

'New Health Economy and its Impact on Deal Making'

Wednesday 21st September

19.00 - 20.30 Drinks Networking Reception

Thursday 22nd September

09.30 - 10.30 Registration
Royal Suite Foyer Area

SESSION A STRATEGIC ISSUES

10.30 - 11.15 Value Convergence - Overview of Where Healthcare is Heading
Stephen Aherne, Director, Pharmaceutical Strategy & Valuations, PricewaterhouseCoopers

11.15 - 12.00 Deal Making for Growth: Industry Drivers, Trends and Forecasts
Paul Verdin, Head of Custom Services, Evaluate

12.00 - 12.45 Case Study: Sanofi Digital Strategy
Rachel Sha, Global Central Transactions Lead, Business Development & Licensing, Sanofi

12.45 - 14.00 Lunch
Pebblewood Corner Restaurant

SESSION B DEAL FINANCES & VALUATION

14.00 - 14.40 Deal Structuring - is it all about the Money?
Paul Pay, Chief Business Development Officer, Norgine

14.40 - 15.20 How a PE Investor Can Help an Entrepreneur in the Healthcare Sector
Loic Kubitzka, Operating Partner, ArchiMed

15.20 - 15.50 Break

SESSION C BIOSIMILARS / GENERICS

15.50 - 16.30 Biosimilars Across Europe: Challenges and Trends
Alan Sheppard, Principal, Global Generics and Biosimilars, Thought Leadership, IMS Health

16.30 - 17.10 Focus on Biosimilars/Generics Deal Aspects
Ulrich Osswald, Head Global BD&L Biopharmaceuticals, Sandoz

17.10 - 17.50 Innovative Drug Repositioning and Repurposing
Dorian Bevec, Chief Development Officer, Relief Therapeutics

17.50 - 18.30 Strengthening Licensing Opportunities through Patient Group Partnerships
Mark Krueger, President, MK&A

19.00 - 22.30 Networking Drinks Reception & Gala Dinner
Théâtre du Vaudeville (Galerie de la Reine 13, 1000 Brussels)

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08.30 - 09.00 Good Partnering Practices Update
Swiss HLG

SESSION D PANEL DISCUSSION - EUROPEAN MARKET ACCESS

09.00 - 09.50 Review of Current Market Access Issues Across Europe
10 minutes per country, as below

France **Philippe Rozo**, Business Development Director, Laboratoires Bouchara Recordati
Germany **Robert Welte**, Head of New Products and Health Outcomes, GSK Germany
Italy **Livio Garattini**, Director, Centre for Health Economics (CESAV)
Spain **Fernando Aisa**, Head of Value Demonstration and Access, Spain & Portugal, Shire
UK **David Alderson**, Director, Cogentia

09.50 - 10.30 Panel Discussion (featuring all 5 countries above)
Chaired by **András Incze**, Founder & CEO, Akceso Advisors

10.30 - 11.00 Break

SESSION E PATIENT CENTRICITY / DIGITAL HEALTH

11.00 - 11.45 Digital Therapies: The Growing Influence of Digital Technology on Healthcare
Tahera Kan, Director Partnership, EMEA New Business Development, Janssen

11.45 - 12.30 Case Study: Bayer HealthCare Grants4Apps Project
Jesus del Valle Rosales, Head of Bayer Grants4Apps, Bayer

12.30 - 13.30 Lunch & Close
Pebblewood Corner Restaurant

