

3rd ANNUAL



ANIMAL HEALTH INVESTMENT Europe

20-21 February 2018 | 200 Aldersgate | St. Pauls, London, UK

Twitter icon @AHInnovation #AHInvestEurope



Randolph Seidler
VP, Global Head of Business
Development
BOEHRINGER INGELHEIM



Clint Lewis
Executive Vice President,
President, International
Operations
ZOETIS



Aaron Schacht
Vice President -
Global Research and
Development
ELANCO



Viggo Halseth
Chief Innovation
Officer
NUTRECO



Alf-Helge Aarskog
Chief Executive Officer
MARINE HARVEST

350+
ATTENDEES

1300+
1-TO-1
MEETINGS

100+
START-UPS

12
EMERGING
COMPANIES
PRESENTING

50%
MORE
INVESTORS
THAN 2017

Animal Health | Nutritional Health | Veterinary Practice | Aquaculture | Diagnostics | Genetics

DISCOVER THE NEXT BIG INVESTMENT OPPORTUNITIES

The **Innovation Showcase** will present new and innovative technologies within the livestock, aquaculture and companion animal health markets. Meet with Showcase presenters as well as 100+ start-up companies in private, **1-to-1 meetings**.

“The \$100 billion industry that deserves your attention: The Animal Health market, when combined with the adjacent spaces of nutritional health, digital innovation, diagnostics, aquaculture and specialized pet food is expected to reach over \$100 billion by 2020”
Animal Pharm

Headline partner:



Associate partners:



Benefits of ATTENDING

- + PARTNER** with new clients and high-level decision makers from big pharma, investors and start-up animal health companies. Book private meetings with any individual or company on-site via our meeting application. There are over 1,300 one-to-one meeting slots available for you to book.
- + GET VISIBILITY** of the latest innovations in animal health, nutritional health, diagnostics, aquaculture, veterinary operations and genetics. Over 100 start-ups to meet and collaborate with.
- + PITCH** your emerging company and novel technologies to a room of investors. 2018 will see double the number of investors on-site.
- + DEVELOP** your product pipeline and gain the investment or M&A interest you need to succeed in the marketplace.

Ask an Industry LEADER



George Gunn
CEO

STONEHAVEN CONSULTING

'The world is changing and the animal health world is changing. The small biotechs now are going to be very important for the future and these meetings are a way of connecting to them as well as the larger players, it works!'

Ask an Emerging COMPANY



João Pereira
Founder & CEO

Magnomics

'You have all the industry and a big chunk of investors all in the same room. It's a tight-knit community and it's great to see everyone together, put names to faces and substantiate important meetings that have happened prior to forum. You bring everything together when you come to events like this'.



Swine



Poultry



Aquaculture



Ruminant



Equine



Companion

The Onsite EXPERIENCE



**ANIMAL HEALTH
INNOVATION CHINA**



0:01 / 3:36

Animal Health Investment Asia, 2016



**ANIMAL HEALTH
INVESTMENT Europe**



0:01 / 3:36

Animal Health Investment Europe, 2017

2018 GLOBAL ADVISORY BOARD



Linda Rhodes
VMD, PhD



Jishu Shi
Director, U.S.-China Center
for Animal Health



Alan Mackay
Executive Partner and
Founder



Dirk Ehle
Head of Bayer Animal
Health



Joachim Hasenmaier
Member of the Board
of Managing Directors



George Gunn
Founder and CEO



Aaron Schacht
Vice President - Global
Research and Development



Jean Deleforge
Chief Scientific Officer



Clinton Lewis
Executive Vice President,
President, International
Operations



“Having participated in meetings like this in the past most have been US or North American based, so to have something that’s truly with a more international flavour and representing emerging companies globally, I think it’s really exciting!”

Clinton Lewis Executive Vice President, President, International Operations, ZOETIS

2018

SELECTION COMMITTEE



Julia Stephanus
Founder and
President
Avviare



Matthias Hofer
Partner



Maarten Goossens
Principal



Simon Mason
Business Development
Manager, Animal Health
Division



Ronan Molloy
President



Michael Hemprich
Head of Business
Development



Paul Dick
President



Paul Dick & Associates Ltd.



Charles Hoare
Head of European
Healthcare M&A



INNOVATION SHOWCASE

Central to this Summit is the Innovation Showcase: a presentation of **new and innovative technologies** within the livestock, aquaculture and companion animal health markets. Our talented Selection Committee will hand-pick 12 emerging companies from over 30 applications to present on-site to our audience.

DRAGON'S PANEL



Marie-Paul Lachaud
Aratana



Sam Al-Murrani
Babylon BioConsulting LLC



Simon Doherty
British Veterinary
Association



Irina Haivas
Partner, GHQ Capital





PRE-CONFERENCE WORKSHOPS

Available for 30 emerging animal health companies on a first-come first-served basis. Please reserve your space when booking your conference pass.

09:00 **Registration**

10:00 - 12:00 **Advice for start-ups looking to navigate the EU regulatory landscape**



- The border lines between veterinary medicinal products, feed additives, and biocides
- The 3 GxP: quality, safety and efficacy requirements
- The product categories: sales and marketing opportunities
- Incentives available and business models to develop and market new products in a strongly regulated landscape

12:30 - 14:30 **How to optimize life-cycle development of existing and NCEs using innovative technologies and approaches to deliver increased user-friendly choices to the consumer.**



- First to market vs. best to market over the life cycle of your product – when and where do you focus resources.
- How to optimize the use of internal resources and external partner resources to manage life cycle and expand global market potential
- How to realize the full potential of your product and to extend the life cycle using new patented formulation technologies.
- Where can Innovators partner to accelerate opportunities?
- Does outsourcing R&D and manufacturing accelerate innovation?

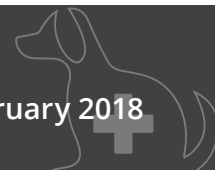
15:00 - 17:00 **How to make your business an exciting strategic partner for a multinational animal health company**



- What are the attributes of a great partner
- How to make your start-up company stand out from the crowd
- The typical behaviours of a collaborating company – The good and the bad
- What types of innovation are multinational companies looking for?
- The multinational assessment criteria when selecting strategic partners

DAY ONE

Tuesday 20th February 2018



08:00 **Registration**

09:00 **OPENING KEYNOTE: Elanco Animal Health: A Vision for the Future of Animal Health Innovation**

Kristin Bloink, Senior Director, [Global Research and External Innovation](#)

09:20 **OPENING PANEL DISCUSSION: What Constitutes Real Innovation in the Animal Health World?**

The view on animal health innovation from a big global player, a small company with revenue and a digital and tech-player:

- How innovative is the animal health industry today vs adjacent spaces?
- What lessons can be learned from the innovation landscape in human pharma?
- Is digital innovation really going to change the way we do business?
- How do you create innovation that will have real impact?
- What are the innovations that will shape the future of animal health?

Hosted by Joseph Harvey, Editor, [Animal Pharm](#)

Randolph Seidler, VP, Global Head of Business Development, [Boehringer Ingelheim](#)

Erwin Blomsma, CEO, [ViroVet](#)

Stefan Weiskopf, CEO, [Allflex Group](#)



10:00 1-to-1 Private Business Meetings

11:00 **INNOVATION SHOWCASE:** Six selected start-up companies to present their innovations – Each company will present 5 minutes, followed by Q&A facilitated by members of the Dragon's Panel:

Dragon's Panel:

Marie-Paul Lachaud, Head of Program Management, Europe, [Aratana Therapeutics, Inc](#)
Samer Al-Murrani, Senior Advisor, [Babylon BioConsulting LLC](#)
Simon Doherty, Junior Vice President, [British Veterinary Association](#)
Irina Haivas, Partner, [GHO Capital](#)

12:00 Networking Lunch and 1-to-1 Private Business Meetings

13:30 **INNOVATION SHOWCASE:** Six selected start-up companies to present their innovations – Each company will present 5 minutes, followed by Q&A facilitated by members of the Dragon's Panel:

Dragon's Panel:

Marie-Paul Lachaud, Head of Program Management, Europe, [Aratana Therapeutics, Inc](#)
Samer Al-Murrani, Senior Advisor, [Babylon BioConsulting LLC](#)
Simon Doherty, Junior Vice President, [British Veterinary Association](#)
Irina Haivas, Partner, [GHO Capital](#)

14:30 **KEYNOTE:** Evolving Prevention and Control of Disease in Animal Agriculture

Shifts in the landscape of protein production have producers looking for non-medicated solutions proven to protect animal health. The area of Nutritional Health is evolving rapidly as the need and the science emerge, driving a new series of innovations that will allow our industry to meet the growing need for safe, affordable and abundant protein. The establishment of a healthy gut microbiome, management of inflammation, control of infection and optimization of digestion requires a set of tools, deployed at the right time and a surveillance system to monitor outcomes and predict coming challenges. Passionate scientists, the right innovation environment and a growing need are what drives us toward this outcome.

Dr. Tim Schell, Nutritional Health R&D & Regulatory, [Elanco Animal Health](#)

15:00 1-to-1 Private Business Meetings

16:00 **Presentation of the 2018 Innovation Award**

This prestigious award will be presented to one selected start-up company by Aaron Schacht, Vice President - Global Research and Development, Elanco

16:05 **PANEL DISCUSSION:** An Open Q&A with Global Animal Health Leadership

Audience Questions to be selected from the 'Ask the Global Leaders Board' - submit your questions in advance by emailing jp@kisacoresearch.com

Speakers:

Clint Lewis, EVP, President of International Operations, [Zoetis](#)
Randolph Seidler, VP, Global Head of Business Development, [Boehringer Ingelheim](#)
Dirk Ehle, Head of Animal Health Division, [Bayer](#)
Aaron Schacht, Vice President - Global Research and Development, [Elanco](#)



16:50 **KEYNOTE: Launching Companion Animal Products: US vs Europe**

The companion animal health market is the largest of the species segments, with the USA and Europe being the most important regions. Virbac has a long history marketing companion animal products in both the USA and Europe. We will present the main characteristics and differences of these markets, before sharing with you the specificity of our commercial approach, some of our learnings and why we believe we have been successful in launching products into these regions.

Sebastien Huron, Member of the Executive Board, Head of Global Business Operations, [Virbac Santé Animale](#)

17:10 **CLOSING KEYNOTE: Outsourcing to Achieve Early Introduction of Innovation**

From startup companies, to small and medium sized enterprises to large multinational companies, speed to market is a significant competitive advantage. Outsourcing key product development activities, adding innovative IP to bolster internal IP and partnering through to commercial manufacture may achieve earlier introduction of innovation. This keynote presentation aims to augment the existing information and present outsourcing alternatives as a key strategic advantage to animal health companies.

Hosted by:

Doug Cleverly, Founder & CEO, [Argenta Limited](#)

Karin Jager, Global Head of Research & Development, [Argenta Limited](#)

17:30 **Chairperson's Closing Remarks**

17:40 **Evening Drinks Reception and 1-to-1 Private Business Meetings**

Presented by [argenta](#)



08:30	Registration	
08:45	Chairperson's Opening Remarks	
09:00	KEYNOTE: How the Veterinary Profession Has Changed and is Going to Change in the Future <p>This presentation Simon Innes, CEO of CVS Group, will explain the market drivers behind the company's rapid expansion and why, he feels, the industry is set to change at an unprecedented pace. This talk will consider the future dynamics of the animal health industry and provide a unique view from a leading operator of veterinary practice.</p> <p>Simon Innes, Chief Executive, CVS</p>	
	TRACK ONE	TRACK TWO
09:20	DIGITAL: Is data a revenue-booster for animal health? <p>The latest innovation in data/analytics. Where are the golden opportunities?</p> <ul style="list-style-type: none"> Wearables in the pet market - what does it actually mean, where is this stuff going? Effective use of data in precision farming Cost-effective ways to acquire and process data Future Opportunities in Big Data and Blockchain <p>Professor Alasdair JC Cook, School of Veterinary Medicine, University of Surrey</p>	FOR START-UPS: Roundtable on the Future for Investment and Innovation in Animal Health <p>Start-up companies face many challenges on the road to investment and commercialization. This roundtable session aims to identify the key challenges facing emerging companies and to provide them with guidance on how to stand out from the crowd and present themselves as exciting strategic partners & investment opportunities.</p> <p>Hosted by: George Gunn, Founder and CEO, Stonehaven Consulting Mark Heffernan, CEO, Biofactus Theo Kanellos, Director of Strategic Alliances, Zoetis Brian Kopp, Partner, Stonehaven Consulting AG</p>
09:50	DIGITAL: Connecting data, information and vets <p>Keynote from Henry Schein covering their use of veterinary services technology and how it boosts the sales of its products. This will be a great opportunity for delegates to better understand the real value of digital and data applications in animal health. Henry Schein, Inc., a FORTUNE 500® company and a member of the S&P 500® and Nasdaq 100® Indices, is the world's largest provider of health care products and services to office-based dental, animal health and medical practitioners.</p> <p>Peter McCarthy, President, Henry Schein</p>	FOR START-UPS: Panel Discussion on Finding Venture Capital Investment in Animal Health <p>This panel discussion will address the ever-present challenge of finding early-stage financial investment in Animal Health. Start-up companies will get advice from an experienced angel investor, a venture capital investor and a mid-stage funding expert who will offer guidance on how to achieve funding right the way through early-mid-stage development.</p> <p>Hosted by Alan Mackay, Partner, GHO Capital Jenny Tooth, CEO, UK Business Angels Association Maarten Goossens, Co-founder and Principal, Anterra Capital Sorina Casian-Botez, Associate Director, Principal Investments, Eight Roads</p>
10:20	1-to-1 Private Business Meetings	
11:20	AQUACULTURE: PANEL DISCUSSION: Aquaculture in 2020 <p>Aquaculture remains an incredibly important industry for the future of global protein production. In this talk we'll cover the current trends shaping the industry and outline the investment and innovation goals the industry has in place for 2020.</p> <p>Hosted by Ralph Sutton, International Managing Partner, AXON</p> <p>Speakers: Alf-Helge Aarskog, CEO, Marine Harvest Viggo Halseth, CIO, Nutreco Malcolm Pye, CEO, Benchmark Animal Health</p>	PANEL DISCUSSION: The Changing Face of the Veterinary Profession <ul style="list-style-type: none"> Feminisation & Corporatisation Vet Working Patterns and New Vet Schools Marketing Animal Health Products to a Modern Customer <p>Linda Rhodes, Independent Animal Health Consultant Gudrun Ravetz, President, British Veterinary Association Clare Allen, Department of Veterinary Medicine, University of Cambridge Matt Dobbs, Managing Director, Origin</p>



12:05 Networking Lunch and 1-to-1 Private Business Meetings

13:50 **REGULATION:** What regulations are in place to stimulate innovation?

Navigating the regulatory landscape can be a challenge for many emerging animal health companies looking to bring new products to market. This talk, HealthforAnimals Executive Director, Carel du Marchie Sarvaas will detail present initiatives that are being taken at a global level to ensure that regulation continues to foster innovation.

Carel du Marchie Sarvaas, Executive Director, [HealthforAnimals](#)

European Regulation and BREXIT implications

With Brexit on the horizon many animal health businesses are wondering how the European regulatory landscape is going to change and how this will affect UK business. This talk will outline the potential future implications of Brexit and provide key headlines for companies looking to register products in Europe and the UK.

Rick Clayton, Technical Director, [HealthforAnimals](#)

GENETICS: How Genetics Will Change the Animal Health Industry

There are sustainable long-term drivers of global demand for animal protein and the way it is supplied. Genetic improvement is critical to addressing the associated challenges for a population expected to grow by over 1 billion between 2017 and 2030. In this presentation, we'll examine the current state of genetics development and what the future applications are for use in animal health.

Jonathan Lightner, Chief Scientific Officer at [Genus plc](#)

14:20 **DIGITAL TRANSFORMATION:** How Animal Health Companies could meet new customers' expectations through Internet?

In this presentation Anne Chauder, CEO, of Domes Pharma will outline how animal health companies would benefit from engaging in dialogue with pet owners and share examples of innovative ways in which companies can consider using the Internet as a platform to reach their customers in the future.

Anne Chauder, CEO, [Domes Pharma](#)

DIAGNOSTICS: Innovation in Veterinary Diagnostics and Informatics

Humanization of pets and pre-human release of the most advanced technologies into veterinary and animal science diagnostics have become key drivers for the growth of the diagnostics market. These and other factors have triggered parabolic demand for more innovative animal health diagnostics & data services, which are expected to drive the market growth. In this presentation, Kevin Wilson, CEO of Heska will detail the state and process of innovation in the veterinary diagnostics field and strategies for developing and introducing new technologies into the space.

- Topics will cover:
- Diagnostics landscape & growth of the market
- Opportunities for innovation and new products
- Cloud based data and AI in non-human species as precursor to human applications

Kevin S. Wilson, CEO, [Heska](#)

14:50 **VACCINE DEVELOPMENT:** Life Beyond Vaccines and Antibiotics: How could microbiome research change preventative strategies in animal health?

Nutritional health & probiotics (or direct fed microbials) are becoming increasingly popular as one of the alternatives to Antibiotic Growth Promoters (AGP). The most important objectives for using probiotics in animal feed are to maintain and improve the performance (productivity and growth) of the animal and prevent and control enteric pathogens.

This presentation will highlight key solutions that will be most impactful going forward.

Georgios Oikonomou, RCVS Specialist in Cattle Health and Production (Dairy), [Institute of Veterinary Science, University of Liverpool](#)

GENE THERAPY: How to Develop the Protein Therapies of the Future.

Gene therapy means that new genetic material (DNA) is introduced into specific cells of the animal to compensate for abnormal genes or to make a beneficial protein.

There are many gene therapy projects under development worldwide, in particular for diseases in the human field.

In this presentation, James Wilson, a world renowned Gene Therapy Professor from the University of Pennsylvania will examine recent developments in the gene therapy field and outline current development of a next-generation, single injection protein therapeutic for companion animals.

James M. Wilson, Professor, Gene Therapy Program, [University of Pennsylvania](#)



15:20 1-to-1 Private Business Meetings

16:00 **MONOCLONAL ANTIBODIES: Applications in Veterinary Medicine**

During the last 12 months the animal health industry has seen several monoclonal antibody (mAbs) treatments enter the market. There is certainly excitement and interest around this product and many firms are pouring R&D expenses into developing this technology. In this session we will cover a brief history of where monoclonal antibodies came from in the human side and hopefully answer the question of why it has taken so long for monoclonal antibodies to be adopted by the veterinary medicine market.

- Key technical aspects of the technology
- Different methods available to develop antibodies
- The landscape and the options for future development.
- Veterinary vs Human market.

Dr. Markus Waldhuber, Scientific Leader, [Adivo](#)

Precision Livestock Monitoring: a Brave New Worldwide Livestock Sector?

To guarantee health, welfare and productivity while reducing environmental impact in the animal health industry going forward we need innovative new approaches. Precision Livestock Farming (PLF) might be the game changer we need for the sustainable production of animal products. PLF aims to provide real-time monitoring and management of livestock by continuous use of technology (microphones, cameras, sensors) in a fully automated way 24h/7 days a week. Going forward, it's possible that combining this technology with IoT and the appropriate algorithms will change the worldwide livestock sector at an industrial and family scale.

In this presentation we'll look at examples of PLF in: infection monitoring in pigs by using real-time sound analysis, lameness detection for milking cows by automated vision algorithms, real feed intake by broilers using sound, real time frustration monitoring in horses.

Prof. Daniel Berckmans, Head of Division Animal & Human Health Engineering, [Katholieke Universiteit Leuven](#)

16:30 **Antibiotic Alternatives in Animal Agriculture – Areas of Need Today and Tomorrow**

Any use of antibiotics contributes to the growing global threat of antibiotic resistance, so minimizing their use is essential. Antibiotic alternatives have the potential to replace antibiotics in many situations, and often simultaneously enhance animal productivity and prevent infection, both of which hold much appeal to food animal producers. Focused research and development will help bring these promising technologies to the veterinary market and guide their use. However, a variety of factors may hinder the commercial development of these approaches, including unexplained variations in efficacy, scientific data gaps, regulatory requirements, and concerns about market size, particularly if antibiotics remain available to producers and veterinarians. In addition, few alternative strategies are currently available to treat infection. This presentation will provide an overview of the field of antibiotic alternatives today and tomorrow.

Karin Hoelzer, Senior Officer, Health Programs, [The Pew Charitable Trusts](#)

LESSONS FROM HUMAN HEALTH: Building a Biotech Industry and Leveraging Human Failures for Animal Health Success

How does animal health explore new product opportunities that are earlier in development, or, new products in emerging therapeutic areas to accelerate value creation and reduce risks?

Are there ways to augment internal R&D and BD to create more shots on goal?

How can external risk capital be employed and leveraged to fund those activities?

How do we create different models for collaboration/licensing that can be better fits for licensing partners? Not "one size fits all."

Following the lead of human health, how will large animal health companies choose to interact with or leverage new biotech companies?

Carl Damiani, Principal, [Simini Technologies](#)

17:00 **THE ANIMAL MICROBIOME: Future Innovation in Animal Diagnostics**

Belen Barreiro, Vice President, [DIAGNOSTICSFORANIMALS.COM](#)

17:20 **Chairperson's Closing Remarks**

17:30 **Close of Animal Health Investment 2018**

Get INVOLVED

WEBINAR

A panel of three leading animal health companies came together on 14th November to discuss the **barriers to innovation** and which areas could be **investments for the future**.

LISTEN TO THE LIVE RECORDING

MEETING MOJO

Establishing partnerships and collaboration is at the forefront of the Animal Health Investment Summit; therefore, in addition to the open networking available throughout the event's networking breaks, our 'MEETING MOJO' platform allows you to create a bespoke meeting schedule, ensuring you connect with the individuals most relevant to your needs.

REGISTER TODAY

INNOVATION SHOWCASE

Pre-revenue and emerging companies will present innovations that they are looking to commercialise.

Whether you are looking for investment or just want an expert's opinion on the next steps in your commercialisation journey, this platform will be valuable for you.

Our Selection Committee will hand-pick TWLEVE presenters from the applications, to present on-site and share details about their company and novel technologies, and receive tips and advice from a room of expert investors, consultants and successful start-ups in the audience.

INTERACTIVE WORKSHOPS

Make the most of your time on-site by joining one of our interactive workshops, taking place on Monday 19th February. These will be focused on advice and best practice for start-up and emerging companies.

Spaces to our workshops are on a first-come first-served basis. Please book your place when registering your main conference pass.

BOOK A SPACE

ASK THE GLOBAL LEADERS

Attendees are invited to pose questions and seek advice from a panel of industry leaders who have been through the commercialisation process.

SUBMIT YOUR QUESTIONS



Animal Health Investment

PAST ATTENDEES

A Sample of Past Attendees in the Animal Health Investment Series



Animal Health Investment SPEAKER FACULTY

We have over 50 fantastic speakers lined-up for the 2018 program.
See who they are on our website.

[SEE THE SPEAKERS](#)

UPCOMING EVENTS FROM THE ANIMAL HEALTH INVESTMENT PORTFOLIO



20-21 February 2018
LONDON



29-30 May 2018
SAO PAULO



October 2018
LONDON



16-17 October 2018
HONG KONG



October 2018
LONDON

Feedback on the CONGRESS

“

“Everybody’s here, you can have many meetings in one spot, learn how to work together, increase your network and search for ideas.”

**JOACHIM HASENMAIER,
BOEHRINGER-
INGELHEIM**



“

“Every industry has what I call “Innovation Hubs” and this has got to be one of the best in our industry”

JEFF SIMMONS, ELANCO



“

“I enjoy being here... It’s a really great networking opportunity. There are not many other locations or opportunities where you have so many people from the industry, and it’s really a family, you meet old friends, you make new contacts, and it’s always very insightful”

DIRK EHLE, BAYER



“

“To have something that’s truly with a more international flavour and representing emerging companies globally, I think it’s really exciting!”

CLINT LEWIS, ZOETIS



“

“This really is the meeting place where the animal health comes on a regular basis... The calibre is always high - that attracts all the right companies from large to small. Extremely well run event - always on my calendar!”

**PAUL DICK, PAUL DICK
AND ASSOCIATES**



Congress SPONSORS

Headline partner:



Elanco provides comprehensive products and knowledge services to improve animal health and food-animal production in more than 70 countries around the world. We value innovation, both in scientific research and daily operations, and strive to cultivate a collaborative work environment for more than 6,500 employees worldwide. Together with our customers, we are committed to raising awareness about global food security, and celebrating and supporting the human-animal bond. Founded in 1954, Elanco is a division of Eli Lilly and Company. Our worldwide headquarters and research facilities are located in Greenfield, Indiana. Visit us at Elanco.com.

Associate Partners:



Antelliq: intelligence connecting animals with people

Antelliq is the world's leading animal intelligence group, providing world-class devices for animal identification and traceability. Our pioneering monitoring solutions deliver smart data products and services for the management and wellbeing of livestock, fish and pets. For over 60 years we have been satisfying customer needs in over 100 countries, supported by 24 production sites, spanning five continents.

Antelliq has four regional innovation centres and many brands working collaboratively to address some of the world's most pressing challenges:

- Supporting farmers with real-time actionable information: Through Allflex, SCR and our other livestock focused brands, our intelligence and monitoring helps farmers to manage herds and meet the world's increasing demand for protein.
- Providing a deeper connection with pets: Through Sure Petcare, we provide pet owners with smart devices and data that give them a better understanding of their pets' health needs and wellbeing, enriching relationships.
- Supporting conservation: Through Biomark, we help conservationists safeguard natural environments and wildlife.



Argenta Limited

Argenta Limited, founded in 2006, is the world's only combined contract research organization (CRO) and contract manufacturing organization (CMO) specializing in animal health. With accredited operations and facilities across New Zealand, the United States and Scotland, Argenta is fully equipped to offer a full range of products and services - from access to innovative intellectual property, formulations research and development (R&D), analytical methods development, clinical trial management through to pilot- technical transfer and commercial-scale manufacturing - to the global animal health industry. Argenta's 400+ global team develops and exports products and services to over 40 countries.

A privately-owned company headquartered in Auckland, New Zealand, Argenta brings innovation, R&D and manufacturing expertise together in one global company. This makes it ideally placed to accommodate unique product requirements no matter the scale or complexity. Argenta's facilities in New Zealand, the United States (Iowa, Kansas and New Jersey) and Europe (Scotland) enable the achievement of significant efficiencies in product development and technology transfer, and to provide market intelligence and in-depth knowledge of market preferences in different countries as required.

Argenta is honoured to work with a vast range of clients globally - from small and medium-sized enterprises (SMEs) to some of the largest industry players. Argenta has the R&D capabilities and manufacturing scale to service the requirements of the largest multinationals, while, at the other end of the spectrum, Argenta works with startups and small companies with great ideas to help them find solutions and bring their ideas to fruition. For more information, please visit www.argentaglobal.com.



Bayer: Science For A Better Life

Bayer is a global enterprise with core competencies in the Life Science of health care and agriculture. Its products and services are designed to benefit people and improve their quality of life. At the same time, the Group aims to create value through innovation, growth and high earning power. Bayer is committed to the principles of sustainable development and to its social and ethical responsibilities as a corporate citizen. In fiscal 2016, the Group employed around 115,200 people and had sales of EUR 46.8 billion. Capital expenditures amounted to EUR 2.6 billion, R&D expenses to EUR 4.7 billion. These include those for the high-tech polymers business, which was floated on the stock market as an independent company named Covestro on October 6, 2015. For more information, go to www.bayer.com.

Congress SPONSORS



Boehringer Ingelheim Animal Health is one of the world's 20 leading pharmaceutical companies.

Headquartered in Ingelheim, Germany, Boehringer Ingelheim operates presently with a total of some 50,000 employees worldwide. The focus of the family-owned company, founded in 1885, is on researching, developing, manufacturing and marketing new medications of high therapeutic value for human and veterinary medicine. In 2015, Boehringer Ingelheim achieved net sales of about 14.8 billion euros. R&D expenditure corresponds to 20.3 per cent of net sales. For more information, please visit www.Boehringer-Ingelheim.com



Global Healthcare Opportunities, or GHO Capital Partners LLP, was founded in 2014 as a specialist healthcare private equity firm based in London. GHO Capital works with ambitious management teams of profitable businesses that have the potential to deliver a combination of double-digit top line growth, significant efficiency gains and international expansion. The Firm's 2015 vintage fund – GHO Capital Fund I LP – has been raised to seize the highly attractive and underpenetrated European market opportunity. GHO Capital has a powerful combination of transaction, investment and industry skills which sets the Firm apart from traditional private equity firms. For further information, please visit www.ghocapital.com.



Stifel Investment Banking provides strategic advisory services to our clients in North America, Europe, and Asia that include initiating, structuring, and negotiating mergers, acquisitions, and divestitures as well as providing fairness opinions, valuation, and restructuring services. We raise public and private debt and equity for our clients through our institutional and retail brokerage network. Our healthcare team has particular expertise in the animal health sector globally and individual members of our team have executed M&A transactions for companies including Zoetis, Virbac, Lohmann Animal Health, Pharmaq, Elanco, and Boehringer Ingelheim whilst employed at previous financial institutions. Stifel also acted as Bookrunner on the IPOs of Aratana and Trupanion. Stifel also has dedicated financial sponsors and a venture capital effort, maintaining regular dialogue and deal flow with private equity firms focused on Stifel's core industry groups. Stifel clients are served through Stifel, Nicolaus & Company, Incorporated in the U.S., through Stifel Nicolaus Europe Limited in the United Kingdom and Europe, and through Keefe, Bruyette & Woods, a Stifel company, in the U.S. and Europe. The combination of a full-service product offering and our bankers' deep domain and product expertise allows us to provide solutions that meet the evolving needs of our clients. Visit: www.stifeleurope.com



Zoetis (zō-EH-tis) is the leading animal health company, dedicated to supporting its customers and their businesses. Building on more than 60 years of experience in animal health, Zoetis discovers, develops, manufactures and markets veterinary vaccines and medicines, complemented by diagnostic products and genetic tests and supported by a range of services. In 2014, the company generated annual revenue of \$4.8 billion. With approximately 10,000 employees worldwide at the beginning of 2015, Zoetis serves veterinarians, livestock producers and people who raise and care for farm and companion animals with sales of its products in 120 countries. For more information, visit www.zoetis.com.

Consulting Partner:



Stonehaven
Consulting

Senior Event Partner:



Sponsorship

OPPORTUNITIES

Far from the typical 'meet-and-greet' exhibition experience, you – as a sponsor or exhibitor – will be positioned as a partner of the event with a focus on the benefits of your product and brand, rather than just a name on an exhibition list.

With our extensive marketing experience and strategy, your partnership with the conference will grant you a sponsorship package that is an extension and enhancement of your current marketing and branding efforts.

CONTACT US: Ask us about the different ways you can get involved. Contact **Stephen Swarray** to find out more about each package by emailing partner@kisacoresearch.com or by calling: +44 (0)20 3696 2920.

VENUE & REGISTRATION



etc Venues

200 Aldersgate
St. Pauls
London EC1A 4HD

Kisaco Research is pleased to offer attendees of Animal Health Investment Europe a discounted rate at various nearby hotels for the duration of the Congress.

TO BOOK ACCOMMODATION

Please see our website for accommodation suggestions and prices:
animalhealthevent.com

PRICING INFORMATION

PASS TYPE	EARLY BIRD 1 Pricing through 3rd November 2017	EARLY BIRD 2 Pricing through 15th December 2017	STANDARD PRICING
Emerging pass (AH companies under £10 million in revenue)	Contact Jessica: jp@kisacoresearch.com for discounted Emerging rates		
Delegate pass (AH companies over £10 million in revenue)	£1,299 + VAT	£1,499 + VAT	£1,699 + VAT
Service Provider pass	£1,899 + VAT	£2,199 + VAT	£2,499 + VAT

Register Now ▶

BOOK A TEAM TO SAVE MORE!

Industry Rates Only: Team discounts cannot be combined with any other discount or offer

Book a Team of 3+	Save an Additional 10% Off
Book a Team of 5+	Save an Additional 15% Off

Payment Terms:

- Please note that a £49 processing fee will apply to any invoices requested.
- All Prices are in GBP
- All Early Bird discount prices, including Group Discounts, must be paid in full by deadlines provided above.
- Kisaco Research reserves the right to ensure that the correct pricing categories are applied to all registrants
- All discount offers cannot be combined with any other offer.
- Please view our [Cancellation Policy](#).
- All Price exclude GB VAT of 20% – GB201759917

Emerging Companies are defined as early to mid-stage animal health pharmaceutical or biotech companies that are actively seeking financial investment or product licensing/acquisition. You must be engaged with this company on a full time basis. Those offering consultancy or market intelligence services do not qualify for this rate.

**One-to-One
Meeting Scheduler**

REGISTER NOW ▶