



# LEARNED LUNCH

NETWORKING &  
BUSINESS DEVELOPMENT PRINCIPLES



## Thursday 8th May 2025

12.00: Tea & Coffee  
12.30: Networking Lunch  
14.00: Professional Development  
16.00: Close



## Weston Manor Hotel

Weston on the Green  
Oxfordshire OX25 3QL



## Registration

Members: £250+VAT  
Non Members: £300+VAT  
Please click [Here](#) to Register



Kindly supported by  
Veale Wasbrough Vizards LLP



## CORDIALLY INVITED

All involved with M&A, Partnerships & Licensing  
C Suite , Owners, Directors, Partners, Investors,  
Transaction Advisors



## NETWORKING LUNCH

Every deal starts with a conversation  
Make new contacts, mix with peer  
companies, friends, colleagues



## PROFESSIONAL DEVELOPMENT

Expert Educators  
Delivering valuable content & advice



Ethical Medicines  
Industry Group



EMIG & PLG are delighted to announce our new joint initiative

This meeting is intended for those involved in Life Science transactions: Acquisitions & Divestments, In & Out Licensing & Strategic Partnerships.

To be held quarterly and will rotate between:

**Oxford London Cambridge.**

The concept is focussed networking combined with professional development.

The educational sessions will cover essential elements of deal making with topics such as: Alliance management, Valuation, Legal Terms, Financial modelling, Licensing. M&A.

Kindly supported by the Life Science team at  
Veale Visbrough Vizards

We hope to see you there

**Andrew S.M. Dean**  
Chairman  
Pharmaceutical Licensing Group

**Leslie Galloway**  
Chairman  
Ethical Medical Industry Group



**Registration & Logistics provided by Amethyst CME**

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## PROFESSIONAL DEVELOPMENT



**Sarah Hanson**  
Managing Partner  
Interactifs



## How the words you use Speak Volumes

Will examine how people are perceived in both their written and spoken communication:

- the sway and influence they have
- the impact they make,
- the impression they give and
- the respect they earn.

These are crucial skills to master in business development negotiations from the very start of a relationship to managing a long term partnership.