



XII International Pharma Licensing Symposium
Wednesday 16th - Friday 18th September 2015
Hilton Berlin, Germany

THE DISAPPEARING DEAL WORLD?

Wednesday 16th September

09.00 - 10.00 Registration
Ballroom Foyer Area (Mezzanine Floor)

10.00 - 10.15 Introduction
Thomas Högn, President, EPLC &
Irina Staatz-Granzer, President, Pharma Lizenz Club Deutschland (PLCD)

SESSION A DEAL ENVIRONMENT REVIEW ACROSS THE HEALTHCARE SECTOR AND HOW M&A IS AFFECTING THEIR BUSINESS

10.15 - 10.45 Innovation: Where are New Products Coming From? Are the Pharma Company Pipelines Empty?
Jonathan de Pass, Chairman, Evaluate

10.45 - 11.15 Recent Trends in Medical Devices Business Development
Amir Babaei-Mahani, Senior Director External Innovation & Enabling Technologies, DePuy Synthes, Companies of Johnson & Johnson

11.15 - 11.45 M&A From the OTC Perspective
Thorsten Umland, VP and Head, Business Development & Licensing Consumer Care, Bayer HealthCare

11.45 - 12.15 Generics Viewpoint - The Impact of M&A Activity on Deals
Claudio Albrecht, Co-Founder and Managing Partner, Albrecht, Prock & Partners

12.15 - 13.00 Panel Discussion featuring all speakers in Session A

13.00 - 14.30 Lunch to be taken in Beletage Restaurant (Mezzanine Floor)

SESSION B TALKING TABLES GOOD PARTNERING PRACTICES IN THE HEALTHCARE INDUSTRY - A SWISS HLG INITIATIVE

14.30 - 15.30 Talking Tables Session 1

1. Scouting & Prospecting	Zaki Sellam , Managing Director, ESN Life Sciences
2. Evaluation & Due Diligence	Maurice Zultak , Director Search and Evaluation, Actelion
3. Negotiation & Execution	Laurence de Schoulepnikoff , Strategy & Transactions Director, Stragen
4. Integration & Alliance Management	Christoph Sarry , Global Alliance Director, Roche Partnering
5. Conflict Resolution & Termination	Christoph Maier , FROMER, Advokatur & Notariat
6. Breaking Through the Invisible Cultural Boundaries Within Europe	Nadine Maalouf , Director, BD & Alliance Management, Corporate Development, Actavis

15.30 - 16.00 Break

16.00 - 17.00 Talking Tables Session 2 (to allow delegates choice to attend different Talking Table topic)

17.00 - 19.00 Networking Drinks Reception
Ballroom Foyer Area (Mezzanine Floor)



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09.00 - 09.30 Talking Tables Feedback and Conclusions from Table Hosts

SESSION C CONSOLIDATION AND RISK SHARING BETWEEN BIG PHARMA COMPANIES

09.30 - 10.15 Practical BD Experiences of Risk Sharing, Co-Development and Co-Commercialisation
Joseph Havrilla, Head of Alliance Management, Bayer HealthCare &
Ian Talmage, VP Commercial, Xarelto Group at Bayer Pharmaceuticals

10.15 - 11.00 Partnership Deals - Strengths and Risk Sharing
Jürgen Beck, Head of Business Development & Licensing / Strategic Transactions,
Boehringer Ingelheim

11.00 - 11.30 Break

SESSION D IMPACT OF THE CHANGING DEAL ENVIRONMENT FOR MID-SIZED COMPANIES

11.30 - 12.15 Oncology Deals
Pascal Touchon, Vice President Business Development & Scientific Cooperation, Servier SAS

12.15 - 13.00 2016 Transactional Trends: Key Issues for Cross Border Deals; Focus on Emerging and Mid-Sized Companies
Greg Benning, Managing Director, Head of Financial Advisory & **Mark A. King**, Senior Partner,
Back Bay Life Science Advisors

13.00 - 14.00 Lunch to be taken in Beletage Restaurant (Mezzanine Floor)

SESSION E CHALLENGES SECURING DEALS IN OTHER COUNTRIES

14.00 - 14.45 Difficulties in Emerging Markets for Non-Generic Products
Reiner Christensen, President, Chameleon Pharma Consulting

14.45 - 15.30 Japan: Cultural Differences Impact on Deal Making
Olaf Koenig, VP Business Development and New Product Planning Europe, Daiichi Sankyo Europe

15.30 - 16.00 Break

16.00 - 16.45 Bring Pharmaceutical Products to China: Opportunities and Challenges
Huaizheng Peng, General Manager, International Operations, China Medical System Holdings

16.45 - 17.30 Business Development in India: More Than Just Generics
Ravi Sodha, Senior Director, Business Development, Actelion Pharma

18.00 - 18.30 Coaches depart from Hilton Berlin to Adagio

18.30 - 22.30 Networking Drinks Reception & Gala Dinner at Adagio

22.00 - 22.30 Return Coaches from Adagio to Hilton Berlin



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Friday 18th September

SESSION F BUSINESS MODELS PROVING RESISTANT TO PHARMA M&A

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| 09.00 - 09.45 | Deal Structure Evolution: Morphing Into a Biopharma Company by Doing Major Pharma Deals
Barbara Krebs-Pohl , Senior Vice President, Head of Business Development, MorphoSys |
| 09.45 - 10.30 | How Bavarian Nordic Built a Multi-Million Business and Commercial Infrastructure Through Deal Making
Jürgen Langhärig , VP Business Development, Bavarian Nordic |
| 10.30 - 11.00 | Coffee |
| 11.00 - 11.45 | Orphan Drug Strategy
Dankwart Rauscher , Head of Portfolio & Licensing Management, Recordati Pharma |
| 11.45 - 12.30 | Building a Specialist Paediatrics Medicines Business
Helen Shaw , Co-Founder and Managing Director, Proveca |
| 12.30 - 14.00 | Lunch, to be taken in Beletage Restaurant (Mezzanine Floor), and CLOSE |