

MATWIN

MATURATION & ACCELERATING
TRANSLATION **WITH INDUSTRY**



ANNUAL REPORT 2019



OPEN INNOVATION IN
ONCOLOGY

2009 - 2019

10 years!

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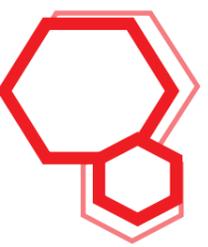
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With more than 18 million new cases and the second leading cause of death worldwide, cancer is one of the greatest health challenges of the 21st century. For a few years now, optimism is finally back within the scientific community with the arrival of new treatments, in particular immunotherapy as well as targeted therapies, which reveal emerging promises. But we do know that there are still many challenges to be faced, particularly around patient selection, effective management of toxicities, identification of ideal associations for specific tumours, and management of treatment costs.

This is the ambition targeted by **MATWIN**! Detect and support early innovative projects to optimize their development for the benefit of patients. **MATWIN** is today the only national programme supporting the maturation of projects entirely focused on innovation in oncology. Since its creation in 2009, this initially experimental programme has succeeded in mobilizing an international network of industrial and academic actors united in solidarity to support innovation in the fight against cancer. Each year, **MATWIN** delivers

EDITORIAL



awareness, training, expertise, support and makes its network available to optimize the visibility and attractiveness of French research in the field on an international scale. The entire French ecosystem (international companies, biotechs, cancer centers, clusters, incubators, investors, etc.) today interacts with **MATWIN** confirming indeed the interest and the added value of this national open-innovation approach focused on a public health issue.

In 2019, we also celebrated the 5th edition of our **MEET2WIN** Oncology Partnering Convention that is now a European event, with the idea that regarding innovation, beyond the problem of funding which remains essential, the opportunity and the quality of meetings and dialogue between the actors are key decisive aspects to initiate any collaboration.

Finally, we take advantage of this report to thank all of the industrial players and partners, particularly **MATWIN**'s programme partners, who keep trusting us every year and thus perpetuate their commitment to improve translational research and innovation in oncology with us for the benefit of patients.



Lucia ROBERT
CEO



Pierre FUMOLEAU
President

MATWIN'S PARTNERS



Since its creation, **MATWIN** has relied on a large network of public and private actors jointly committed to develop innovation in oncology. The different committees are systematically built up on this complementary point of view between academics, industrials and investors.

Industrial partners

Since its creation in 2009, major pharmaceutical companies have been involved in this original programme taking a gamble on a public-private partnership around oncology innovation and highlighting the excellence of French research in the field. Today fourteen international groups **Amgen, AstraZeneca, Boehringer-Ingelheim, Bristol-Myers Squibb, Exact Sciences, Janssen, Gilead, GlaxoSmithKline, Nanostring Technologies, Novartis, Pfizer, Pierre Fabre, Roche, Sanofi** are part of the

MATWIN adventure and are actively involved in the programme.

Once a year, the quite unique **MATWIN** International Board, gathering academic leaders in oncology coming from all over Europe and international industrial leaders from the global oncology R&D departments of **MATWIN**'s industrial partners, meets to interview projects, provide recommendations, and label those with the highest industrial development transfer potential.



What they're saying about MATWIN...



Sean Ferree - Vice-President of Product Development - NanoString

"It's amazing to see what MATWIN has been doing for 10 years now! This programme is truly innovative, offering a vibrant support and development perspectives to projects leaders working on breakthrough innovations in oncology. As a MATWIN board member, I confirm that thanks to MATWIN, the selected applicants have access there to a level of expertise and support unanimously judged without equivalent on an international scale!"



Dan Tovar - Medical Director Oncology and Cell Therapy - Gilead

"Our partnership with MATWIN is fully in line with the Gilead's open innovation approach. The platform clearly appears as an accelerator and a facilitator to optimize the development of early projects with high potential in this segment of oncology with still high unmet medical needs. As a MATWIN partner, we also measure the broad network of actors gathered around MATWIN: large groups, biotechs, entrepreneurs, investors, researchers, all mobilized to meet the needs of patients."

A network of partners

Since the programme was built up, **MATWIN** has been surrounded with a network of partners specifically involved in supporting innovation in oncology. Throughout the year, organizations such as Canceropoles, Integrated Cancer Research Sites (SIRIC), incubators, clusters, Technology Transfer Offices help the **MATWIN** platform to identify projects with high transfer potential at a national level. They support and monitor projects throughout the **MATWIN** process, fully benefiting from the added-value generated by the programme to optimize their own projects' promotion process. The value chain thus created by **MATWIN** benefits the entire ecosystem (candidates, industrials, developers, investors, patients).

A network of expert coaches

Over the years, **MATWIN** has surrounded itself with professionals who all have experience and legitimacy in the preclinical or clinical industrial development of innovations, acquired within large groups or biotechnology companies.

They regularly participate in coaching sessions organized by **MATWIN**; actively helping in supporting and improving projects' attractiveness and the programme itself. They also constitute an additional network to highlight the added value of the programme.

2019 MATWIN's coaches



Gilles AVENARD
GABC



Thérèse CROUGHS
Croughs R&D Consulting



Jean-Marc HERBERT
Arkely Consulting



Jean-Yves BONNEFOY
JYB Consultant



Pierre WALRAFEN
Scipio Bioscience



Grégoire PREVOST
CIPREVO

PROJECTS SUPPORTED IN 2019



Among the nine projects interviewed this year, two projects were awarded by the MATWIN Board and received an honorary prize.

Best project Academic category CDK4PPI project

CDK4 kinase is a key cell cycle regulator and attractive pharmacological target for development of anticancer therapeutics. While recently marketed anti-CDK4 drugs present limitations in terms of efficacy and selectivity, due to their conventional, ATP-competitive mechanism of action, we have identified a promising family of compounds that target CDK4 in a different fashion. These molecules block proliferation of several cancer cell lines very efficiently (melanoma, lung and breast cancers, etc) by tampering with an unexpected function of CDK4, opening the way to novel alternatives for anticancer therapies.



Frédéric Bihel
University of
Strasbourg



May MORRIS
CNRS / University of
Montpellier

“MATWIN represents an incredible experience for an academic researcher! This programme invites us to leave our comfort zone to meet pharmas, startups, and develop projects outside the laboratory.”

Best project Start-up category CAR-Go project

Invectys develops CAR-T cells and two monoclonal antibodies for HLA-G a remarkably tumor specific antigen. HLA-G is the immune checkpoint of pregnancy and shuts down all arms of the immune system. This gene, which is deactivated after pregnancy, is upregulated in around 50% of all tumors whatever their origin and their inhibition, and has proved to be far more specific with far less side effects than the benchmark tumor antigen PD-L1 currently used in cancer immunotherapy.

Simon Wain-Hobson
Invectys (Paris)



Other projects accompanied in 2019



Barbara OTTOLINI
DiaDX

Every cancer patient deserves the best treatment. The French start-up DiaDx based in Montpellier will contribute to this vision by adding a sustainable dimension to diagnostics in precision medicine. The IntPlex® technology is based on the “Liquid Biopsy” concept, allowing the identification of key mutations conferring

sensitivity or resistance to specific cancer treatments directly from the patient’s bloodstream. This approach enables to select the right patient at the right time with extraordinary sensitivity and minimal invasiveness at unmatched costs, using inexpensive equipment universally available in all diagnostic laboratories.



Sylvie SAUVAIGO
LXRepair

New molecules to treat cancers have emerged in recent years, with the adoption of innovative treatments mostly after the failure of conventional therapies. The LXRepair start-up based in Grenoble aims at identifying early biomarkers of resistance and toxicity to first-line treatments in patients with solid tumors, in

order to quickly propose more effective alternative therapies to increase their chances of survival. Therefore LXRepair relies on innovative tests focused on the characterization of DNA repair mechanisms. Through additional clinical validations LXRepair plans to develop rapidly its tests at the international level.



Tim SPAREY
Novintum

Based in London, Novintum develops a new therapeutic approach based on metabolism tumor cells to tackle cancer resistance and relapse by developing innovative agents called “Mitochondrial Metabolism Disruptors”; its lead molecule inhibits mitochondrial protein synthesis to selectively induce dysfunction in cancer-mitochondria. Novintum was able to show encouraging

single agent activity from its lead compound in oxphos-dependent tumours (antiproliferative and sensitive effect to chemotherapy and radiotherapy). Most importantly, long-term antitumor efficacy was observed in combination with several standard treatments in different types of cancer, opening a way to the treatment of patients with advanced solid tumours failing current therapies.



Eric THORIN
Gene Signal

Our immune system kills damaged cells of our body; a cancer develops because our immune system did not recognize these cells. In the last decade, new drugs that stimulate our immune system have revolutionized cancer treatments, but too many patients are non-responders, react badly or develop resistance to the therapy. The R&D team of Gene Signal based in France has identified a new protein highly expressed on a population of immune

cells that invade human tumours but that do not kill tumour cells when tested in animal models. By blocking this protein, they have been able to transform these immune cells into killer cells; in animal models, our experimental drug strongly reduced tumour progression. Development of this drug could provide a novel therapeutic alternative against cancers that represent the first cause of death in France and industrialized countries.

THE YEAR'S EVENTS



MEET2WIN 2019: a successful 5th edition!



MATWIN organized on May 21st and 22nd 2019 the 5th edition of its partnering convention entirely dedicated to open-innovation and collaborative research in oncology: once more a very successful edition, gathering more than 300 participants and offering more than 1000 "face-to-face" B2B meetings.

Gathering all the parties involved in oncology innovation, **MEET2WIN** fosters meetings during a one and a half day of networking to optimize collaboration opportunities between academia and industry. Project leaders, pharma and diagnostic companies, biotechs, startups, technology transfer offices, investors gather around round tables, elevator pitches and B2B pre-scheduled meetings to:

- **Identify** partners
- **Enhance** a specific expertise
- **Optimize** collaboration opportunities

MEET2WIN convention took place at the same time as the **MATWIN International Board** meeting. Participants to **MEET2WIN** had therefore the opportunity to discuss with the international board members. A unique opportunity to meet them!



MEET2WIN 2019 PARTICIPANTS PROFILE



5th MEET2WIN: some honoured projects

In addition to various talks, the 2019 edition offered a showcase to 22 innovative projects presented either in a public QUICK PITCH session in front of the entire audience, or in a closed Investors session (OUI).

Two projects awarded by the OUI jury



Organized for the first time during **MEET2WIN 2019**, this **OUI** (Oncology Upward Investment) session gave the opportunity to 10 startups looking for fundraising to pitch to a panel of twelve of the largest French and European investors likely to support their growth.



Two projects were rewarded by the jury of investors:

STIM Therapeutics (Olivier Mignen) :

Start-up project proposing an innovative biotherapeutic solution for the treatment of certain cancers and autoimmune diseases addressing certain calcium transport disorders related to these pathologies;

In May 2017, the STIM Therapeutics project was presented to the **MATWIN Board** as an academic team led by Olivier Mignen and Yves Renaudineau (University Bretagne Occidentale / CHRU Brest / INSERM). The project was awarded the prize for "best academic project" encouraging the development of its maturation delegated to SATT Ouest Valorisation, which has thus completed its maturation program following the **MATWIN** experts' recommendations. Two years later, it is therefore through the creation of a company that the same project is distinguished by the jury of investors gathered by **MATWIN**.

NeoMedLight (Pierre St Girons) :

Start-up based in Villeurbanne proposing an innovative medical device using certain light radiations to treat mucositis & dermatitis induced by radiotherapy and chemotherapy.

At the end of 2019, NeoMedLight has obtained a funding of 2,4 millions euros from the European Union for its device Care Min650.



Bruno SAINZ - Autonomous University of Madrid

"MEET2WIN is an excellent conference gathering a lot of key international representatives; the face to face meetings have been very personal and very productive. I highly recommend this partnering event dedicated to oncology".



Camille MARTIN - McSaf

"This MEET2WIN convention is a great opportunity for young companies like us. We can network with different actors that is very important for our development and it helps us to understand the industrials' expectations we aim to transfer to."

The 10th MATWIN Board meeting

The 10th meeting of the **MATWIN International Board** was organised simultaneously with the **MEET2WIN** convention. This unique committee in Europe is one half made up of key opinion leaders from major European academic centers of reference in oncology and the other half of international decision makers (R&D Global Oncology) from fourteen **MATWIN** industrial partners. Each year, the prestigious **MATWIN Board** meets in Bordeaux to interview the best projects selected through the process, provide recommendations and label those with the highest potential.

The selected applicants supported by **MATWIN** rarely face such a level of expertise and support unanimously judged as unique in

Among the nine projects interviewed this year, two projects were awarded by the **MATWIN Board** (see page 8) with the hope that some of them may in the next few years lead to new successes in terms of technology transfer for the benefit of patients.

the world of Oncology in France. **MATWIN** applicants therefore benefit through this international committee of very helpful advices which are decisive in projects development. Each year, the committee ensures the follow-up of the recommendations made and notes that their implementation has offered growth opportunities to support projects development.

For any candidate (academic team or entrepreneur), the opportunity to present its project to the **MATWIN International Board**, is really unique and gives access to a tremendous simultaneous feedback for about twenty international experts and possible partners likely to support the projects' development.



2019 BOARD

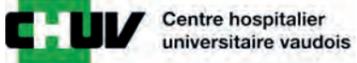
The MATWIN International Board composition

[CLICK HERE](#)

INTERNATIONAL INDUSTRIAL REPRESENTATIVES

 Philip TAGARI VP of Therapeutic Discovery	 David M. ANDREWS Director of Pre-clinical Scientific Alliances, IMED Oncology	 James CARMICHAEL VP Integrative Sciences	 Mark PEARSON VP New Therapeutics Concept Discovery	 Steven SHAK Chief Medical Officer
 Adrian BOT VP Translational Medicine	 Axel HOOS Senior VP TA Head Oncology R&D	 Sonal PATEL VP Oncology Scientific Innovation	 Sean FERREE VP of Product Development	 Laure DE PARSEVAL Clinical Site Head Switzerland Translational Clinical Oncology
 Mary FARIS Senior Director Emerging Science and Innovation Oncology	 Abderrahim MAHFOUDI Head External Innovation Oncology	 Magnus FONTES General Manager of Institut Roche	 Laurent DEBUSSCHE VP Head of Oncology Therapeutic Area	

ACADEMICS KEY OPINION LEADERS

 Veronique BIRAULT Head of Translation	 Jean-Pierre BIZZARI Chairman New Drug Advisory Committee	 Olivier HERMINE Head of Clinical Hematological Department
 PAUL MOSS Director of Research, College of Medicine	 Miguel Angel PIRIS Associate Medical Chief Pathology Service	 Pedro ROMERO Associate Director, Department of Fundamental Oncology
<h3>INVITED MEMBERS</h3>		
 Fondation d'utilité publique	 Entreprenre pour vaincre le cancer	



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MATWIN 10 YEARS

Atypical supporting initiative for innovative projects launched in 2009 on an experimental basis in the South-West of France, **MATWIN** has gradually extended to the whole French territory and opened its program to European projects (academic team or start-up) that collaborate with France.

During the various partnering events in which **MATWIN** participates, new collaborations are committed with our neighbouring countries (Belgium, Spain, Portugal, Great Britain, Switzerland, Norway, etc.) to promote the cross-border model and allow new projects to benefit from the support process.

FEW FIGURES 2009-2019



205

project's applicants



120

projects assessed



61

projects interviewed by the International Board



29

startups created



+20

collaborations with external partners



+ than 1.500

MEET2WIN participants



+3.300

MEET2WIN B2B meetings generated

BUDGET ELEMENTS



17% Events revenues (registration fees, sponsors)

3% Other operating subsidies

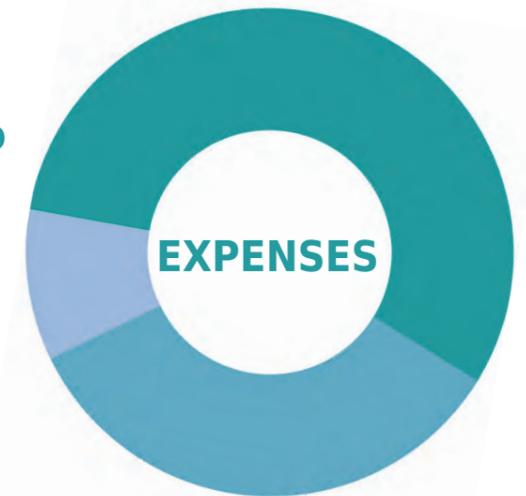
80% Industrial partners

Operating expenses directly linked to projects' support

56%

Operating costs **10%**

Wage cost **34%**



YOUR CONTACTS



Pierre FUMOLEAU
President
pierre.fumoleau@matwin.fr



Lucia ROBERT
CEO
lucia.robert@matwin.fr



Emmanuel CONSEILLER
Scientific Director
emmanuel.conseiller@matwin.fr

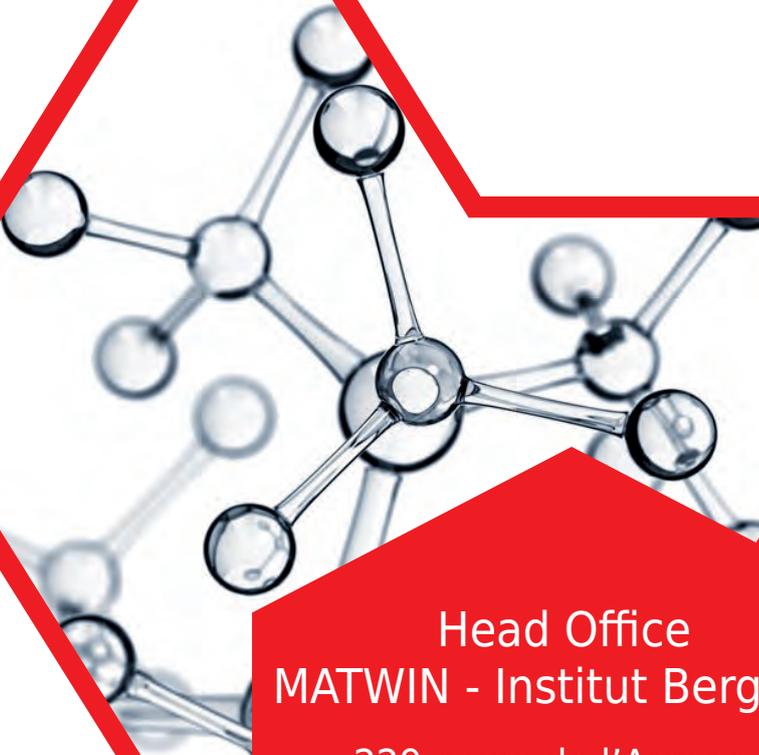


Stéphanie DHONT
Office Manager
stephanie.dhont@matwin.fr

www.matwin.fr

MATWIN

MATURATION & ACCELERATING
TRANSLATION **WITH INDUSTRY**



Head Office
MATWIN - Institut Bergonié

229 cours de l'Argonne
33076 BORDEAUX CEDEX
+33 5 35 54 19 36

contact@matwin.fr

