



The Innovative Medicines Initiative

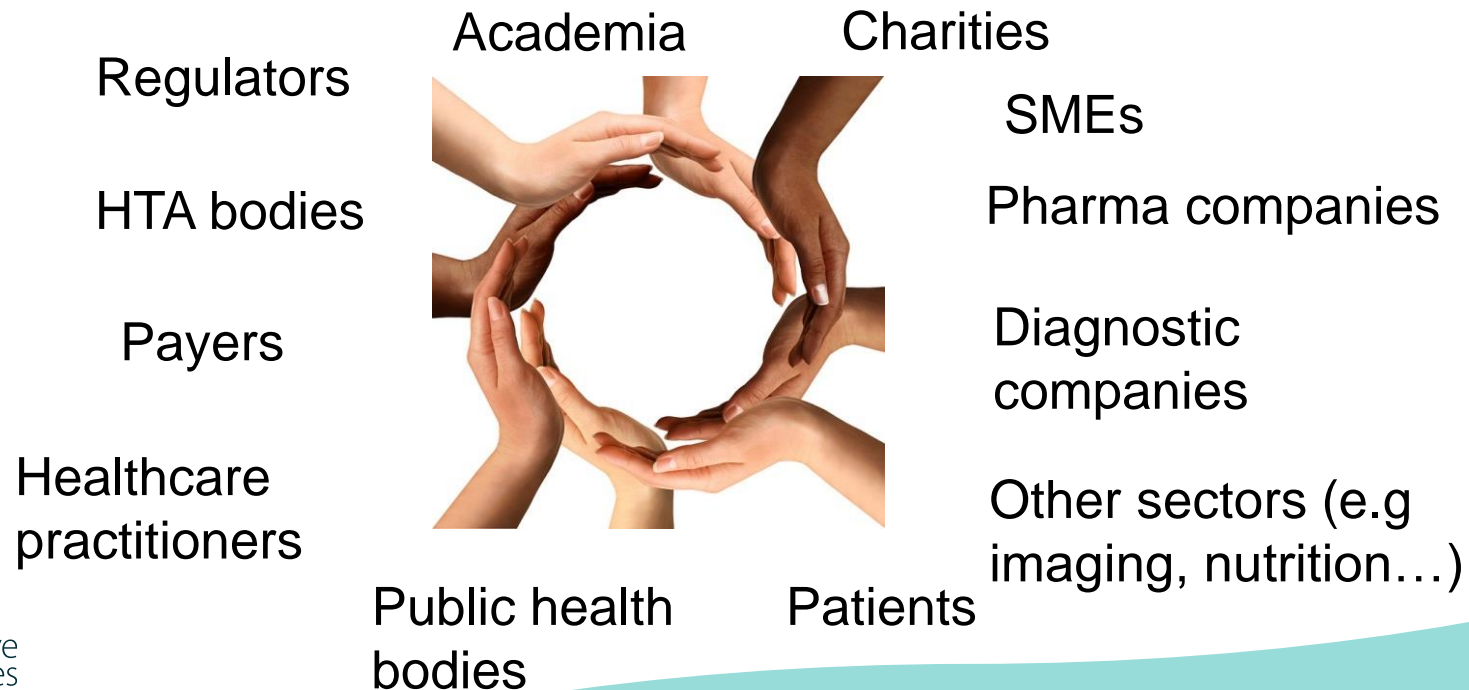
Innovative funding for biotechs & SMEs in Europe

Magali Poinot, Advisor to the IMI Executive Director
BIO-Europe Conference • Hamburg, Germany • 12.11.2019

IMI – Ecosystem for innovative collaborations

IMI is a **neutral platform** where **all involved** in drug development can engage in **open collaboration** on **shared challenges in areas of unmet medical needs**.

All partners needed to find transformative solutions to **reduce late stage attrition, speed patient access** and **improve health outcomes** and find solutions for a sustainable healthcare system



IMI – Europe's partnership for health

IMI2 Strategic Research Agenda

Health priorities aligned with WHO priorities

- Antimicrobial resistance
- Osteoarthritis
- Cardiovascular diseases
- Diabetes
- Neurodegenerative diseases
- Psychiatric diseases
- Respiratory diseases
- Immune-mediated diseases
- Ageing-associated diseases
- Cancer
- Rare/Orphan Diseases
- Vaccines

Axis of Research

- Target validation and biomarker research
- Adoption of innovative clinical trial paradigms
- Innovative medicines
- Patient-tailored adherence programmes

Over 11 500 researchers from an international, cross-sector community



IMI2 funding

IMI FUNDING MODEL

(2014-2020)

efpia

IN-KIND PRIVATE CONTRIBUTION

€1.425 bn

EFPIA companies receive no funding

€ 3.276 bn
TOTAL IMI2 BUDGET



public contribution
€1.638 bn

funding from Horizon 2020

EU funding goes to ▶

SMES

UNIVERSITIES

PATIENTS, REGULATORS...

OTHER CONTRIBUTIONS
€213 MILLION

(Associated Partners, e.g. charities, non-EFPIA companies)

EFPIA contribute researchers, laboratories, generation of data, curation of compounds, and cash

Public and private partners collaborate in IMI2 projects

Accelerating research and development

Speeding up patient access to innovative treatments

Improving patient outcomes and safety of medicines

IMI key concepts

Industrial partners align themselves around a real challenge for industry and agree to work together and commit resources

New ideas from public sector, universities, SMEs etc. are needed to address the challenge

Scale is a key to success and is provided through IMI funding

Outcomes should be transformative for the industry as well as having a clear “public” value

IMI2 Call 20 – 7 topics under consideration

Call launch expected on 21 January 2020

- **Early diagnosis, prediction** of radiographic outcomes and development of rational, **personalised treatment** strategies to improve long-term outcomes in **Psoriatic Arthritis**
- Innovations to accelerate **vaccine development and manufacture**
- Real-world clinical implementation of **Liquid Biopsy** (*postponed to June 2020 Call*)
- **Tumour plasticity**
- Proton versus **photon therapy** for oesophageal cancer – a trimodality strategy
- Handling of **protein drug products** and stability concerns
- Academia and industry united innovation and treatment for **tuberculosis** (UNITE4TB)

Why do we want SMEs in IMI projects?

- SMEs can act as a **key interface** between latest academic discoveries and implementation in industry
- SMEs can bring **industrial grade products/services** to IMI projects
- With a commercial focus, SMEs can **drive projects to achieve** high impact results
- By developing products & services, SMEs can ensure the results of IMI projects are **widely available after the funding ends**
- Help create a **favourable ecosystem for SME innovation and growth.**

Why should an SME participate in an IMI project?

- IMI projects are focused on **translating excellent research** into real world outcomes – an opportunity for SMEs
- SMEs can **fine-tune innovative services and products** with the actual end-user scientists
- Collaboration with large pharmaceutical companies and others allows **access to whole value chain** of drug discovery & the **building of research and business networks**
- **Enhancing reputation and visibility.** IMI project achievements often get recognised and promoted on an international level

<https://www.imi.europa.eu/get-involved/smes>

Medicines development



Joint European Compound Collection

320 000 cpds
from **7 pharma**
companies

200 000 cpds
from public
partners

European Screening Centre

Advanced, ultra
high throughput
screening
facilities &
expertise on
logistics, medicinal
chemistry, etc.

'The ELF provided the missing piece in the puzzle – a potent, selective compound that provides a strong starting point for further development towards the clinic.'

*Dr. Margit Mahlapuu, founder and CEO,
ScandiCure*

'The project has brought a new outlook into the company' [...] 'has provided Taros with the opportunity to broaden its scope and add new projects to the pipeline.'

*Dimitrios Tzalis, founder and CEO, Taros
Chemicals*

- ✓ Leading role for SMEs
- ✓ Quality & diversity of compounds recognised
- ✓ Award-winning IP solution
- ✓ Happy users!

Discovery of a new cancer treatment

- French biotech CELLIPSE has been brought one step closer to a novel cancer treatment through the activities of the European Lead Factory.
- The initial work done in the ELF will be continued by CELLIPSE to prepare a package that could attract a major player to further develop first-in-class small molecules against myeloid leukemias.



Resulting from IMI [EUC²LID](#) project

Some observations from IMI first phase regarding SME involvement

- SMEs who are founder funded (rather than VC funded) seem to fit better with IMI.
- SMEs that are platform technology driven rather than new product development driven seem to find a good match with IMI projects.
- Scale is key to success.
- Administrative resources and IP should be anticipated.

'IMI is the only opportunity for Pharmacoidea to join the international drug development scene. IMI gave us the opportunity to get into partnership with big pharma companies that treat us like real partners and not just you know some small company from eastern Europe.'

Dr. Tamas Letoha, CEO, Pharmacoidea Ltd.

IMI IP policy to support innovation

- Opportunity of further development and/or validation of background assets
- Background and sideground assets protected (no transfer)
- New results owned by the generator(s) and right to transfer ownership / for non-exclusive license
- Result owner to design on the best protection modalities
- Access to expertise from the other partners on equal basis
- Access rights for exploitation purposes to be negotiated on a case-by-case basis
- Dissemination subject to conditions, such as respect of the legitimate interests

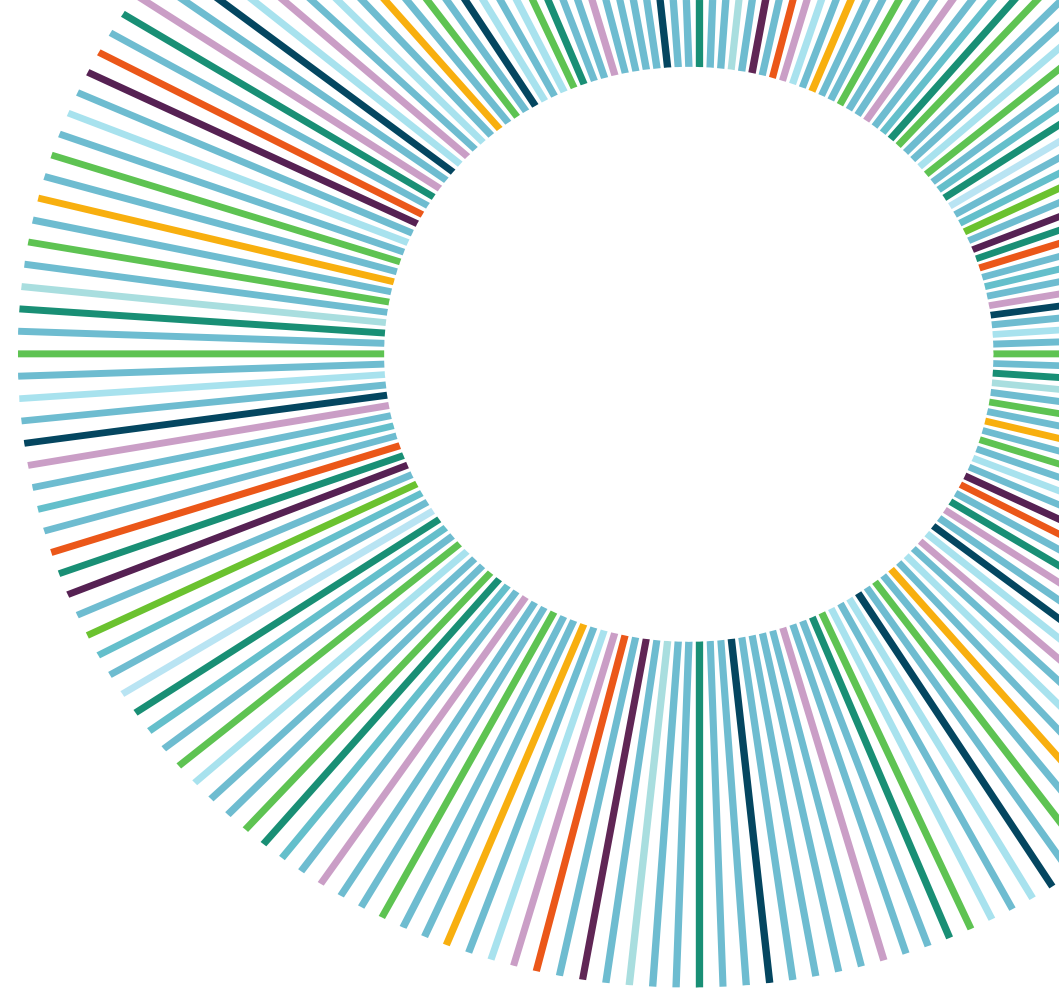
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**10 YEARS OF
BREAKTHROUGHS**
A HEALTHIER
FUTURE

