Welcome

Mina Gaga
ERS President
Respiratory disease affects millions of people and the death toll is huge.
Our mission – more meaningful than ever

To fight and prevent lung disease
Enthusiastic officers
A dedicated and effective office
Patients-ELF
UPDATE

- Congress Programme Council (Science/Education Council)
- Improved Congress Programme and Investment in technology
- CRCs
- Focus in Education
- New Journal – ERJ Open Research
- Improved Impact Factor for flagship journal ERJ – 10.569
- More and stronger links with National, Regional and Allied Societies
Advocacy, International Activities

Brussels

ABC
Act Believe Care Campaign

Tuberculosis and NCDs

World Health Organization

ecda
European Chronic Disease Alliance

BioMed Alliance

Charter for Lung Health
ERS INTERNATIONAL CONGRESS 2017
MILAN
EVOLUTION OF CONGRESS ATTENDANCE - 22,121
# PARTICIPANTS PER COUNTRY

<table>
<thead>
<tr>
<th>Munich 2014</th>
<th>Amsterdam 2015</th>
<th>London 2016</th>
<th>Milan 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>2627</td>
<td>1877</td>
<td>3365</td>
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<tr>
<td>UK</td>
<td>1843</td>
<td>1738</td>
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<tr>
<td>France</td>
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<tr>
<td>Italy</td>
<td>1325</td>
<td>1056</td>
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<tr>
<td>Spain</td>
<td>1209</td>
<td>997</td>
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<tr>
<td>USA</td>
<td>868</td>
<td>893</td>
<td>1008</td>
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<tr>
<td>Switzerland</td>
<td>813</td>
<td>851</td>
<td>732</td>
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<tr>
<td>Netherlands</td>
<td>696</td>
<td>679</td>
<td>717</td>
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<tr>
<td>India</td>
<td>599</td>
<td>465</td>
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<tr>
<td>Poland</td>
<td>569</td>
<td>465</td>
<td>450</td>
</tr>
</tbody>
</table>
CONGRESS HIGHLIGHTS

Live Endoscopy
State of the Art Sessions
Joint session with NEJM
Clinical Practice Guidelines
World Village and Programme for National Societies
Joint session with Industry
Live@ERS & Live@ERS plus
Congress Hubs – China, Brazil, Mexico, Chile.
New plans for next year

2018: Defining the new 2018 - 2023 Strategy
EXELIXIS
EXELIXIS = EVOLUTION

The foundation of what “Aristotle”
Called Perfection
• Look at the world from different perspectives
• Clearly evaluate our environment and current position.
• Boldly aim for the future
• Set new obtainable objectives and create effective strategies
• Create the right tools to make the world a better place

That is EXELIXIS
We should consider the major shifts and trends in healthcare and our environment

- Personalized medicine
- Patient empowerment
- e-health and big data
- Preventive medicine
- Education
- Information
- Technology evolution
- Finances
- Climate change
- Ageing of population
- Shortage of healthcare workers
We should also consider the major challenges within our family:

- Our relationship and interaction with society at large
- Our role as enabler and multiplier of collaborations
- The “next generation” of our members
- The importance that we should place on “Patient Voice”

EXELIXIS
Our goals are:

Better care for our patients

A hub for our members

More visibility and publicity

Fruitful collaborations
BE OPEN

Leverage the power of Social Media  Engage with Press  Leave a big Mark

Be Present - Be Accessible
Be the point of reference for reliable information & empowerment for our patients and ourselves
ERS Presidential Summits 2011 - 2017

2011
ERS roadmap

2012
Healthcare Inequalities

2013
Risk Factors

2014
Overcoming Translational Barriers

2015
Personlised Medicine

2017
A Public Health Approach
ERS Presidential Summit

Athens 2018

Holistic personalized care with and emphasis on Lung Cancer
LUNG CANCER ROADMAP

Research funding for CRCs and research projects in Lung Cancer
Annual Research Seminars
Fellowships
Educational courses and collaborations
Online initiatives
Congress participation
ERS Gold medal in Lung Cancer

Nir Peled
Head of Assembly 11
Thoracic Oncology
EXELIXIS

An inspiring vision
Obtainable objectives,
Involvement of stakeholders
Informed decisions

Key values in support of a new 5 year strategy
We can do great things, together
Welcome to Paris

Prof. Anh Tuan Dinh-Xuan
Congress Chair
WELCOME NOTE FROM THE CONGRESS CHAIRS

• We are delighted to welcome friends and colleagues to our home city of Paris for the ERS International Congress 2018

• This Congress will specifically highlight the importance of environment in respiratory health and focus on the need to personalise medicine in the respiratory arena.

• Special attention will also be paid to our interactions with microorganisms in our environment as well as those that live in peace within our organism.

• We look forward to welcoming you to the ERS International Congress where we will continue our mission to promote lung health and drive standards in respiratory medicine, in close partnership with national societies, patient organisations, and various institutions all over Europe and beyond.
Located on the Seine in the country's north, it is a major cultural and political centre of Europe.

Its eponym, *"the City of Lights"* (la Ville Lumière), dates from 1828 when it became the first city in Europe to light its main boulevards with gas street lamps, specifically the Champs-Élysées. The city of Paris is also widely referred to as the "most romantic city in the world."

Paris has a cultural and political centre for Europe since the early Middle Ages.
GETTING AROUND

TAXI

BUS

METRO

BOAT
LEADING SCIENCE

Paris houses renowned higher education institutions, from the Sorbonne to its network of prestigious grandes écoles.

Three of the most well known contributor of the city wealth of knowledge are…

• Ambroise Paré, precurseur of surgery;
• Louis Pasteur, father of vaccination;
• Claude Bernard, father of experimental medicine
• Marie et Pierre Curie with discoveries in radioactivity
Universally recognized as one of the world's most beautiful cities, Paris possesses an enormous cultural richness which it owes, not only to its history, but also to its formidable heritage. With its monuments, its museums, its great buildings, its libraries, its famous characters, Paris never ceases to transport us through time and space.
Programme, Awards & Grants

Prof. Guy Brusselle
Science Council Chair
FACTS AND FIGURES

516 sessions
358 Scientific (incl. Abstract Sessions)
67 Educational
57 Sponsored
33 Members’ Meetings

Abstracts: 5,590 submitted, 3897 accepted

1,006 Faculty
1,007 Chairs’ positions
729 presentations (excl. Abstract sessions)

31 parallel rooms: from 45 to 1,794 seats (not including 40 Thematic Poster aisles)
CURRENT SESSIONS TYPES

- **Post Graduate course**: 100 PAX
- **Meet the expert**: 40 PAX
- **Clinical cases**: 50 PAX
- **Skills workshop**: 32 PAX
- **Professional development**: 50 PAX

**Symposia** + 8 State of the Art
- 4 lectures

**Hot topic**
- 4 lectures

**Grand Round**
- 4 lectures

**Year in review**
- 4 lectures

**Lunchtime**
- 3 lectures

**Abstract session**
- Based on abstracts
SESSIONS IN KEY LANGUAGES

Spanish/Portuguese
*Supported by the Congress Hubs*

Chinese
*Supported by the Congress Hubs*

Russian

French

Italian *(For Milan only)*
GOLD MEDALS 2017

ERS Gold Medal in Asthma
Professor Dr Bart Lambrecht
supported by AstraZeneca

ERS Gold Medal in COPD
Dr MeiLan Han
supported by Boehringer Ingelheim

ERS Gold Medal in IPF
Professor Vincent Cottin
supported by Boehringer Ingelheim
## MAIN AWARDS 2017

<table>
<thead>
<tr>
<th>Award</th>
<th>Sponsor</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>ERS Gold Medal in IPF</td>
<td>Boehringer Ingelheim</td>
<td>€50,000</td>
</tr>
<tr>
<td>ERS Gold Medal in COPD</td>
<td>Boehringer Ingelheim</td>
<td>€50,000</td>
</tr>
<tr>
<td>ERS Gold Medal in Asthma</td>
<td>AstraZeneca</td>
<td>€50,000</td>
</tr>
<tr>
<td>ERS Romain Pauwels Research Award</td>
<td>GlaxoSmithKline</td>
<td>€50,000</td>
</tr>
<tr>
<td>ERS Award for Lifetime Achievement in PAH</td>
<td>Actelion</td>
<td>€10,000</td>
</tr>
<tr>
<td>ERS Research Award: Innovation in Non-Tuberculous</td>
<td>INSMED</td>
<td>€10,000</td>
</tr>
<tr>
<td>Mycobacteria Science and Medicine</td>
<td></td>
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<tr>
<td>ERS Excellence Award for Research in Cystic Fibrosis</td>
<td>Vertex</td>
<td>€7,500</td>
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<tr>
<td>Sir John Vane Grant for Best Recent Publication in</td>
<td>United Therapeutics</td>
<td>€2,500</td>
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<tr>
<td>Pulmonary Vascular Research</td>
<td></td>
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</table>
ABSTRACTS & TRAVEL GRANTS 2017

Thanks to the following companies, 17 promising authors were financially supported to participate in the ERS International Congress:

- Basilea Pharmaceutica Ltd.
- Bilim Ilac
- Breas
- Curetis
- Geratherm
- Invacare
- MGC Diagnostics
- ndd Medical Technologies
- Olympus Europa Holding GmbH
- Vertex
Scientific Programme Overview 2018

Prof. Guy Brusselle
Science Council Chair
Priorities

– Presentation of the latest developments in the field
– Incorporation of basic science and clinical perspectives
– Integration of educational, research activities and guidelines
– Identification of and application of treatable traits in asthma, COPD and IPF
– Implementation of personalised medicine in real life
– Transition of lung disease from childhood to adulthood, such as cystic fibrosis
LEADING THE FIELD FOR PROFESSIONALS WORLDWIDE
PARIS 2018 PROGRAMME

Theme of the Paris 2018 Congress

- HLFcL campaign: “Breathe clean air” with a focus on air pollution and climate change

Collaborations

- Sister and national societies: cardiology, sleep, systems medicine
- Renowned scientific and medical journals: The Lancet, NEJM, JAMA, ERJ
### PARIS 2018 PROGRAMME TOPICS

COVERING ALL FIELDS OF RESPIRATORY MEDICINE FROM BASIC TO CLINICAL, INCLUDING TRANSLATIONAL SCIENCE

- Clinical
- Respiratory intensive care
- Basic and translational sciences
- Clinical physiology, sleep and breathing
- Airway diseases
- Epidemiology environment and public health
- Paediatrics
- Thoracic surgery and transplantation
- Respiratory infections
- Thoracic oncology
- Interstitial lung diseases
- Pulmonary vascular diseases
PARIS 2018 PROGRAMME IMPORTANT DATES

Mid-November, 2017
  Confirmation by sponsors for abstracts grants funding

Mid-December, 2017 - 15 February, 2018
  Online abstract submission (including applications for sponsored Abstracts Travel Grants and ERS Sponsorship)

December, 2017 - 4 April, 2018
  Online Hot Topics submission

28 February, 2018
  Online applications and nominations for Gold Medals, Main Awards and Specific Grants

1-31 May, 2018
  Submission of Late-Breaking Abstracts (a submission fee is applied)
Infrastructure and Congress layout

Patricia Foo
Director of Congress and Events
PAVILLION 7

7.1 Registration + Thematic Posters + Session Rooms

7.2 Exhibition + World Village

7.3 Session Rooms
7.1

55 Thematic Poster Sessions

Thematic Posters

Registration

Conference 1480 m² 400 NET

Conference 1480 m² 400 NET

European Respiratory Society Every Breath Counts
Opportunities for sponsors

Steve Sealy
Associate Director
EXHIBITION

169 EXHIBITORS
100% OCCUPANCY
EXHIBITION SIZE

Evolution of the exhibition size (m²): 2011-2017

NB: The blue line shows the overall size of the exhibition (including ERS stand, etc) as for the red one shows the total sold space.
EXHIBITION LAYOUT

- 7’800 sqm net
- Top 5 are allocated
- 5 access points
- Opening time 09.00 AM
LUNCHTIME SESSIONS IN EXHIBITION

Available To Companies Hosting an Industry Session or with a stand + 100sqm

Schedule ▪ Sunday, Monday, Tuesday
▪ Time frame 12:45-14:45 (Lunch Break)
EXHIBITION PROCESS

ERS

- Applications
- Allocation
- Contracting
- Stand approval
- **Invoicing**

Interplan AG

- Pre-Congress support
- Onsite technical support
- Industry meeting rooms
- Exhibitors registrations

**IMPORTANT DEADLINE**

13 December 2017

Bookings for space of a minimum of 40m²
REGULATIONS

ANSM (AIFA Equivalent)
http://ansm.sante.fr/Les-contacts-utiles-a-l-ANSM#DirectionGenerale

LEEM (national association of pharmaceutical companies)
http://www.leem.org/article/dispositions-deontologiques-professionnelles
INDUSTRY SESSIONS DIVERSIFICATION AND EVOLUTION

Seats 2017

18,648
86%
INDUSTRY EVENING SYMPOSIA

17.15 – 19.15
Sunday, Monday & Tuesday

Seating: Theatre
INDUSTRY EVENING MINI SYMPOSIA

17.30 – 19.00
Sunday, Monday & Tuesday

Application subject to approval
INDUSTRY EARLY MORNING SYMPOSIA

07.00 – 08.15
Monday, Tuesday

Application subject to approval

Seating: Theatre

1 x 565
3 x 180
INDUSTRY PRACTICAL WORKSHOPS

13.15 – 14.30
Sunday, Monday, Tuesday

Application subject to approval
INDUSTRY EXPERT FORUM

17.00 to 19.00
Tuesday

Application subject to approval
SPONSORED ITEMS

CONGRESS RESOURCES
ERS CONGRESS APP
ERS CENTRAL
ABSTRACTS ON USB KEY
SELF-ASSESSMENTS
PROGRAMME-AT-A-GLANCE
APP PUSH NOTIFICATION
AND MORE…
JOINT ERS INDUSTRY SESSION

Advances in Inhaler Technology; intuitive design and better drug delivery.

- ERS programme and speakers
- Jointly selected topic
- Visibility

10,000 Euros per sponsor.
CONGRESS APP

HAPPENING NOW
MISSED SESSIONS
TRENDING SESSIONS
E-POSTERS
PARTICIPANT SEARCH
BUSINESS CARDS
INTERACTIVITY (Voting and Rating)
PROMOTIONAL OPPORTUNITIES IN APP

• Main Sponsor – Flash page and main menu
• Supporting Sponsor option 1 – Programme search menu & missed sessions
• Supporting Sponsor option – Industry pages & Exhibition map
• One daily PUSH notification
• E-Insert Carousel
INDUSTRY PRODUCED CONGRESS APPS

• Sponsor’s apps should not be publicly promoted during the Congress, other than in support of their sponsored delegates, visitors to their stands and participants in their own symposia.

• Sponsor’s apps must not duplicate, augment or seek to replace any of the functionalities of the official Congress app and are not permitted to use or record any content of the ERS Congress programme that is not the sponsor’s own.
ERS UNIVERSAL APP

Objectives of a new app:

• Create a new channel to communicate with all HCPs in Respiratory Medicine
• Allow for users to select content
• Allow HCPs to access information effectively on mobile devices
• To create a ‘365 day’ approach to the Congress and other activities and services
• Promote our service and membership more effectively
ADVERTISING OPPORTUNITIES

- FLAT SCREENS
- NEW ONLINE RED EMAIL BLASTS
- E-INSERTS IN APP
- WEB BANNERS
- EXTERNAL BANNERS
Content sharing & remote access
Live Interviews
Roving Camera Interviews
Live streaming from Session Rooms
Congress highlights
Voucher based access to 8 main halls
Purchased online or distributed by Industry partners
<table>
<thead>
<tr>
<th>September 21, 2017 – 16:30h</th>
<th>2017</th>
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<tbody>
<tr>
<td>Visits to Live at ERS?</td>
<td>30,359</td>
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<tr>
<td>Vouchers redeemed in total for Live at ERS plus?</td>
<td>566</td>
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<tr>
<td>Visits to Live at ERS Plus?</td>
<td>66,644</td>
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<tr>
<td>Sessions watched on Live at ERS Plus?</td>
<td>18,756</td>
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<tr>
<td>How many questions submitted?</td>
<td>200</td>
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<td>Most popular session?</td>
<td>Italian Sessions</td>
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<tr>
<td>How much use of Replay?</td>
<td>Page Views 40,476</td>
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<tr>
<td>Amount of time on Replay</td>
<td>1,224h</td>
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DISTRIBUTION OF REMOTE DELEGATES
CONGRESS HUBS 2017

China 3 Cities
Brazil 1 City
Mexico 1 City
Chile 1 City

2018 new hubs
India 3 cities
Future respiratory events & products
One day Programme

COPD
RESPIRATORY INFECTIONS
ILD
ASTHMA
LUNG CANCER

STOCKHOLM: 17 NOVEMBER 2017

In collaboration with:
• Cutting-edge clinical and scientific symposia adapted for video including animated graphics

Educational Tools

Pilot modules produced for 2017
ERS SATELLITES

One day  One topic  Eight cities  Sponsors support Hubs

• Amsterdam
• Berlin
• London
• Madrid
• Paris
• Rome
• Stockholm
Statistics
<table>
<thead>
<tr>
<th>Feature</th>
<th>Total</th>
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<tbody>
<tr>
<td>Downloads (individual)</td>
<td>12,500</td>
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<tr>
<td>Interactions</td>
<td>1.8 Million</td>
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<tr>
<td>Sessions Viewed</td>
<td>990,000</td>
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<tr>
<td>Industry Sessions views</td>
<td>98,000</td>
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<tr>
<td>Visits to Missed Sessions</td>
<td>126,468</td>
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<tr>
<td>Time on Missed Sessions</td>
<td>1533 hours</td>
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<td>E -Posters</td>
<td>5,549</td>
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<tr>
<td>Notes taken</td>
<td>8,000</td>
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<tr>
<td>Most Popular Session</td>
<td>Severe Asthma</td>
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</table>
SHARE OF DEVICES PER OS

- iOS: 66%
- Web: 9%
- Android: 25%
<table>
<thead>
<tr>
<th>Name of the abstract</th>
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</thead>
<tbody>
<tr>
<td>Olodaterol and anti-inflammatory effects on differentiated air-liquid interface</td>
<td>1</td>
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<tr>
<td>cultures of airway epithelial cells</td>
<td></td>
</tr>
<tr>
<td>Late Breaking Abstract - Reslizumab vs benralizumab in patients with inadequately</td>
<td>2</td>
</tr>
<tr>
<td>controlled asthma: a Bayesian network meta-analysis</td>
<td></td>
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<tr>
<td>PRAISE, a randomized, placebo-controlled, double-blind Phase 2 clinical trial of</td>
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<tr>
<td>pamrevlumab (FG-3019) in IPF patients</td>
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<tr>
<td>Late Breaking Abstract - Extrafine triple therapy reduces exacerbations in GOLD B</td>
<td>4</td>
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<tr>
<td>COPD patients: post-hoc analysis of TRILOGY and TRINITY</td>
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<tr>
<td>Late Breaking Abstract - Effectiveness of Fluticasone furoate/vilanterol (FF/VI)</td>
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<tr>
<td>compared to usual care (UC) in patients with asthma: The Salford Lung Study (SLS)</td>
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</tr>
<tr>
<td>Session Title</td>
<td>Number of Views</td>
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<tr>
<td>------------------------------------------------------------------------------</td>
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<tr>
<td>State of the art session: &quot;Airway diseases&quot;</td>
<td>10,255</td>
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<tr>
<td>GR1 Imaging Grand Round</td>
<td>7,729</td>
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<tr>
<td>Clinical year in review</td>
<td>6,414</td>
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<tr>
<td>Idiopathic pulmonary fibrosis (IPF): treatment highlights</td>
<td>6,209</td>
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<tr>
<td>Bronchiectasis: from guidelines to real life</td>
<td>6,139</td>
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<tr>
<td>COPD and comorbid cardiovascular diseases</td>
<td>6,063</td>
</tr>
<tr>
<td>COPD management: new findings from large studies</td>
<td>5,771</td>
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<tr>
<td>Live endoscopy: Lung cancer and the pleura</td>
<td>5,698</td>
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<tr>
<td>GR2 Lung Cancer Grand Round</td>
<td>5,678</td>
</tr>
<tr>
<td>State of the art session: &quot;Respiratory infections&quot;</td>
<td>5,487</td>
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## TOP 5 VIEWED INDUSTRY PROFILES

<table>
<thead>
<tr>
<th>Sponsors</th>
</tr>
</thead>
<tbody>
<tr>
<td>1  Novartis Pharma AG</td>
</tr>
<tr>
<td>2  GlaxoSmithKline</td>
</tr>
<tr>
<td>3  Boehringer Ingelheim International GmbH</td>
</tr>
<tr>
<td>4  Chiesi Farmaceutici S.p.A.</td>
</tr>
<tr>
<td>5  Actelion Pharmaceuticals Ltd</td>
</tr>
</tbody>
</table>

*80% of the above companies had booked an enhanced company description*
## TOP 5 VIEWED INDUSTRY SESSIONS

<table>
<thead>
<tr>
<th>Company</th>
<th>Session Title</th>
<th>Number of Views</th>
</tr>
</thead>
<tbody>
<tr>
<td>Novartis</td>
<td>Advancing COPD treatment strategies with evidence-based approaches</td>
<td>6,517</td>
</tr>
<tr>
<td>Boehringer Ingelheim</td>
<td>Fibrosing Interstitial Lung Diseases (ILD): Knowns and Unknowns</td>
<td>4,645</td>
</tr>
<tr>
<td>Boehringer Ingelheim</td>
<td>Looking to the future: How can we improve clinical practice in COPD?</td>
<td>4,629</td>
</tr>
<tr>
<td>AstraZeneca &amp; Menarini Group</td>
<td>Early intervention and physical activity: new approaches in COPD</td>
<td>3,906</td>
</tr>
<tr>
<td>Roche</td>
<td>Addressing the challenges of IPF treatment</td>
<td>3,564</td>
</tr>
</tbody>
</table>

Total industry sessions viewed: **100,204**
Delegate research
Sample 1,016 participants
PROFESSIONAL ACTIVITY OF THE DELEGATES

(Data from the quantitative research [n=1,016])
HAVE YOU VISITED THE EXHIBITION?

NO 11%  YES 89%

(Data from the quantitative research [n=1,016])
MAIN AREAS OF PROFESSIONAL INTEREST

Infectious diseases
Asthma
COPD
Cystic fibrosis
Pulmonary vascular diseases
Bronchiectasis
Pulmonary fibrosis
Sleep medicine

(Data from the quantitative research \( n=1,016 \))
MAIN REASONS FOR ATTENDING THE ERS CONGRESS

(Up to 3 reasons per delegate)

(Data from the quantitative research [n=1,016])
ON A REGULAR CONGRESS DAY,
HOW DO YOU DIVIDE YOUR TIME ACROSS THE FOLLOWING ACTIVITIES (100%)

(Data from the quantitative research [n=1,016])
FOLLOWING THE CONGRESS, WHAT CONGRESS MATERIALS DO YOU REFER TO/USE IN YOUR ROLE TO SUPPORT WHAT YOU HAVE LEARNED?

(0% 10% 20% 30% 40% 50% 60% 70%)

ERS App (missed sessions)
Abstract (online or on USB stick)
ERS Educational website
Material collected in person
Material given during a session
Knowledge/materials acquired in the...

(Data from the quantitative research [n=1,016])
IF RELEVANT, WHAT IS YOUR PREFERRED WAY TO CONTINUE YOUR MEDICAL EDUCATION

(Data from the quantitative research [n=1,016])
MOST INTERESTING PARTS OF THE CONGRESS
(Multiple answers possible)

- Scientific sessions: 80%
- Clinical sessions: 69%
- Clinical trials results presentations: 34%
- Abstracts sessions: 43%
- Exhibition: 37%
- Meet the expert sessions: 20%
- Industry sessions: 25%

(Data from the quantitative research [n=1,016])
WHAT I HAVE LEARNED IN THE EXHIBITION WILL LEAD ME TO ...

(Multiple answers possible)

Sentences true at:

- Improve the way I run my practice: 51%
- Change the way I think about respiratory disease or disorders: 43%
- Seek further training or education: 32%
- Change the way I treat or diagnose patients: 26%

(Data from the quantitative research [n=1,016])
# MOST IMPRESSIVE & MEMORABLE STANDS (TOP 10)

<table>
<thead>
<tr>
<th>STANDS</th>
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<tbody>
<tr>
<td>1. GlaxoSmithKline</td>
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<tr>
<td>2. Novartis</td>
</tr>
<tr>
<td>3. Chiesi</td>
</tr>
<tr>
<td>4. AstraZeneca</td>
</tr>
<tr>
<td>5. Boehringer Ingelheim</td>
</tr>
<tr>
<td>6. Roche</td>
</tr>
<tr>
<td>7. Philips Respironics</td>
</tr>
<tr>
<td>8. Olympus Europa Holding</td>
</tr>
<tr>
<td>9. Menarini</td>
</tr>
<tr>
<td>10. Actelion</td>
</tr>
</tbody>
</table>

(Data from the quantitative research [n=1,016])
MOST USEFUL STANDS (TOP 10)

<table>
<thead>
<tr>
<th></th>
<th>STANDS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>GlaxoSmithKline</td>
</tr>
<tr>
<td>2.</td>
<td>AstraZeneca</td>
</tr>
<tr>
<td>3.</td>
<td>Novartis</td>
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<tr>
<td>4.</td>
<td>Chiesi</td>
</tr>
<tr>
<td>5.</td>
<td>ResMed</td>
</tr>
<tr>
<td>6.</td>
<td>Boehringer Ingelheim</td>
</tr>
<tr>
<td>7.</td>
<td>Philips Respironics</td>
</tr>
<tr>
<td>8.</td>
<td>Olympus Europa Holding</td>
</tr>
<tr>
<td>9.</td>
<td>Roche</td>
</tr>
<tr>
<td>10.</td>
<td>Actelion</td>
</tr>
</tbody>
</table>

(Data from the quantitative research [n=1,016])
WHAT ARE THE MAIN BENEFITS OF THIS CONGRESS TO YOU?

KNOWLEDGE & NEW IDEAS IN THERAPIES AND DIAGNOSIS
NETWORKING & COLLABORATION
LATEST SCIENTIFIC DATA
EXPERT CASE BASED ADVICE
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Tel: +41 21 213 0167
A GREENER CONGRESS

LESLYE LACROIX
MARKETING & CORPORATE RELATIONS
ERS GREEN ACHIEVEMENTS

Since ERS 2014 in Munich:

- **13 tons of cotton**: by stopping the production of Congress bags
- **168 tons of paper**: by replacing printed Congress Guide with digital version, by stopping bag inserts
- **276 million liters of water**: drinking water for 800’000 people in 1 year
- **282 tons of CO2 emissions**: energy use of an household for 24 years
PARIS EXPO GREEN ENGAGEMENT

Certified ISO 20121: Sustainable Event Management

Energy: engaged to reduce their energetic consumption by - 25% by 2020

Green areas: 70'000 m2 of green areas are being created in Paris Expo

Biodiversity: Beehives installed on Viparis sites. Production of 300 kg of honey per year (Le Miel du Grand Paris)

Waste Management: Paris Expo “Exhibitor Services” offers:
- Reusable carpet only
- Separate disposals for construction and dismantling waste of the stands
THE ERS GREEN STAND AWARD

WINNERS RECEIVE
• Enhanced Company Profile in ERS 2019 Congress App.
• Feature on the Green Congress section of the ERS website.

APPLICATION
• Only constructed stands can participate.
• Participants will be separated in 3 categories, depending on stand size.
• Application form will shortly be available on ERS Congress website under Green Stand Award.
• Deadline to apply: July 30, 2018

CRITERIA
Participants will be judged according to the following criteria:
• Stand structure: type, amount and transport of materials used.
• Waste management during stand’s building-up and dismantling.
INTERPLAN

OLIVER HEINKE
HEAD OF EXIBITIONS
Exhibition Sales / Space Allocations / Stand project approval
ERS/Kristof Kemp: kristof.kemp@ersnet.org

Technical Exhibition organisation / coordination
Interplan/Oliver Heinke: o.heinke@interplan.de

Industry Meeting Rooms / Lounges
Interplan/Diana Eberl: d.eberl@interplan.de

Exhibitor Registration / Guide Entries
Interplan/Nadine Dalecker: n.dalecker@interplan.de

Delivery Logistics / Storage
DB Schenker/Thomas Ernst: thomas.ernst@dbschenker.com

Service Orders / Online shop
ViParis/Valérie Deverneuil: Valerie.duverneuil@viparis.com
Hall properties:

• Low ceiling, approx. 6.5m
• Suspension points, 80 kg, not available at every position underneath air con tubes => check availability early because pre-riggs may be necessary => higher cost. Information via Guillaume.baudry@viparis.com
• Columns can be cladded but fire hoses inside and electrical boxes have to remain accessible
• Technical connections via floor ducts, see plan
Industry Meeting Rooms:

- 20 rooms, constructed, similar to Milano, 7x7m, 18 seats, boardroom, screen, electricity, carpet, cleaning

=> not sound proof! Contact: d.eberl@interplan.de
Stand project approval procedure, similar to Milano and London:

1. Hand in your project to Kristof Kemp until 15 June
2. Kristof Kemp/Oliver Heinke will check ERS construction rule compliance
3. If OK we approve and forward to appointed French technical agency
4. Second approval comes from technical agency

Attention! Certificates validating fire proofness of construction materials are necessary and will be controlled during set-up!
Timeline / Schedule:

- **Today ongoing**: Space allocation, contracts, invoices
- **February 2018**: Exhibitor Service Center and ViParis online shop will be circulate
- **15 June 2018** - Deadline for confirmation of individual stand designs via Kristof.Kemp@ersnet.org
- **29 June 2018** - Deadline for exhibitors' company profiles for publishing in the Congress App (including co-exhibitors) to be sent via the entry mask
- **15 August 2018** - Deadline for suspension point orders
- **17 August 2018** - Deadline online registration for exhibitor badges
- **10 September 2018** - Deadline for orders via the ViParis. Afterwards a 20% surcharge

Subject to change
ERS 2018 Congress:

• 13 – 15 Sep 2018 - Set-up
  extra set-up days, 11-12 Sep (3000 €) and night set-up (300/h) on request

• 16 – 19 Sep – Exhibition open

• 19 – 20 Sep – Dismantling

Subject to change, detailed times will be communicated later on
REGISTRATION

MARTINA MUTTER
SILVANO SCHÄR
## Important Dates (subject to change)

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Registration Opens</td>
<td>April 2018</td>
</tr>
<tr>
<td>Early Bird Deadline</td>
<td>10 July 2018, 24:00 CET</td>
</tr>
<tr>
<td>Cancellation Deadline</td>
<td>3 August 2018, 24:00 CET</td>
</tr>
<tr>
<td>Name Deadline for Groups</td>
<td>8 August 2018, 24:00 CET</td>
</tr>
<tr>
<td>Standard Deadline</td>
<td>14 September 2018, 12:00 CET</td>
</tr>
</tbody>
</table>
REGISTRATION

Group Registration

- for a minimum of 5 people
- all registration deadlines apply to groups too (names, payments, proofs and cancellation)
- contact Congrex Switzerland before setting up registration platforms to ensure that all minimum required information will be included
REGISTRATION

Group Registration Pick-Up

- by fixed appointments on:
  - Thursday, 13 September 2018
  - Friday, 14 September 2018

Congrex Switzerland will contact all groups with a min. of 5 participants to fix an appointment.

Please contact Congrex Switzerland for all information related to registration:
ers2018registration@congrex.com
REGISTRATION

Industry category badge

- Heavily discounted fee
- access to session rooms and exhibition area

Exhibitor Badges

- for access to exhibition area and company’s industry session only
We ask you to supply the individual e-mail address of your sponsored delegates

- This will help us to provide them with:
  - Pre-congress information
  - Exhibitor contacts
  - Course materials
  - SpotMe

Help delegates, ERS and yourselves.
ACCOMMODATION

Our strong asset is our IT SYSTEM facility to handle a large volume of reservations.

Our main asset is our STAFF
- Client orientation
- Perfect knowledge of hotel data base
- Response in less than 24 hours

Advantages of our Online System
- Automatic
- Access with Direct Admin
- Hotels information Website “hotels partners”
# ACCOMMODATION - HOTELS ALLOTMENT OVERVIEW

<table>
<thead>
<tr>
<th>Hotel Category</th>
<th>N° of Hotels Blocked</th>
<th>N° of Rooms Blocked</th>
<th>Price ranges</th>
</tr>
</thead>
<tbody>
<tr>
<td>5*</td>
<td>11</td>
<td>682</td>
<td>€ 255 - € 580</td>
</tr>
<tr>
<td>4*</td>
<td>116</td>
<td>6.978</td>
<td>€ 140 - € 430</td>
</tr>
<tr>
<td>3*</td>
<td>61</td>
<td>2.704</td>
<td>€ 90 - € 265</td>
</tr>
<tr>
<td>2*</td>
<td>7</td>
<td>350</td>
<td>€ 55 - € 115</td>
</tr>
<tr>
<td>1*</td>
<td>4</td>
<td>260</td>
<td>€ 80</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>199</strong></td>
<td><strong>10.974</strong></td>
<td></td>
</tr>
</tbody>
</table>
ACCOMMODATION - PARIS HOTEL AREAS

ROOM BLOCK
30 + min distance from VENUE
4371 Rooms

ROOM BLOCK
15 - 30 min distance from VENUE
4986 Rooms

ROOM BLOCK
VENUE & vicinity (≤ 15 min)
1617 Rooms
incl. 932 rooms walking distance

The Congress center is easily accessible with metro lines 8 and 12

10 974 Rooms blocked
The above include:
- A travel card for Paris and Paris region
- Unlimited travel in the selected zones
- Free: public transport maps are provided with each card

PUBLIC TRANSPORTATION TICKET

<table>
<thead>
<tr>
<th>Duration</th>
<th>Cost/Areas</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Zones 1 - 2</td>
</tr>
<tr>
<td>2 days</td>
<td>11.10 €</td>
</tr>
<tr>
<td>3 days</td>
<td>16.55 €</td>
</tr>
<tr>
<td>4 days</td>
<td>21.60 €</td>
</tr>
<tr>
<td>5 days</td>
<td><strong>27.85 €</strong></td>
</tr>
<tr>
<td>7 days</td>
<td>36.80 €</td>
</tr>
<tr>
<td>Airport transportation</td>
<td>Not included but optional (10% more)</td>
</tr>
</tbody>
</table>

*Prices are valid from July 2016 to July 2017. The new rates will be known in January 2018.*

*The above prices include VAT*
Continuation of the site visit

Werner Bill
Executive Director
WALKING TOUR OF THE CONGRESS CENTRE

WE WILL NOW SPLIT INTO TWO GROUPS

GROUP A – K. KEMP
GROUP B – S. SEALY

PLEASE COLLECT YOUR HEADPHONES ON THE WAY OUT

WE WILL RETURN HERE FOR A FEEDBACK SESSION ON THE MILAN CONGRESS AND A Q&A SESSION FOR PARIS
INDUSTRY FEEDBACK 2017
85% rate the Congress Very Good and Good!
PARTNERS 2017

M-EVENTS
SPOTME
KIT
INTERPLAN
MiCo DMC
HOW DO YOU EVALUATE OUR EXHIBITION SUPPLIERS & PARTNERS?

- Interplan: 50% Very Good, 25% Good, 15% Satisfactory, 10% Poor, 0% Very Poor
- MiCo: 20% Very Good, 40% Good, 20% Satisfactory, 10% Poor, 10% Very Poor
- Schenker: 15% Very Good, 40% Good, 15% Satisfactory, 25% Poor, 5% Very Poor
- K.I.T: 10% Very Good, 30% Good, 20% Satisfactory, 40% Poor, 0% Very Poor
How would you rate the AV and the technical assistance during your session?

- Excellent: 45%
- Good: 44%
- Fair: 11%
OUTSTANDING & RECURRING COMMENTS FROM THE EXHIBITION SURVEY

- Stop Wednesday!
- Complex Exhibition Hall – far from everything
- Mandatory Insurance for our stand space – why?
- Web shop was confusing (2 logins for Symposia & Exhibition)
- Too many providers
OUTSTANDING & RECURRING COMMENTS FROM THE EXHIBITION SURVEY

- Why only one entrance/exit to the entire Venue?
- 30 minutes for set up is too short
- Sound proofing of Industry Meeting rooms was bad
- Venue was too complex – rooms not easy to find
ARE YOU INTENDING TO PARTICIPATE IN THE NEXT ERS INTERNATIONAL CONGRESS IN 2018?

YES 100%
THANK YOU!
SEE YOU IN MADRID!

28th September to 2nd October
Venue: IFEMA Feria de Madrid