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Montpellier, France Health Hub

Montpellier Méditerranée Métropole accompanied 9 companies to the BIO International Convention in San Diego

As part of its “Montpellier, France Health Hub” project, a major initiative to stimulate the development and growth of companies in the health sector, Montpellier Méditerranée Métropole accompanied nine companies to the BIO International Convention, held June 19 - 22 in San Diego, California.

9 companies accompanied by Montpellier Méditerranée Métropole to the BIO International Convention in San Diego

The annual BIO conference is a major international event for companies in the biotechnology sector. This year, the conference attracted over 1,800 exhibitors and 16,000 visitors, and helped organize over 40,000 business meetings via the BIO One-to-One Partnering™ platform.

Montpellier Méditerranée Métropole participated in the event and was present at the Montpellier France Health Hub booth, alongside the Eurobiomed competitiveness cluster, at the French Pavilion setup by Business France. Nine companies from the Montpellier territory were accompanied: Acobiom, AGV Discovery, Amylgen, CILCare, Ciloa, Deinove, Expernova, MedinCell, and Phost'in.

This industry-leading conference enabled companies from the Montpellier area to be present at the heart of the pharmaceutical and biotechnology industries at a worldwide level, and to meet many particularly qualified companies.

Notably, the participating companies:

- Held between 20 and 40 scheduled business meetings each.
- Identified R&D, financial, and industry partners, as well as prospects and clients.

- Engaged in advanced discussions that are expected to lead to concrete projects quickly, within six months for the most advanced, and as early as this summer for some services.

Montpellier Méditerranée Métropole's action for local companies was highly appreciated, notably because its close attention matches the needs of Montpellier area companies. Some of the companies would not have participated in the BIO conference without Montpellier Méditerranée Métropole's action.

What the companies are saying

The companies that were accompanied to the conference appreciated being part of a delegation, which both increased visibility for the territory at BIO, and enabled the delegates to exchange ideas, share their experience, consider projects, and unite the efforts of local stakeholders. Participating in the conference also helped build recognition for the Montpellier area's excellence in health. This notoriety is expected to grow over the coming months.

Célia Beline, CEO, CILcare

“The BIO 2017 conference fulfilled all of its promises. There was high energy at the French Pavilion, no doubt at least partially driven by the highly enthusiastic team from Montpellier!

We held 25 meetings, which will be followed up by a dozen quotations to be transformed into contracts within the next six months. In addition to the business meetings, strong attendance by companies at related events organized by Eurobiomed and Business France also enabled us to expand our network to reach new partners and potential clients.

The conference met our expectations entirely. This action by Montpellier Méditerranée Métropole matches our own development plans closely, with real involvement by institutional stakeholders in the field by our side to clearly understand the challenges we face on a daily basis and enable us to respond with an adapted offering.

We sincerely thank Montpellier Méditerranée Métropole for their help, which both generates value directly for companies within the territory and increases visibility of the territory internationally.”

Pascal Magnier, CEO, Expernova

“This is our second consecutive year participating in the BIO conference and we can confirm that it is a key annual event for decision-makers in the pharmaceutical industry, notably regarding alliance strategy and externalized R&D.

We held 37 meetings and also met with several clients to talk about their needs and their use of our service. These business meetings enabled us to get together with commercialization departments at major universities, as well as technology scouting and business development departments at large American, Japanese, and European pharmaceutical groups.



We were also pleased to meet the other companies in the Montpellier delegation and the Eurobiomed competitiveness cluster. We had time to talk with them about our offering, and listen to their needs and recommendations informally. I hope that this vitality will continue in Montpellier to further our thinking about the relevance of an offering dedicated to biopharmaceuticals. Montpellier Health Capital will help maintain the momentum.”

Karine Chorro, CEO, Phost’In

“At Phost’In, our feeling is that the conference was very positive, with 19 highly “qualified” meetings. 14 of the 19 meetings were with potential financial and industry partners, and are expected to lead to detailed study. The 5 others were for a service offering that we need at this time.

Going to San Diego with a delegation of other Montpellier companies gave us an opportunity to establish contact and exchange ideas with each other. Not only that, but the booth was for France overall, and it was also nice to be joined together and meet partners from other regions. I had the impression that real cohesion developed among the participants.

Phost’In would not have attended this 2017 conference without Montpellier Méditerranée Métropole’s help. We would definitely participate again.”

Vanessa Villard, Amylgen

“The goal for Amylgen was to meet prospective clients and offer our services for selecting medical drugs and food supplements based on pre-clinical models of neurodegenerative diseases. We sent 64 requests and held 34 meetings, 4 of which were directly at the pavilion. We responded with 9 proposals, 2 of which are going to be approved this summer. The results are very positive for Amylgen.

In addition, I really appreciated being able to participate in the event with a delegation. It enabled me to meet with other companies that I only knew by name. Our time spent together at the pavilion gave me an opportunity to talk about potential collaboration across our various activities and to hear about their experience managing companies!

We are looking forward to BIO Boston 2018!”

Robert Mamoun, CSO, and Mealy Kong, CFO, Ciloa SAS

“The BIO International Convention is a major annual meeting for establishing alliances and partnerships with decision-makers at large pharmaceutical and biotechnology companies.

Thanks to support from Montpellier Méditerranée Métropole, two people from our company were able to attend, a major benefit for us that made us more efficient. We would also very much like to thank Eurobiomed and Business France for their impeccable organization, which was completely aligned with the event.

Our results were very positive. This year, we held 21 high quality meetings at which people showed strong interest in our solution. We expect to be able to conclude partnerships and orders within the coming months.



Being able to benefit from a permanent booth at the French Pavilion also enabled us to generate additional spontaneous contacts, 2 of which are likely to lead to collaboration on a vaccine candidate and a partnership.

Lastly, the event was an extraordinary showcase for us, as we had an opportunity to present our breakthrough genetic engineering technology on exosomes, which continues to attract increasing attention.”

Emmanuel Petiot, CEO, Deinove

“The BIO convention was definitely a success for us. We had 14 important meetings in our field, the development of new antibiotics.

We really appreciated Montpellier Méditerranée Métropole’s support. Being together with Montpellier Méditerranée Métropole at the French Pavilion enabled us to talk with Business France and many other companies that we probably never would have met without this central rallying point.

We were proud to see the name “Montpellier” displayed from a distance on the French Pavilion at such a large conference, a worldwide reference in the field.”

Montpellier Health Capital

Launched in November 2016, the “Montpellier, France Health Hub” project offers European-wide and international visibility for the Montpellier area by highlighting its potential and the vitality of its local economy, while attracting leading investors and international talent in the health field. The project is a uniting force, bringing together the entire local ecosystem, with all its diversity, including companies and clusters, health offerings, mutual insurance providers, institutional players, and associations.

Participation in the BIO International Convention is part of the Montpellier, France Health Hub action plan stipulated in France’s Metropolitan Innovation Pact. The pact, signed in January 2017, calls for the government to provide €8.3 million to Montpellier Méditerranée Métropole to deploy various projects proposed in the health field

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