

## **CALL FOR APPLICATION PRESENTATION**

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ACCELERATING PROGRAM DEDICATED TO THE SUPPORT  
OF INNOVATION IN ONCOLOGY

# MATWIN

**M**aturation and **A**ccelerating  
**T**ranslation **W**ith **I**ndustry in Oncology

All information  [www.matwin.fr](http://www.matwin.fr)

With the support of :

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**AMGEN**

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**sanofi**

 **Pfizer**

 **Pierre Fabre**

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 **unicancer**

In partnership with :

**CONTACT** **PARIS -  
SACLAY  
CANCER  
CLUSTER**  
FRANCE INNOVATION CANCER

Before submitting an application, please contact the MATWIN team in advance to jointly assess its relevance, depending on the objectives and stage of the project development. Depending on the geographical origin of the projects, the discussion about the interest of a MATWIN application may be shared with the representatives of local partners (cancer cluster, incubator, technology transfer office, etc.)

 [contact@matwin.fr](mailto:contact@matwin.fr)

 +33 5 35 54 19 36

## CALENDAR

### Application file

- START program
- GROW program

October 31<sup>st</sup> 2024

January 31<sup>st</sup> 2025

Presentation at MATWIN International Board (if selected)

May 5<sup>th</sup> & 6<sup>th</sup> 2025

## CONTEXT

As a national support program for the maturation of oncology projects, MATWIN is part of an open-innovation approach to develop translational research in oncology and accelerate the transfer of innovations to patients. Its main objective is to provide the means to assess and support innovative projects with development potential by promoting early partnerships (pharmas / Biotechs, investors) that will help them to accelerate their clinical development in particular.

By relying on the French ecosystem (canceropoles, TTOs, incubators, clusters, etc.) MATWIN optimizes the transfer potential of innovative R&D projects, through a shared collaborative process between research and industry. The majority of major international laboratories involved in oncology are currently partners of the MATWIN program (Amgen, AstraZeneca, Boehringer Ingelheim, Bristol-Myers Squibb, Exact Sciences, GlaxoSmithKline, Insitro, MSD, Pfizer, Pierre Fabre, Roche, Sanofi, Takeda) in order to increase their own scouting activity for innovative projects. Since 2018, the program is open to European candidates (outside France), who can justify a collaboration (already established or ongoing) with a French academic team or company.

**This year MATWIN is joining forces with the [Paris Saclay Cancer Cluster](#) (PSCC<sup>1</sup>) in order to increase the added value of the support offered and capitalize on the synergies of the offers and networks of these two organizations.**

## OBJECTIVES

When supporting the maturation of early stage projects in oncology, MATWIN has been offering for more than 15 years a program designed to optimize the selected projects' industrial structuring and enhance the development potential of the most promising projects. The support offered thus makes it possible to:

- Assess projects with potential in their discovery/preclinical development phase by transforming scientific results into attractive assets,

<sup>1</sup> Founded in February 2022 by Gustave Roussy, Sanofi, Inserm, the Institut Polytechnique de Paris and the University of Paris-Saclay, the PSCC has been labeled "Biocluster" as part of France 2030. Its mission is to orchestrate strong interactions within the French oncology ecosystem between researchers, patient associations, healthcare professionals, start-ups, SMEs, Big Pharma and investors. Its objective is to accelerate the development of new cancer treatments, medical devices and diagnostic solutions in France. The PSCC supports selected industrial projects at different levels of maturity via a comprehensive offer: access to experts, technological platforms, patient data and samples and the resources that projects need to accelerate. It animates the ecosystem and facilitates connections. It relies on an innovation site dedicated to oncology, in Villejuif (94).

- Obtain development plan validation guidelines (clinical positioning, indications, milestones, etc.)
- Prepare for the investment phase by reducing market access risks
- Optimize partnership prospects with biotechs/pharma likely to develop them and investors likely to fund them.

This year, the MATWIN program content is reinforced with the PSCC support. The project may benefit during the support program from:

- Feedback from international-level expertise combining experts from MATWIN and PSCC;
- Individualized coaching / mentoring;
- Possibility of joining certain programs / workshops offered by PSCC: OncoEntrepreneur-OncoNumerique, "preclinical strategy", "regulatory", "medical devices" workshops, etc.
- Privileged access to the PSCC assessment committee (opportunity to access expertise, training, technological platforms, access to data / biological samples, facilitation of clinical trials, funding, office/lab space, etc.)
- Presentation of the best projects to an international Board unique in Europe

## MATWIN INTERNATIONAL BOARD

Unique in Europe, the [MATWIN International Board](#) gathers around twenty internationally renowned members: academic leaders from major European cancer research centres and international decision makers from Global R&D Oncology department from MATWIN industrial partners specially nominated by their company to review the projects, assess their development potential and label the best ones. This committee meets once a year in France on a MATWIN initiative.

The quality of this committee reflects the value of the commitment of all partners.

A network of investors (business angels, venture capital funds) also revolves around MATWIN to identify projects of potential interest and possibly financially support their development.

**Chairman :** Fabrice BARLESI



**Moderator :** Jean-Yves BONNEFOY



### International Industrial Representatives



**Andy RANKIN**  
Executive Director  
Oncology Research



**Viia VALGE-ARCHER**  
Senior Director, External R&D  
Scientific & Clin Alliances EU



**James CARMICHAEL**  
VP Integrative Sciences



**Mark PEARSON**  
Dpt Head Cancer Pharmacology  
& Drug Positioning



**Rick BAEHNER**  
Chief Medical Officer,  
Precision Oncology



**Kenneth HANCE**  
Sr Director & Head Immune  
Biology, IO & Combinations  
Research Unit



**Claire BLOOMFIELD**  
Senior Director, Intern.  
Corporate Development



**Khatereh AHMADI**  
Exe Director, Oncology Search  
& Evaluation Lead, EU Hub



**Anette SOMMER**  
Senior Director Emerging  
Science & Innovation Oncology



**Pierre Fabre**  
**Anna KRUCZYNSKI**  
External Science  
& Innovation Director



**Valérie MERESSE**  
Global Senior Oncology  
Clinical Leader (pRED)



**Laurent DEBUSSCHE**  
VP Head Oncology Research  
Therapeutic Area



**Alexandra HUHALOV**  
Head Oncology  
Search & Evaluation, CEI

### Academic / Expert - Key Opinion Leaders



**Arthur BERTELSEN**  
Expert Review  
Board member



**Jean-Pierre BIZZARI**  
Chairman New Drug  
Advisory Committee



**Olivier HERMINE**  
Head of Clinical  
Hematological Department



**Paul MOSS**  
Director of Research, College  
of Medicine



**Pedro ROMERO**  
Professeur Honoraire of the Faculty  
of Biology and Medicine UNIL



**Muriel DAHAN**  
Director of  
Research & Development



**Solange PETERS**  
Head of the Medical Oncology  
Department CHUV - UNIL

### Invited Members



**Jerome MAJOIE**  
CEO

**CALL FOR APPLICATIONS TERMS****APPLY TO MATWIN**

Before submitting an application, please contact the MATWIN team in advance to jointly assess its relevance, depending on the objectives and stage of the project development.

To apply to MATWIN's program, project leaders have 2 possible courses. (START program over 6 months, GROW program over 3 months). The principle is as follows: the earlier the application is submitted, the more MATWIN support is developed. [The details of the various support courses](#) and the application files can be consulted HERE ["MATWIN's Call for Application"](#)

- START program (6 months): **application possible until October 31<sup>st</sup> 2024** at the latest

Restricted to academic teams or young startups needing to optimize their project's strenght and having only preclinical results available before the regulatory tox for therapeutic innovations or ante validation for diagnostic tests



- GROW program (3 months): **application possible until January 31<sup>st</sup> 2025** at the latest

Restricted to startups with preclinical results of regulatory tox or a first clinical study (Phase 1) for therapeutic innovations or a validated test for diagnostic tests



The application file presents the project through three parts:

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- I. Abstract
  - II. Intellectual property
  - III. Scientific project and development plan
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All experts having access to the application file are subject to strict confidentiality, and as such have agreed to sign a Confidentiality, Non-Disclosure and Non-Conflict of Interest Agreement.

Eligibility and potential interest of the project will be first assessed by a preselection jury regularly involved in the MATWIN process (preselection pitch) then submitted for the opinion of the MATWIN International Board members who will be the sole decision-makers so that the project is presented to them in fine at the end of the program.

If the feedback from the MATWIN preselection jury is positive, the project will be offered to integrate the support process by organizing individualized coaching sessions towards a possible presentation to the international MATWIN Board in May.

#### Can apply :

- academic teams regardless their tutelage(s) (universities, hospitals, research organizations, cancer research institutes, etc.) and private structures (start-ups exclusively and not subsidiary of a large group) ;
- applicants must be based in France or in Europe (Switzerland, UK, Norway included). Non-French European applicants can apply if they can prove that they have (or will have) a collaboration with French partners (academic team or company).

#### Eligibility criteria for integrating the MATWIN programme:

- application should be based on a competitive R&D project and service offers (e.g. CRO services) will be automatically discarded
- original and innovative target or mechanism of action for a product or original marker / biomarker or technological approach (AI included) for a diagnostic test;
- maturity: the project must introduce first scientific evidences demonstrating efficacy of the product (*in vitro* / *in vivo* proof of concept, demonstrated mechanism of action, Structure-Activity-Relationship, associated biomarker...) or of the diagnostic test (selectivity, specificity, impact on therapeutic options ...);
- strength of intellectual property (if existing). An off-patent innovation may, however, be eligible if protection of the results is being considered.

#### PITCH PRESELECTION (NOVEMBER 2024 OR MARCH 2025)

Applications (Project Application Form) will be first validated internally to check their eligibility to the program after a discussion with project leaders.

Eligible applicants will then defend their project in front of a preselection jury of a dozen experts (Biotechs, academic and investors representatives) members of both MATWIN's and PSCC's networks.

For the START program, the pitch session will occur in November (in Paris or in video) as an oral pitch of 8-10 minutes followed by a discussion of 10 minutes max with the panel.

Each candidate will then receive a written report (1 page) from the preselection jury summarizing the strengths and weaknesses of the project.

The projects pre-selected by the jury will gain access to a 1<sup>st</sup> coaching session (January). If the coaching is positive, the project application form will then be submitted for the opinion of the MATWIN International Board members who will be the ones deciding which projects will be presented to them at the end of the program in May.

For the GROW program (3 months), candidates selected on the advice of the MATWIN Board will join the program at the second coaching session (see below).

Volume estimation:

- ± 25 applications received each year (Project Application Form)
- ± 15 projects selected after the Pitch session (November/march)
- ± 10 projects selected after the MATWIN Board's review to benefit from MATWIN coaching

## COACHING & MENTORING SESSIONS (MARCH AND APRIL 2025)

2 working sessions are organized to optimize the structuration and industrial orientation of the projects (work on content) and their presentation (work on form). Technology Transfer offices are strongly encouraged to participate with the project leader.

In the case of an application for the GROW program, the candidate will only have access to one coaching session (session 2)

### Two coaching sessions (compulsory for project leaders selected by the preselection jury) :

- **session 1 : development plan review (Jan\_Feb 2025):**

Driven by R&D experts consultants, members from MATWIN and PSCC networks, this first work session addresses the project's background and allows optimizing its structure and industrial orientation. This session aims at supporting candidates in their valorization approach and usually leads to a clear restructuration of the project. Following this 1<sup>st</sup> session, the applicants receive a written feedback from the coaches listing their recommendations.

If the coaching is positive, the project application form will be forwarded to the members of the MATWIN International Board, who will decide which projects will be presented to them at the end of the programme in May.

- **session 2 : training for the Board audition if selected by the board (April 2025):**

This second work session aims at preparing the project leader for the MATWIN International Board review strengthened by the 1st session contributions. Coaches bring their expertise to optimize the project presentation. This session is in a real condition format (20 mn in English, with 2 coaches) to reflect the MATWIN Board interview. This last session is an opportunity to check that the previous recommendations have been considered.

### Board mentoring session:

Each project selected by the board will be assigned a board mentor and will have the opportunity for a video discussion (1 hour max) with their mentor before their interview in May in order to better prepare their presentation and see what are industrials' points of attention on the project.

At the end of the coaching, the projects not selected to be auditioned by the MATWIN Board will be part of the preferential list of 10 candidates who will be able to present their project during the QUICK PITCH session of the MEET2WIN partnering convention, organized jointly with the meeting of the International Board (May 2025).

## MATWIN BOARD INTERVIEW (MAY 2025)

Candidates selected by the Board after the coaching sessions will present their project in front of the [MATWIN International Board](#).

Moreover, each year the MATWIN Board attend the QUICK PITCH session, and has the opportunity to select 1 or 2 extra projects which will be offered a longer presentation to the MATWIN Board in a slightly different format.

Following the MATWIN Board meeting, a written summary of the Board main recommendations will be provided to the applicants as well as individual Board member's feedback. The feedback of such unique committee is of significant added value for the development of the project. For academic teams, it may provide arguments for legitimating investment decision-making by the supportive structures (TTOs, etc.).

The PSCC will look carefully at the projects labeled by the MATWIN Board for possible support.

## FREQUENTLY ASKED QUESTIONS

### MATWIN PROGRAMME

#### Who is this programme for?

This program is open to any project leader who generated an innovation in oncology that may have a predictive, diagnostic or therapeutic benefit to the patients. This innovation patented or not, must have a strong potential for industrial development. Project leaders may come from a public structure or from a start-up (if not attached to a large group).

#### Can a start-up apply?

Yes, a private structure such as a start-up can apply. By private structure are understood - *indicative criteria*: (i) business in the process of creation or recently created <10 years; (ii) staff <10 FTEs; (iii) the start-up must not be attached to a large group.

#### Can a non-French candidate apply?

Yes, non-French candidates (academic or start-up) based in Europe (Switzerland, UK, Norway included) can also apply if they can attest at least to an ongoing (or upcoming) collaboration with a French academic team or company or any other mode of contribution to the French economy (staff recruitment in France, clinical trial in a French center, etc.)

### MATWIN'S PURPOSE

#### What to expect from MATWIN?

Academic researchers or start-ups who want to see their work valued and developed will find with MATWIN, ways to increase the transfer potential of their project for industrial partners or investors. All projects benefit from high-added value recommendations from international academic and industrial experts that will enhance their attractiveness regardless of the MATWIN process' outcome.

#### Does MATWIN have funds to provide to projects?

To date, MATWIN does not have funds to finance the applicant projects having received a positive label from the Board. Participation of investors (business angels, VCs, Foundations, etc.) within the MATWIN network and the partnership with PSCC may also offer funding opportunities for projects with high potential. The supportive structures of the projects (TTOs, etc.) also benefit through MATWIN, from arguments that can justify investment decision-making around projects thus providing funding relays to support the projects' maturation.

### INTELLECTUAL PROPERTY

#### Intellectual property, which prerequisite?

Ideally, intellectual property will already be ensured when the MATWIN application is submitted. But project expertise remains possible without any protection since the experts are engaged through a confidentiality agreement and no conflict of interest. The potential intellectual property's strength remains an element of appreciation of the innovation.

#### In case of industrial interest on a project, how is the IP transfer done?

Discussions about potential partnership contract with an industrial partner (whether or not from the MATWIN programme) are operated directly by the start-up or the mandated Technology Transfer Office (for academic team).

If the interest comes from a MATWIN partner, the first introduction will be made through MATWIN then the Parties will discuss freely together.

In both cases, MATWIN is not involved in the negotiation of license or partnership contracts, but asks to be kept informed of the discussions in progress and their outcome, and associated at least in terms of communication (Cf. Appendix Charter in the application file).

## CONFIDENTIALITY

Every committee member (experts / coaches / Board members) who will have access the projects' files is subjected to confidentiality, and has to sign a Personal Commitment of Confidentiality, Non-Disclosure and Non-Conflict of Interest. Therefore, it is mandatory from project leaders being fully transparent on all scientific data and intellectual property elements.

## COST OF THE PROCESS

### What is the cost of the MATWIN support process?

To date, all MATWIN's activities (assessment, coaching, and connection with the industrial world) rely mainly on the financing of industrial partners who support the MATWIN initiative.

The financial terms associated with the MATWIN support are described in a Charter listing the rights and duties of both MATWIN and the applicant, which can be consulted HERE: <https://matwin.fr/en/matwins-call-for-application/>

To access the programme, candidates (academic or start-up) commit to pay a lump sum of 1,000€ HT (usual or fast-track process) if their application is pre-selected by the MATWIN Board.

The remuneration of MATWIN is then based on the principle of success-fees. MATWIN applicants (or their Technology Transfer Office when applicable) commit themselves, only in the case of a financial income generated post MATWIN support, to:

- reimburse MATWIN for the costs incurred by MATWIN for the support program (i.e. signature of a collaboration / codevelopment / license agreement, patent sale, start-up fundraising, crowdfunding, etc.);
- pay a flat-rate success fee to MATWIN only if the success is a direct consequence of the MATWIN support & intermediation (e.g. collaboration resulting from a direct action from MATWIN (Cf. Charter);

The access fee of 1,000€ (tax excl.) already paid to access the MATWIN support will be deducted from the total support costs.

Once preselected by the MATWIN Board, the rights and duties of both MATWIN and the applicant listed in the [MATWIN Charter](#) will be integrated in an agreement which will be signed by the applicant (or its Technology Transfer Office when applicable) and MATWIN.