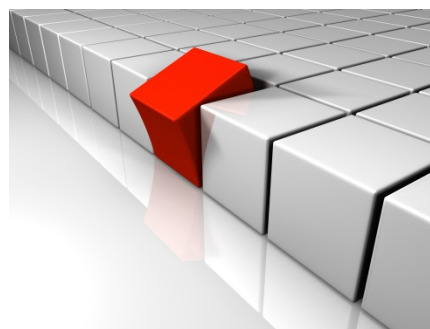


Masterclass

PROGRAMME



Day One

09.00 – 09.15	Course Introduction :
09:15 – 10:30	Big Pharma Life Cycle Management and Product Divestment :
10.30 – 10.45	<i>Coffee</i>
10:45 – 12.00	Acquisition of Currently Marketed Products – More Than Just a Contract!
12.00 - 13.00	Kyfranal Product Acquisition Case Study overview and Group Discussion
13:00 – 13.30	<i>Lunch</i>
13:30 – 14:15	Preparation of Product Acquisition Term Sheet (excluding Financials) Delegates + PLG coaches
14.15 – 15.15	Financial Assessment of Product and Company Acquisitions
15.30 – 15.45	<i>Tea</i>
15.45 – 17.00	Case Study Valuation and Update of Term Sheet Delegates + PLG coaches

Day Two

09:00 – 10:00	AcelRx Collaboration Case Study Overview and Group Discussion
10.00 – 11.00	The Role of Health Economics, Pricing and Reimbursements in Licensing
11.00 – 11.15	<i>Coffee</i>
11:15 – 12:15	Legal Aspects Relating to Performance and Due Diligence
12:15 – 13.00	<i>Lunch</i>
13:00 – 13.45	Preparation of Collaboration Term Sheet (excluding Financials) Delegates + PLG coaches
13.45 – 14.45	Financial Assessment of Collaboration Deals
14.45 – 15.00	<i>Tea</i>
15.00 – 16.00	Case study Valuation and Update of Term Sheet Delegates + PLG coaches
16.00 – 16.30	Summary and Conclusions