

Press release

MATWIN, the epicentre for French oncology innovation

New success for its 4th Partnering Convention

MEET2WIN and its 9th international Board meeting

May 16th to 18th - Bordeaux (France)

MATWIN, French platform supporting innovation in Oncology, subsidiary of Unicancer group (gathering the French Comprehensive Cancer Centers), has organised on May 17th & 18th May 2018 in Bordeaux, the 4th edition of a Partnering Convention fully dedicated to open innovation in Oncology. Zoom on a new success!

9th MATWIN Board : 8 interviewed projects, 2 awarded



The 9th MATWIN International Board meeting was organised simultaneously with the MEET2WIN convention. This committee unique in Europe is one half composed of key academic opinion leaders coming from all over European cancer centers and the other half of international decision makers (World Oncology R&D) who are representatives of MATWIN 13 industrial partners. Every year, the MATWIN International Board meets in Bordeaux to interview the best French projects selected through the MATWIN process, to make recommendations and to label the most valuable ones for the benefit of patients.

Since two years now, new investment-oriented profiles have joined the committee as invited members to participate to the Board discussions with representatives of venture capital (**Sofinnova, Kurma et Auriga Partners**), foundations dedicated to the fight against cancer (**Fondation ARC** and **Fondation Fournier Majoie**) and the network of Health Business Angels (**Angels Santé**). While taking benefit from this level of expertise and the support of MATWIN that is truly seen as unique in the world of oncology in France today, those investment profiles represent vectors for growth to support the development of the most promising projects.

Among the 8 projects interviewed this year, 2 of them received an honorary award from the distinguished MATWIN Board..

Most challenging project – Start-up

Armelle CUVILLIER

[B-Cell Design](#) (Limoges)



M.A.G.I.C Project:

Focused on drug discovery, B Cell Design develops an original concept of mucosal immunotherapy based on a new class of monoclonal antibodies. Innovative drug candidates are produced on a transgenic mouse model platform (**GAME™**), allowing us to produce directly and rapidly highly specific humanized antibodies with the isotype of interest: **IgG1, IgA1, IgM or IgE**. B Cell Design is particularly involved in the development of drug candidates, involved in the treatment of diseases targeting our mucous organs like the gastro-intestinal tract (gut, colon, stomach, pancreas), the lungs or the genital tract associated glands (breast, prostate). Our more advanced program focuses on **a monoclonal IgA1 for the treatment of gastro-intestinal cancers**. Like many biotech companies with a solid industrial property, B CELL DESIGN develops its own portfolio of drugs and offers drugs co-developments with pharmaceutical partners.

Most challenging project – Researcher

Jessica GOBBO

[Centre Georges-François Leclerc](#) (Dijon)



ExoPredict Project :

Focused on research and development dedicated to personalized medicine by liquid biopsy, Jessica Gobbo and her team develop an innovative concept of prediction of the response to anti-cancer treatments based on the analysis of very small circulating vesicles in the blood, also called exosomes. Specifically, we have found that **a stress protein, called HSP70, appears to be a universal biomarker of cancer**. To date, a study in human is underway at the anti-cancer Center Georges-François Leclerc in Dijon. Preliminary results indicate that HSP70-exosomes would predict the individual response of patients under anti-cancer treatments. We hope that this therapeutic decision support tool will improve the overall care of patients. Working closely with the [Cancéropôle Est](#), the [SATT Grand Est](#) (TTO) is supporting the project following MATWIN experts' recommendations.

MEET2WIN 2018 : ± 300 participants and 1.000 B2B meetings

Organised around focused interventions (round tables, workshops, conferences), 10 projects' elevator pitches and more than 1,000 one-to-one meetings, this 4th edition of MEET2WIN gathered around 300 European representatives involved in oncology innovation (pharma & diag companies, biotechs, startups, investors, but also researchers, clinicians, TTOs, etc.) willing to expand their business network and optimise their collaborations.

This 2018 edition of MEET2WIN was successful, fixing sustainably this partnering meeting of a European sizing now in the French innovation ecosystem.



± 300

Participants

+150

Companies

15%

EU participants

+1.000

B2B meetings

Highlights of MEET2WIN 2018

The first MEET2WIN round table has gathered French biotech iconic leaders, developing each in their field new approaches to cancer care: Laurent Lévy, CEO of [Naniobiotix](#), Vincent Fert, CEO of [HalioDx](#), Jérôme Leleu CEO [SimforHealth](#), and Vassili Soumelis, immunologist at the [Curie Institute](#). These experts have all put the spotlight on the entrepreneurial mindset even advising start-ups in creation to "listen to others, but not too much ...". All also agreed that **future treatments for cancer will certainly go through a greater interdisciplinarity**: new generations of immunotherapies, targeted therapies, nanomedicine, growing influence of big data, evolution and organization of care under the effect of digital transformation ...



During the 2nd round table, researchers and entrepreneurs were able to testify of the decisive nature of MATWIN's intermediation in their course towards the market. Vivien Pianet, initially an academic researcher involved in the Nenuphar project (University of Bordeaux / INRIA) described how a year earlier the project team met on MEET2WIN its future partner Sophia Genetics, who has since acquired the technology and recruited the team to give birth to a project that could revolutionize patient management: combining radiomics with genomics to improve the diagnosis, prognosis and follow-up of the patient, from the first day with the detection of a solid tumor based on medical imaging. **"MATWIN has already led to the creation of twenty startups since its creation in 2009" and a dozen successful transfers** indicates Lucia Robert, director of the program.



Another highlight with the plenary conference on major innovations shaping the future of health. Invited guests [Nicolas Bouzou](#) (economist, founder of Asteres), [Eric Baseilhac](#) (LEEM Economic Affairs Director), [J.Yves Fagon](#) (Ministerial delegate for Health Innovation) and young entrepreneur [Maryne Cotty-Eslous](#) (Lucine CEO)) concluding that if the future in cancer treatment will rely on treatments combination, the future of health will probably also feed on the **combination of a multitude of scientific, technological, sociological and, of course, organisational progress**.

Speakers also pointed out the need for training to quickly educate the entire ecosystem (caregivers, reimbursement institutions, evaluation agencies, etc.) to the changes brought about by these advances. In today's world, where technologies evolve very quickly, you can not remain an expert all your life. **Flexibility is the key to respond appropriately to all these changes related to technological progress.**

MEET2WIN 2018 best pitches

The three best MEET2WIN pitches have been awarded by our partners [LSLEAD](#), [CIPREVO](#) and [Willy MATHOT](#):



- ▶ **1st PRIZE:** [Enyo Pharma](#) start-up based in Lyon developing an innovative approach based on biomimetism. Enyo Pharma introduced two of its drug development programmes. The first chemical series in lead optimisation modulates mitochondrial Iron homeostasis to kill specific tumor cells by affecting their metabolic and stress response status. The second chemical series induces immunogenic cell death in numerous tumor cells to enhance their immune detection.
- ▶ **2nd PRIZE:** [DiaDx](#) start-up based in Montpellier offering customisable companion diagnostics for personalised medicine, detecting actionable mutations straight from the patient blood. Understanding which patient may benefit from targeted therapies becomes like a “Guess who?” game and thus this analogy was used to look for investors to sponsor their cost-effective quantitative PCR-based technology, IntPlex®.
- ▶ **3rd PRIZE:** Dr. Rodrigue ROSSIGNOL and Dr. Nivea Dias AMOEDO ([Cellomet](#), INSERM U1211 at the University of Bordeaux) are proposing a new therapeutic approach of ‘Bioenergetic Precision Medicine’ for the treatment of lung cancer. The discovery of molecular markers and targets associated with the specificities of human lung cancer cells energy production allowed to identify and to validate a therapeutic drug. Partnership with the pharmaceutical industry is now being discussed to develop this innovating therapeutic approach.

About MATWIN, organiser of MEET2WIN

MATWIN is a French national programme supporting early innovation in oncology. The process is based on a public-private partnership gathering thirteen international companies engaged in oncology (AstraZeneca, Boehringer Ingelheim, Bristol-Myers Squibb, Celgene, Genomic Health, GlaxoSmithKline, Janssen, Nanostring Technologies, Novartis, Pfizer, Pierre Fabre, Roche, Sanofi) and the Cancéropôles.

In partnership with the french ecosystem supporting innovation (Canceropôles, national and regional TTOs, SIRIC, clusters...), the programme offers to candidates projects’ assessment, coaching and access to partners (companies, investors) willing to identify projects with high transfer potential for the benefit of patients.

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www.matwin.fr



Press Contact :

Nathalie SAUZEAU

+33 6 62 36 87 46 / presse.meet2win@gmail.com

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