Rensselaer Polytechnic Institute</em> Executive Center USI, lecture room</td>
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<td>09:15-09:45</td>
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<td>09:45-10:45</td>
<td>BioProject: Participant’s Projects</td>
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<tr>
<td>11:00-12:00</td>
<td>Start-up an Opportunity</td>
<td><em>Shreefal Mehta, Rensselaer Polytechnic Institute</em> Executive Center USI, lecture room</td>
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<td>12:00-13:00</td>
<td>Lunch</td>
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<tr>
<td>13:00-14:30</td>
<td>From Scientist to CEO</td>
<td><em>Simon Ittig, T3 Pharmaceuticals and Kaspar Binz, Molecular Partners</em> Executive Center USI, lecture room</td>
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<td>14:30-15:00</td>
<td>Break</td>
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<td>15:00-16:30</td>
<td>Start-up Phase &amp; Opportunity Recognition: The Addex and InflamAlps Cases</td>
<td><em>Vincent Mutel, InflamAlps</em> Executive Center USI, lecture room</td>
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<td>16:30-18:00</td>
<td>BioProject: Participant’s Projects</td>
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<td>18:00</td>
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**Tuesday, 13 November**

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<tr>
<td>08:00-09:00</td>
<td>Preclinical Studies</td>
<td>Simona Berardi Vilei, SAKK</td>
<td>Executive Center USI, lecture room</td>
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<td>09:00-09:30</td>
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<tr>
<td>09:30-11:00</td>
<td>BioProject: Participant’s Projects</td>
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<td>Executive Center USI, break-out rooms</td>
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<td>11:00-12:30</td>
<td>Registration in Europe</td>
<td>Ulrich Granzer, Granzer Regulatory Consulting &amp; Services</td>
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<td>12:30-13:30</td>
<td>Lunch</td>
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<td>13:30-15:30</td>
<td>Clinical Drug Development</td>
<td>Ruggero Fariello, BioNeuroFar</td>
<td>Executive Center USI, lecture room</td>
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<td>15:30-16:00</td>
<td>Break</td>
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<td>16:00-17:00</td>
<td>R&amp;D Best Practices</td>
<td>Stefan Blarer, DRIMARCH and Innosuisse</td>
<td>Executive Center USI, lecture room</td>
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<tr>
<td>17:00-18:00</td>
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**Wednesday, 14 November**

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<tr>
<td>08:00-09:30</td>
<td>Intellectual Property Rights <em>Peter Felder, Schmauder &amp; Partner</em></td>
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<td>09:30-10:00</td>
<td>Break</td>
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<tr>
<td>10:00-11:30</td>
<td>Fundamentals of Sales &amp; Marketing <em>Riccardo Cervini, Helsinn Advanced Synthesis</em> <em>Marco Pisano, Lymphatica</em> <em>and Patrick Kugelmeier, Kugelmeiers</em></td>
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<td>Executive Center USI, lecture room</td>
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<tr>
<td>11:30-12:30</td>
<td>BioProject: Participant’s Projects <em>Executive Center USI, break-out rooms</em></td>
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<tr>
<td>12:30-13:30</td>
<td>Lunch</td>
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<td>13:30-15:00</td>
<td>Principles of Project Valuation <em>Alberto Plazzi, IFin, USI</em></td>
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<td>15:00-15:30</td>
<td>Break</td>
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<td>15:30-17:00</td>
<td>Valuation &amp; Negotiation in Life Sciences <em>Aitana Peire, Venture Valuation</em></td>
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<td>20:00</td>
<td>Evening Event</td>
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**Thursday, 15 November**

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<td>09:00-11:00</td>
<td>BioProject: Participant’s Projects</td>
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| 11:00-12:00   | Support Programs and Business Angels in Switzerland  
*Peter Harboe-Schmidt, SpiroChem and Innosuisse*  
Executive Center USI, lecture room  |
| 12:00-13:00   | Lunch                                                                                         |                                               |
| 13:00-14:30   | Stages of the Investment Process  
*Simon Nebel, Aravis*  
Executive Center USI, lecture room  |
| 14:30-15:30   | Successful Investments, a VC point of View  
*Enrico Braglia, Onelife*  
Executive Center USI, lecture room  |
| 15:30-16:00   | Break                                                                                         |                                               |
| 16:00-17:00   | Venture Capital for Early-stage Opportunities  
*Roman Fleck, Medicxi Ventures*  
Executive Center USI, lecture room  |
| 17:00-18:00   | BioProject: Participant’s Projects                                                              | Executive Center USI, break-out rooms         |
## PROGRAM

**Friday, 16 November**

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<tr>
<th>Time</th>
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| 08:00-09:00 | M&A: Expansion Strategy for Pharma Companies and Exit Strategy for Biotech Enterprises  
*Riccardo Braglia, Helsinn Group*  
Executive Center USI, lecture room |
| 09:00-09:30 | Break                                                             |
| 09:30-11:00 | Business Plan  
*Ulf Grawunder, NBE Therapeutics*  
Executive Center USI, lecture room |
| 11:00-11:15 | Break                                                             |
| 11:15-12:00 | Exit of an Early-stage Start-up  
*Carlo Bertozzi, Heptares Therapeutics*  
Executive Center USI, lecture room |
| 12:00-13:00 | Lunch                                                             |
| 13:00-14:00 | BioProject: Participant’s Projects  
Executive Center USI, break-out rooms |
| 14:00-14:30 | Break                                                             |
| 14:30-17:00 | Participants Presentations  
Executive Center USI, lecture room |
FACULTY

Carlo Bertozzi
Is the Director of Operations at Heptares Therapeutics Zurich AG in Schlieren Switzerland. He holds a Diploma in Biophysics and Physical-Chemistry from ETHZ and a PhD in Biochemistry from the University of Zurich. During his PhD Carlo Bertozzi co-founded a boutique chocolate consulting company, with the focus on market enabling for Italian companies. In 2014, he stepped down from his position as a partner, yet remain as a supervisor to the board and management, since he established G7 Therapeutics in 2014. He served the company as CEO and was a member of the Board until it was sold in December 2016 to Heptares Therapeutics Ltd. After the M&A he remained the CEO and a member of the Board of G7 Therapeutics, which was subsequently renamed to Heptares Therapeutics Zurich AG until November 2017. To align with the company structure and responsibilities, his job description changed to Director of Operations.

Kaspar Binz
Dr. H. Kaspar Binz is Vice President and co-founder of Molecular Partners (SIX: MOLN), a Swiss clinical stage biotech company developing designed ankyrin repeat proteins (DARPins) for therapeutic applications, where he oversees proprietary technology development and intellectual property filing. Dr. Binz was instrumental in establishing Molecular Partners following post-doctoral training and PhD studies with Prof. Andreas Plückthun at the University of Zürich, Switzerland, during which he invented and developed the designed repeat protein technology including the DARPin technology. His seminal research on repeat proteins has been awarded with several prizes including the Swiss Technology Award 2005. Together with Molecular Partners, he won the Swiss Venture 2004 business plan competition, and the De Vigier Foundation award 2005. Dr. Binz was educated at the Royal Institute of Technology in Stockholm, Sweden (Prof. Mathias Uhlén) and holds a M.Sc. in biotechnology from the European school of biotechnology in Strasbourg, France. Besides business and applied science, his passion is in aviation.

Stefan Blarer
Since 2007, Dr. Stefan Blarer acts as managing director for DRIMARCH GmbH in Basel, a business consultant for Life Science R&D companies (www.drimarch.com). Customers include Pharma/ Medical Health, Agro and Animal Health SME’s and start-up companies, but also governmental agencies such as InnoSuisse and EU SME for business coaching and expertise. Before that, Stefan made a career as section head R&D in Novartis and Syngenta, being responsible to provide research technologies for drug development. He was a member of the R&D leadership teams, of the Novartis corporate Research Advisory Board RAB and the Kontaktgruppe Forschung KGF. Stefan has a proven track record in Pharma and Agro R&D management, business development and licensing, financing, coaching of startup companies and SMEs.
Enrico Braglia
Enrico Braglia, M.Sc (Economics), ONELIFE SA and SENEXTA THERAPEUTICS SA founder and CEO, received a degree from the Commercial University Bocconi in Milan (Italy). He joined the Swiss pharmaceutical group Helsinn in 1991, from a previous tenure with Fininvest Financial Services, formerly a Mediaset company, where he was responsible for the International Treasury and Finance Office. In Helsinn, he served as Co-CEO and was responsible for all operations including the manufacturing, R&D, regulatory and finance. He also led the business development group in-licensing several new chemical entities. The strategic design and project management of complex international scientific programs was also part of his responsibilities.

Riccardo Braglia
Riccardo Braglia is HELSINN GROUP’s Vice Chairman and CEO, Managing Director and Member of HELSINN HOLDING’s Board of Directors, Switzerland and Executive Committee for HELSINN GROUP’s strategic management. He is the Board Member of Helsinn Healthcare, Switzerland as well as of Helsinn Advanced Synthesis, Switzerland. Mr. Braglia is also Member of Helsinn Birex Pharmaceuticals’ Board of Directors, Ireland and Chairman of Helsinn Therapeutics’ Board of Directors, USA. He is PDG (Président Directeur Général) – Gérant Associé of HELSINN INTERNATIONAL SERVICES à Montecarlo. Riccardo Braglia is also a Board Member of Thorne Research, Greenwich CT/USA and Health Elements.com as well as Member of Management Committee of the American Chamber of Commerce.

Riccardo Braglia is an entrepreneur; he won the “2011 Best Entrepreneur of the Year in Italian-speaking Switzerland Award” awarded by Swiss Venture Club as well the “Ernst & Young Award for the best Swiss Entrepreneur of the Year 2012 in the High Tech/Life Sciences category”. He represented Switzerland at the “Ernst & Young World Entrepreneur of the Year 2013 Award”. Riccardo Braglia holds a degree in Business Economics with specialization in Industrial Management from Luigi Bocconi University, Milan.

Riccardo Cervini
After graduating in Biology at the University of Milan, Riccardo Cervini worked for several years in fundamental research in Italian and French laboratories. During this time, he obtained a PhD at CNRS in neurosciences and carried out a EU research programme in gene therapy at the Ecole Normale Supérieure, Paris. During his studies, he was awarded the IPSEN Prize for neurosciences. He has authored several papers in international scientific reviews. In 2000, Riccardo Cervini moved to Business Development Positions, responsible for selling services to pharmaceutical companies at different levels of the pharmaceutical added-value chain. Meanwhile, he earned an MBA at the Schiller International University, Strasbourg. Since 2005, Riccardo Cervini has been working as Business Development Manager Europe with key-account functions for several pharmaceutical accounts at Helsinn Advanced Synthesis SA, a contract manufacturing organization owned by the Swiss pharmaceutical group Helsinn Healthcare SA.
**FACULTY**

**Ruggero G. Fariello**
Ruggero G. Fariello is a neurologist and neuroscientist. He graduated with an MD degree with honours at the University of Turin Medical School, where he also underwent postgraduate training. He pursued further postgraduate studies at the Universities of Aix-Marseille and of Toronto. At the latter, he was awarded a Canadian Medical Research Council Fellowship, and obtained a specialty qualification in Clinical Electrophysiology and Neurology from the American Boards, among others. In his Academic career Ruggero was tenured Professor at the Universities of Wisconsin (Madison), Texas (San Antonio) and Jefferson (Philadelphia), before being appointed Professor and Chairman of the Department of Neurological Sciences at Rush University, Chicago. His work was devoted to enquiring into the physiological and pharmacological phenomena underlying epilepsy and neurodegenerative disorders. He was also actively involved in leading clinical experimentation of new treatments, particularly for Parkinson Disease and epilepsy. In 1990 Ruggero joined the pharmaceutical industry as an executive manager responsible for R&D in the CNS area. In this capacity he developed drugs for treatment of Parkinson disease, depression and epilepsy. In 1998 he founded Newron Pharmaceuticals SpA, and has since held the position of chief scientific officer, as well as being a Member of the Board of Directors. In 2005 he became CSO & CMO of Brane Discovery srl and then CMO of Neurtune AG. Ruggero also runs BioNeuroFar a consultancy firm advising private and public organisations with biotechnological, scientific, industrial and educational interests in the area of brain sciences. Ruggero has authored over 150 peer-reviewed scientific papers and several books on epilepsy and neurodegenerative diseases.

**Peter Felder**
Peter Felder is registered as a European Patent Attorney and interacts with the Swiss and the European Patent Office. He is the managing partner of Schmauder & Partner AG, Patent- und Markenanwälte VSP, a private IP consultancy firm located in Zurich, Switzerland. His principal activities comprise developing and implementing client-specific patent strategies and consultancy concerning technology transfer. His technical expertise primarily covers chemistry, materials technology and analytics, but also medicine, pharmaceutics and medical device technology. Originally a physical chemist with a PhD from ETH Zurich, he spent twelve years in research, first at the Lawrence Berkeley Laboratory of the University of California and then at the University of Zurich, where he was an Appointed Lecturer. He currently lectures on the protection of intellectual property in physics, chemistry, biology, and medicine.
Heidrun Flaadt
Dr. Heidrun Flaadt studied Biology at the University of Constance where she also completed her PhD. After her postdoctoral studies at Ecole Normale Supérieure in Paris she attended Management Education in Zurich. She then served as COO of Diagene, a spin-off company at University of Basel. During that time the company completed the first capital round. Driven by her interest for Technology Transfer she took over a position at the Office of Technology Transfer (OTT) at the University of Basel. In 2005 she started to build up a new OTT at EMPA in Duebendorf which she headed until end of 2007. In 2008 she moved to Ticino to join her husband and received a mandate from the Università della Svizzera italiana in Lugano to create new Executive Programs in the field of Bio- and MedTech Entrepreneurship. Among others, she developed and implemented both BioBusiness and MedTech Business program. Heidrun Flaadt is now the director of CASE BioMed, Center of Advanced Studies on Entrepreneurship in Biomedicine at USI.

Roman Fleck
Roman is currently serving as the CEO of Janpix, Ltd., an oncology focused start-up company, as well as a Venture Advisor/Partner to Medicxi Ventures (formerly Index Ventures Life Sciences). Prior to his current role, he was a Principal at Index Ventures where among others he invested in and represented Index on the boards of GlycoVaxyn (sold to GSK), Versartis (NASDAQ: VSAS), and Novocure (NASDAQ: NVCR). Earlier he was also involved in Funxional Therapeutics (sold to Boehringer Ingelheim) and Micromet (sold to Amgen). Leading up to his venture career he worked at Boehringer Ingelheim Pharmaceuticals in Connecticut where he led drug development projects in oncology, inflammation and cardiovascular disease, advancing several compounds from pre-clinical to clinical stage. Roman received a PhD from MIT as well as an MBA from NYU's Stern School of Business. He has authored or co-authored numerous publications in prestigious journals as well as many issued patents.

Ulrich Granzer
In 1989 Ulrich Granzer joined Glaxo/Glaxo Wellcome, where he was appointed Director of Regulatory Affairs in 1993. Since then, he served as a member of Glaxo's and then Glaxo Wellcome's Global Regulatory Board. During this time he was also project leader for a company-wide re-engineering project at Glaxo Germany. In 1998 Dr Granzer joined BASF Pharma as Vice President of Global Regulatory Centres, with global responsibility for Regulatory Affairs, Drug Safety, and GXP in development. Three years later he joined Bayer as vice-president of Global Regulatory Affairs taking over responsibility for all regulatory aspects of project development and submission worldwide. At the beginning of 2002 Ulrich Granzer decided to start his own business and became an independent consultant.
Ulf Grawunder
Ulf Grawunder is an experienced Swiss Life-Science entrepreneur with over 10 years’ experience in the therapeutic antibody development industry. With NBE-Therapeutics, he has recently founded his second Swiss Biotech company and is leading NBE-Therapeutics as its CEO since June 2012. Ulf Grawunder has invented two new patent-pending technologies at NBE-Therapeutics that allow the company to develop most highly innovative antibody-based drugs, including next-generation antibody drug conjugates (ADCs) for the therapy of cancer. Before that, Ulf Grawunder co-founded the Swiss Biotech company 4-Antibody, recently sold to U.S.-based Agenus (AGEN), where since 2004 he served as founding CEO and after 2006 assumed the role of CSO. During his tenure at 4-Antibody, Ulf Grawunder raised about CHF 50 million capital for the company, secured two pharma/biotech collaborations with Boehringer Ingelheim, Germany, and Human Genome Sciences, U.S.A. and grew the company to 50 employees. Ulf Grawunder is serving on various Boards of non-profit and for-profit life-science organizations and is vice-president and Board member of the Swiss Biotech Association. Ulf Grawunder holds a PhD in Cell Biology from the University of Basel, for work on early B cell development performed at the Basel Institute for Immunology. In addition, Ulf Grawunder holds a Diploma in Technology Entrepreneurship from the Entrepreneur and Business School in St. Gallen, Switzerland (HSG=Hochschule St. Gallen).

Peter Harboe-Schmidt
Peter Harboe-Schmidt, MSc, MBA (IMD) brings a wealth of start-up and industry experience from small and large biotech companies. He was co-founder and acting CEO of Xigen Pharma. He was previously head of Business Development at Modex Therapeutics, playing a key role for its IPO on the Swiss Stock exchange. Prior to this, he was Head of Market Research and Business Planning with Amgen Europe where he led a pan-European market research organization. Before that he worked in various managerial positions with DuPont de Nemours in manufacturing, sales and Business Development. As a CTI Startup coach, he has coached the founders and CEOs of over 15 Swiss life science companies.

Simon Ittig
Is CEO and co-founder of T3 Pharmaceuticals, a privately held Swiss Biotech company developing bacterial cancer therapies. The company evolved out of Simon’s PostDoc project at the Biozentrum, University of Basel, where he started developing a technology allowing versatile protein delivery by engineered bacteria to human cells. T3 Pharma uses this proprietary technology to deliver therapeutically active proteins specifically into cells within solid tumors. With T3 Pharma he won the Venture.ch business plan competition in 2016 and the BaseLaunch program in early 2018. Simon studied biochemistry and biotechnology at the Universities of Bern, Vienna and Strasbourg and earned a PhD in microbiology from the Biozentrum of the University of Basel.
Patrick Kugelmeier

Patrick Kugelmeier studied medicine and did his medical thesis in islet transplantation for the treatment of Diabetes. The joy of research led to an MD-PhD program for the early differentiation of stem cells. Cell culture technologies at that time didn’t allow for good data reproducibility, because stem cells were cultured in 2D. Fueled by the clinical need of small, size-controlled cell clusters to improve islet transplantation and the insights from the sensitivity of stem cells, he began to develop what was later to become the Sphericalplate 5D. After the MD-PhD program, he did his clinical training in visceral and transplant surgery followed by trauma surgery. Besides the clinical work, the Sphericalplate 5D was further developed. Finally, it became clear that this technology opens a new dimension in cell transplantation and regenerative medicine and Dr. Kugelmeier decided to quit surgery to fully live this vision within a startup-company, the Kugelmeiers AG.

Piero Martinoli

Piero Martinoli has been President of the Università della Svizzera italiana (USI) from 2006 until 2016. In this role, he fostered initiatives to develop supercomputing and computational sciences in Ticino and at a national level, and managed the project that lead to the establishment of a Faculty of Biomedical Sciences at USI. Martinoli studied at the Swiss Federal Institute of Technology of Zurich (ETH Zurich) where he earned a degree in physics and later a doctorate degree with an experimental-theoretical thesis on the proximity effect of superconductor-normal metal contacts exposed to a magnetic field. As visiting associate professor, he worked in the United States for one of the most prestigious research centres in the study of physics and matter: the Ames Laboratory of Iowa State University. Thanks to the research conducted overseas, he obtained professorship at the ETH Zurich and a chair in experimental physics at the University of Neuchâtel. In the latter, he developed an intense research programme (supported by the Swiss National Science Foundation, the European Union, and the European Scientific Foundation) on two-dimensional superconducting systems. The work resulted in over 120 publications in prestigious international journals. During his two sabbaticals, Piero Martinoli was visiting scientist at the IBM Research Lab in Zurich and visiting professor at the University of Geneva. He was president of the Division II of the Swiss National Science Foundation and recently he was appointed individual member of the Swiss Academy of Engineering Sciences.

Shreefal Mehta

Building from a robust scientific and technical background, Shreefal Mehta has successfully translated science into commercial products. Shreefal's skills in commercializing technology have led to success in various projects from the market planning and launch of a multimillion dollar analytical product for the petrochemical industry to the founding of a drug discovery company and its merger with a public biotech in Australia. His skills in managing advanced technologies led to his appointment as Executive Director of the radical innovation
research programme at the Lally School of Management, Rensselaer Polytechnic Institute. He also led a consultancy project for technology-based economic development planning. He has lectured at international conferences, has been quoted in business and trade magazines (*Economist, The Scientist, etc.*), has been widely published in leading journals like *Nature Biotechnology*, and has taught executive management and multi-disciplinary classes on commercializing biotechnology. He currently consults on new ventures, strategic commercialization planning for hi-tech products, analyses of product development and value propositions over the healthcare value chain, integration of company operations across time zones, and global sourcing of technology, capital, and services. He was awarded the New York capital region’s Future Business Leaders ‘40 under 40’ Award. He is the author of *Commercializing successful Biomedical Technologies*, a book which *Nature Biotechnology* refers to as “The Bioentrepreneur’s Road map”.

**Vincent Mutel**

Dr. Vincent Mutel, is co-founder, CEO and member of the BoD of Inflamalps SA. He was co-founder, CEO and vice chairman of the board of Addex Pharmaceuticals Ltd, a public Swiss biotech, and prior was Research Area Head in the CNS division at the Swiss pharmaceutical company F. Hoffmann-La Roche Ltd where he worked for 13 years. In his role at Addex Pharmaceuticals Ltd he led the growth of the organization to up to 140 staff, completed three rounds of venture financing, an IPO and a PIPE, totaling CHF263 million.

**Simon Nebel**

Simon Nebel, born in 1966, is managing partner at Viopas Venture Consulting GmbH and Aravis SA, both Swiss based private equity firms. He has participated in the financing of a number of life science companies and M&A transactions of a number of Aravis portfolio companies. Simon Nebel is currently Chairman of MarinoMed AG (Austria) and member of board of SynAffix (NL), Bird Rock Bio Inc (US) and Northern Bitcoin AG (DE). He used to be a board member of Borean Pharma (DK), ImVision (CH), MerLion Pharmaceutical SA (CH) and secretary of the board of Evolva (CH). Simon Nebel holds a PhD in Biophysics from the Biocentre of the University of Basel (1996) and an MBA with distinction from the London Business School (2001).

**Aitana Peire**

Before joining Venture Valuation as business analyst, Aitana Peire worked as Pharma equity research analyst for Kepler Cheuvreux, covering Valneva, Basilea and Lonza. Prior to that, she worked as consultant for Stratas Partners, based in Basel, focusing on projects on market access, pricing and reimbursement, and budget impact modeling. Finally, she started her career in Finance with a position as investment analyst for London-based hedge fund Carval Investors, as part of the NPL team, where she assisted in the pricing and performance analysis of investments across several geographies. Aitana holds a PhD in Evolutionary Genetics from the University of Groningen (Netherlands) and is a CFA Level II candidate.
Marco Pisano
Dr. Marco Pisano is the co-Founder & CEO of Lymphatica Medtech, a medical device company focused on innovative treatments for lymphedema patients. After having earned a master degree in Engineering at Politecnico of Milano, he moved to Switzerland, where he has obtained a Ph.D. in Bioengineering at EPFL (Lausanne), with a thesis on the development of microfluidic models of the lymphatic system. In 2014 he started the Lymphatica project, financed by multiple academic grants, which lead to the funding of the startup Lymphatica in 2017. He has authorship of various scientific publication and of 2 patents. He won various awards, including the >>Venture>> Business Plan Competition, VentureKick III and the MassChallenge Gold Prize.

Alberto Plazzi
Alberto Plazzi is Associate Professor of Finance at the Faculty of Economics, USI, since September 2016. He holds a PhD in Finance from the UCLA Anderson School of Management. His research interests include Empirical Asset Pricing, Real Estate, Institutional Investors, and Financial Econometrics. Prof. Plazzi’s research has been published in leading finance journals. He has taught asset pricing, corporate finance, and risk management for the master, executive master, or doctoral programs of various universities. At USI, he teaches Financial Intermediation and Risk Management in the Master of Finance, of which it is currently the Scientific Director. In 2014, he has been awarded the Credit Suisse Award for Best Teaching at USI.

Jean-Philippe Tripet
Jean-Philippe Tripet, CFA, is a Managing Partner and founder of Aravis Venture, a Swiss based venture capital firm focusing on investments in biotechnology and energy companies. During his career Jean Philippe has performed over 90 investments in private companies in the USA, Europe and Asia, many as leading investor. He has developed experience as international bank executive, private equity investor, portfolio manager and as financial analyst since 1988. He was in particular active in seeding and a founder of some of the most successful Swiss companies such as Glycart, Cytos, Isotis, Esbatech, Evolva and Novimmune. Jean-Philippe sits on the board of directors of seven companies in Europe (Telormedix, Evolva, Symetis, Synosia), Asia (S Bio, Merlion) and USA (Omeros). He is also a director of the “Fondation Fournier Majoie pour l’Innovation” in Bruxelles. Before founding Aravis he was a Senior Executive Vice-President and Global head of Sector asset management and research at Lombard Odier & Cie, Geneva and a member of the Group Executive Committee of the bank. He was awarded the “Best European Fund Manager” five-year performance award, all categories equity, in 2001. He graduated in business administration at the University of Geneva, pursued graduate studies in finance in San Diego, California, and is a Chartered Financial Analyst.
This program is by far the best course I have ever attended. The course gave me the courage and trust to really go the way with the own company. Absolutely incredible program. The quality of the speakers is just world class. The organization and the minds behind the program are brilliant. This also changed my perception of USI as one important player in education of current and future entrepreneurs in Switzerland and globally. I will highly recommend the program.

Dr. Patrick Kugelmeier, Oberarzt, Chirurgie, Zuerich

The programme is outstanding and brings immediate and measurable value to my company

Stavros Therianos, CEO and founder of Diagnoplex

My partner Ralf Streichan and I, Nils Goedecke, participated in the BioBusiness program at USI one in 2011 and the other in 2012. We specifically asked CTI to grant us a second participation because of the excellence of the advanced course, which provides an outstanding mixture of lectures on legal and financial business aspects as well as interactive seminars focusing on business models and marketing strategies. The combination of information presentation, working in-class on tasks along with the networking through-out that week it is impossible to say what the best part was. In my opinion this course is a “must-see” for entrepreneurs, who originate in sciences and discover new ground by building their own organization.

Nils Goedecke, CEO and founder, MicroDuits GmbH

As a researcher, doing science, thinking science for all your life, one does not think business. As a researcher you need a kick, to lift up your nose from the lab bench, get out of the box and become an entrepreneur. I had the privilege of getting the best kick one could hope for. With absolutely no previous experience, I attended the MedTech Business and BioBusiness programs at USI. These programs provided me with priceless knowledge and network. Thanks to these programs, I understood the potential behind my project and I got ready for the entrepreneurial challenge.

Daniela Marino, CUTISS

BioBusiness is a high tech week with heart and soul. The course provides a professional basis and sustainable network with other entrepreneurs and the professionals around. We are proud that we could participate.

Dr. Frank Grossmann, Founder & CEO, Orphanbiotech

The short advanced course BioBusiness provided us with an excellent overview of what it takes to bring a pharmaceutical innovation from the lab to the market and also about biotech market trends. What I really appreciated was that through the real life experiences, examples, and case studies, the information did not remain only theoretical. Very good course!

Aino Kalervo, Project Responsible, sanofi-aventis

This course gave a very comprehensive overview and offered practical relevant insights about the major challenges and opportunities for a bio-entrepreneur in today’s global market environment.

Daniel Leutenegger, CEO & Co-Founder, Stemergie Biotechnology SA
BioBusiness is a unique opportunity for young entrepreneurs from all horizons to share with and learn from others. The smart choice of speakers, technical experts and experienced entrepreneurs covers all topics required for a successful biotech endeavour. This is also a chance to network with industry professionals, scientists and investors in a relaxed and friendly atmosphere.

**Dr. Thomas Fessard**, Head of Chemistry and Drug Discovery, Lipideon Biotechnology AG

The level of the participants and of the experienced lecturers was extremely high. Our team could profit from the extensive discussions and from a very open exchange of entrepreneurial experiences and ideas. The completeness of the program, the relevance of all the modules and the level of the invited lecturers and seminars make it a must have for entrepreneurs in Life Sciences. I regret not attending the program earlier in order to boost our early phase of opportunity recognition and business case creation. I have been also very impressed by the heterogeneity of the participants and by everyone’s positive attitude and willingness to share.

**Luca Zenone**, Co-Founder, COO and Head of Finances and Martin Ostermaier, CEO, Interax Biotech AG

The lectures and workshops given in the course gave me a unique overview and in depth understanding of the complex matter to start a business in bio sciences. I think each and every start-up entrepreneur in the life science area should profit from this unique opportunity. This high quality course will foster the life-science start-up scene in Switzerland.

**Philipp Knechtle**, CEO, Selmod GmbH

The emersion into the entrepreneurship world shaped my strategic view about efficient approaches to technology leaders and business partners. I found it very helpful to learn about investor expectations in detail and how to prepare winning business plans as well as effective, targeted presentations. Another important element was how to nurture the early relationship with funding syndicates through the development of ‘soft’ skills.

**Duncan Sutherland**, CEO, TwentyGreen
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