

Wednesday 16th September

09.00 - 10.00 Registration
Ballroom Foyer Area (Mezzanine Floor)

10.00 - 10.15 Introduction
Thomas Högn, President, EPLC &
Ulrich Koch, Deputy President, Pharma Lizenz Club Deutschland (PLCD)

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

Chair - Sharon Finch, PLG UK

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

<u>Talking Table Topic</u>	<u>Moderator</u>	<u>Location</u>
Scouting & Prospecting	Zaki Sellam	Ballroom A
Evaluation & Due Diligence	Maurice Zultak	Ballroom A
Negotiation & Execution	Laurence de Schoulepnikoff	Humboldt Suite
Integration & Alliance Management	Christoph Sarry & Aude Richter	Ballroom B
Conflict Resolution & Termination	Christoph Maier	Ballroom B
Breaking Through the Invisible Cultural Boundaries within Europe	Nadine Maalouf	Ballroom c

14.30 - 15.30 Talking Tables Session 1

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)

Thursday 17th September

09.00 - 09.30 Talking Tables Feedback and Conclusions from Table Moderators

SESSION C CONSOLIDATION AND RISK SHARING BETWEEN BIG PHARMA COMPANIES

Chair - Axel Ruhland, PLCD

09.30 - 10.15 Practical BD Experiences of Risk Sharing, Co-Development and Co-Commercialisation
Joseph Havrilla, Head of Alliance Management, Bayer HealthCare

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

Chair - Jean-Guillaume Lecomte, PLCF

11.30 - 12.15 Market Access Assessment as an Essential Part of Deal Making
Birgit Friedmann, Senior Director, Market Access, Quintiles

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

Chair - Alexandr Krajhanzl, PLG CEE

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

14.45 - 15.30 Japan: Cultural Differences Impact on Deal Making
Masa Yuhara, General Manager, Business Development, Mitsubishi Tanabe

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

18.15 - 18.30 Coaches depart from Hilton Berlin to Adagio

18.30 - 22.00 Networking Drinks Reception & Gala Dinner at Adagio

22.00 - 22.30 Return Coaches from Adagio to Hilton Berlin

Friday 18th September**SESSION F BUSINESS MODELS PROVING RESISTANT TO PHARMA M&A****Chair - Thomas Högn, PLCD**

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, Serodus and former VP BD, 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	Deal Making in the New Financial Environment: Results of the PLG Healthcare Deals Finance Survey Roger Davies , Director, Redpharma & Klaus Maleck , CEO, Tetec
12.30 - 14.00	Lunch, to be taken in Beletage Restaurant (Mezzanine Floor), and CLOSE
