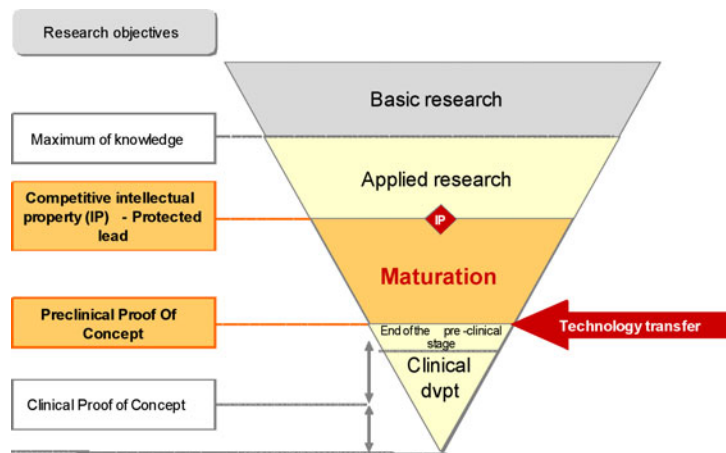


We are pleased to announce that AEC Partners is collaborating with the French Cancerpole GSO and nine major pharmaceutical companies to create MATWIN (Maturation and Accelerating Translation with INdustry), a public-private partnership to accelerate the transfer of oncology innovation to industry

- ▶ AEC Partners is assisting the Cancerpole Grand Sud-Ouest (GSO) and nine pharmaceutical companies (Amgen, AstraZeneca, Celgene, GlaxoSmithKline, Lilly, Merck Serono, Novartis, Roche, sanofi-aventis) to develop MATWIN (Maturation and Accelerating Translation with INdustry). The programme is unique in Europe due to the early stage of the research involved. It supports the maturation phase that is when scientific results are patented but before the proof-of-concept validation (POC), preparing promising projects for industrial transfer and development.



- ▶ Concretely, MATWIN conducts several complementary and innovative activities in order to accelerate the technology transfer:
 - ▶ Selection of world-class projects with a highly significant value for industry : projects are short-listed by academic and industrial experts then assessed by the MATWIN International Board (composed of key stakeholders from international research in early stage oncology).

Matwin International Board members	
Chairman : Josy Reiffers , Head of Canc éropôle GSO	
Scientist academic key opinion leaders	Executives in international pharmaceutical cplies
<ul style="list-style-type: none"> ✂ Carl Borrebaeck Deputy Vice -chancellor University of Lund -Sweden ✂ Elias Campo Head of the Center for Biomedical Diagnosis -Barcelona ✂ Michel Marty Head of SAG-Onco-Paris ✂ Peter Parker Head of Cancer Research UK -London ✂ Miguel Piris Head of CNIO molecular pathology programme -Madrid ✂ Gilles Thomas French Head ICGC* -Lyon ✂ Sigbjorn Smeland Head of Clinic Norwegian Radium Hospital -Oslo 	<ul style="list-style-type: none"> ✂ Renaud Capdeville Vice -President Global Development Oncology, Novartis ✂ Alain Curaudeau Head of the Oncology Portfolio Strategy, alliance management and business development , sanofi -aventis ✂ Marc de Garidel Vice -President South regions, Amgen ✂ Olivier Daubry Vice -President & General Manager France, Celgene ✂ Bernard Hamelin Medical Director Europe, AstraZeneca ✂ Giorgio Massimini Cluster Head Anglo Strategy, Avastin Pan Tumor Site, Head PDC Basel, Roche ✂ Jan A.M. Raaijmakers Vice -President Scientific Collaborations Europe, GSK
Institutional technology transfer offices	
<ul style="list-style-type: none"> ✂ Jean-Michel Gauthier Head of Scientific Affairs, Inserm Transfert ✂ Franck Merly, Director Transfer & Licensing, FST SA 	
<small>*Consortium International Génome du Cancer</small>	

- ▶ Reorientation and redesign of projects to focus research on outcomes with a greater industrial value and to optimise the time and resources required to reach POC
- ▶ Acceleration of agreement negotiations between patent co-owners and investors
- ▶ Supporting financing of the maturation phase
- ▶ Guaranteeing best practices during the research period with scientific and management support to enable scientists to focus on research and produce the most competitive outcomes
- ▶ Early stage partnerships between academic research and pharmaceutical companies are essential for both actors:
 - ▶ Providing pharma companies with the opportunity to source world-class French innovations, at their earliest stage of development, in order to increase number of technologies transferred
 - ▶ Maximising the chances for projects to reach POC and to be transferred to industry in a shortened timeframe
- ▶ MATWIN was launched successfully in 2009 for projects in the South of France and it is planned to enlarge the scope to all of France by 2011.
- ▶ Several articles on the MATWIN programme have been published in renowned French news-papers. (insérer lien vers les articles)