

FINANCING SCIENCE-BASED START-UP COMPANIES

CONFERENCE PROGRAM

The **A**ssociation of European **S**cience & **T**echnology transfer **P**rofessionals

*Thursday 14 December 2000 &
Friday 15 December 2000*



Sponsored by:

Apax Partners & Co
PARTNERS FOR GROWTH

Atlas Venture

Photo: Conference Venue

INTRODUCTION

ASTP is the recently established Association of European Science and Technology Transfer Professionals. The mission of ASTP is to professionalise and promote technology transfer between the European science base and industry.

One of the objectives of ASTP is to create a platform for exchange of best practices concerning the creation of start-up companies. In this context, ASTP is organising this two-day conference on 'Financing Science Based Start-up Companies'. The conference will address all major aspects related with each stage of the start-up process.

Unique to the conference is the fact that each of the topics will be approached from two different angles. In each session the viewpoint of an experienced technology provider will be exposed to the viewpoint of a seasoned venture capital investor, and vice versa. This confrontation of ideas should evoke novel insights into the do's and don'ts in the start-up process. Moreover, the sessions will be highly interactive. Special sessions are organised to address specific, relevant questions from the audience and to discuss important outstanding issues.

The conference focuses on the creation of high-tech start-ups in Europe, including the fields of life sciences, engineering and IT. The ultimate goal of the conference is to contribute to Europe's entrepreneurial culture.

The conference will be of particular interest to all professionals involved with the creation of start-ups in Europe. Both young and experienced professionals from the investment community and tech transfer managers from universities and research institutes are warmly welcomed. The conference offers a unique crossroad where this blend of people can meet and exchange ideas.

VENUE:



**One Great George Street is situated at the very heart of the capital's cultural and political life, a short distance from the Houses of Parliament and Westminster Abbey.
Both interior and exterior are stunning.**

Program Thursday 14 December: FUNDING

Conference Chair

Rudy Dekeyser, Technology Transfer Manager Flanders Interuniversity Institute for Biotechnology (VIB), Belgium and Vice President of ASTP.

9.30 Introduction and welcome by *the Conference Chair*

9.35 – 11.00

SCIENTIFIC FUNDING

Why do universities/research institutes establish their own venture capital fund?

Technology provider:

Dr. David Owen, Chief Executive Officer MRC Technology United Kingdom, President of ASTP

Investor:

Philippe Deville, Chief Executive Officer of CD TECHNICOM and leader of the European Venture Capital Association (EVCA) Entrepreneurship Task Force

11.00 – 11.30 COFFEE BREAK

11.30 – 13.00

EARLY PHASE FINANCING

Practices and pitfalls of finding outside investors

Technology provider:

Dr. Jonathan Gee, Chief Executive Imperial College Innovations, United Kingdom

Investor:

Rob Zegelaar*, Atlas Ventures, United Kingdom and The Netherlands

13.00 – 14.30 LUNCH

14.30 – 16.00

LATER STAGE INVESTMENT

Investment sources, methods of operation and exit strategies of growing companies

Technology provider:

Jörn Aldag, Chief Financial Officer and President Evotec Biosystems AG, Germany

Investor:

Sam Williams, Senior Life Science Analyst, Robertson Stephens International

16.00 – 16.30 BREAK

16.30 – 17.15

DISCUSSION SESSION

COLLECTED QUESTIONS WITH PANEL OF ALL SPEAKERS

And concluding remarks

Thursday Evening will feature a joint dinner (optional)

Program Friday 15 December: AGREEMENTS

9.00 – 10.30
AGREEMENTS

A closer look at the rights and obligation of founders, technology providers and investors

Technology Provider:

Teri Willey, Vice President ARCH Development Corporation, University of Chicago, USA and Past President AUTM

Investor:

Dr. Jeremy Reffin, Assistant Director, APAX Partners & Co. London, UK

10.30 – 11.00 COFFEE BREAK

11.00 – 12.30
TECHNOLOGY VALUATION

Approaches to determine the value of the technology and business plan and the translation of the value in equity and/or license provisions

Technology Provider:

Laurent Kott, Vice President for Technology Transfer, INRIA France

Investor:

David Brister, Director Medical Ventures Management, United Kingdom

12.30 – 14.00 LUNCH

14.00 – 15.00
**INVOLVEMENT OF THE INSTITUTE
AFTER THE INCORPORATION OF THE START-UP**

The role of the technology provider once the start-up has been founded

Technology Provider

Ami Lowenstein, General Manager, Dimotech Ltd at Technion Israel Institute of Technology

Investor

Dr. Raymond Whitaker, General Partner S.R. One Venture Capital Firm, Pennsylvania USA

15.00 – 15.30 BREAK

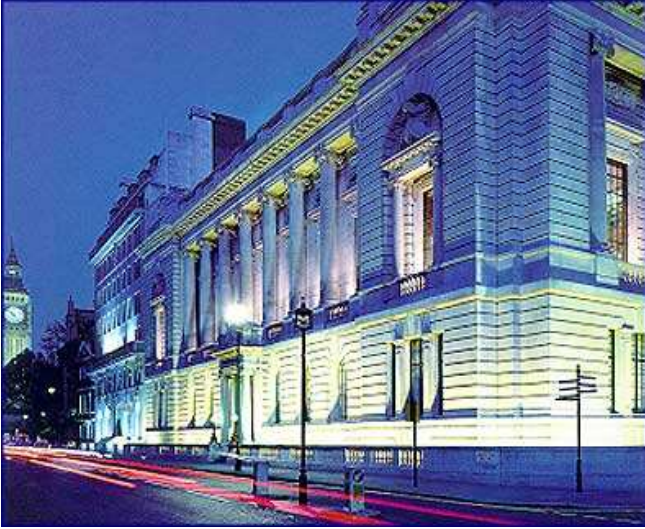
15.30 – 16.30
DISCUSSION SESSION

**COLLECTED QUESTIONS
WITH PANEL OF ALL SPEAKERS**
And concluding remarks

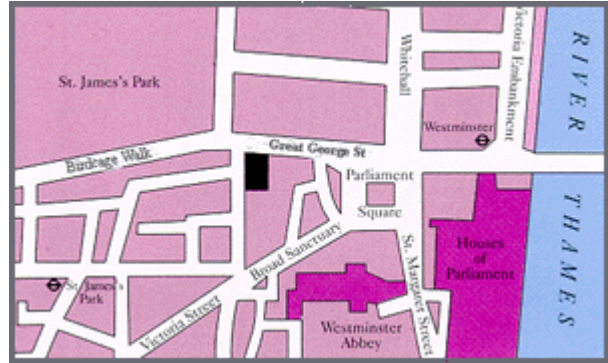
After the conference you will have time to visit the shopping centre of London...



LONDON



Map of One Great George street



London, the financial heart of Europe is the perfect place for this meeting. The conference venue is situated in the very centre of London. The two day conference will allow you to combine professional background of the meeting with splendid social activities varying from shopping to visiting London's famous features.

Annual Conferences of ASTP

ASTP will continue to exchange best practices for its members. After its successful first annual conference in Paris, June 15 and 16 2000, the next annual conference of ASTP is scheduled for May 2001 in Munich Germany.



Paris, 2000



Munich, 2001

GENERAL INFORMATION

- Date* Thursday 14 & Friday 15 December 2000
- Venue* OneGreatGeorgestreet SW1P 3AA London, United Kingdom tel +44 20 7665 2323
- Language* The language of the conference will be English
- Registration* All participants who wish to attend the conference must register in advance. Participants are requested to complete the enclosed registration form and return it to Science Alliance. Each participant should use a separate form. A letter of confirmation will be sent to you upon receipt of the registration form.
- Registration Fee* The registration fee for participation in the conference is € 1095 for Non ASTP members and € 795 for ASTP members (excl. 17,5% VAT). The registration fee includes admittance to the conference as well as extended conference documents, lunches and refreshments. **The fee must be paid in advance to participate.**
- Membership* If you would like to become ASTP member we kindly ask you to register by filling in the ASTP registration form. As soon as the Board of ASTP has accepted your membership, you will receive an invoice with the correct amount. The ASTP Membership fee will be invoiced separately.
- Payment* All payments must be made in € (EURO) and free of all bank and other charges. No personal or company cheques are accepted
- Terms & Conditions* The registration constitutes a legally binding agreement. Payment must be received in full prior to the event. The organization cannot be held responsible for the non-arrival of registration information. If you have not received a confirmation within 7 days prior to the conference, please contact the conference secretariat. Cancellations confirmed in writing by Friday 1 December 2000 will be refundable minus an administration charge of € 95. Should you be unable to attend, a substitute delegate is always welcome at no extra charge if he/she carries a letter of authorization from the original participant.
- Accommodation* Science Alliance has arranged two professional hotel reservation organisations, which will be happy to help you find accommodation. These organisations will book a room at a good price up to your standards at the best suitable location. Since hotel rooms are scarcely available, **we urge you to contact one of our relations as soon as possible.** For details see the registration form.
- Insurance* The conference organisers do not accept any liability for personal injuries or for loss of and/or damage to personal belongings of the conference participants, either during or as a result of the conference. Please check the validity of your insurance.
- Organisation* The conference is a joint production of ASTP and Science Alliance.
- Conference Secretariat* Science Alliance
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