

XIV IPLS, Montreux, Switzerland

19th - 21st September 2018

'Peak Performance: Evolve Your Deals'



Programme

Wednesday 19th September

15.00 - 18.00 Pre-Arranged One-to-One Meetings

Optional Training Workshops (additional cost)

15.00 - 18.00 **Workshop A - Financial Evaluation of Licensing Deals**
Klaus Maleck, CEO, Tetec

15.00 - 18.00 **Workshop B - Alliance Management**
Anthony A. Hörning, Strategic Transactions Advisory

18.00 - 19.30 Welcome Drinks Reception - Funky Claude's Bar (in Fairmont Le Montreux Palace)

Thursday 20th September

09.00 - 09.30 Registration

SESSION A New Opportunities for Business Development in a Changing World

09.30 - 10.00 **Global Innovation - Opening New Frontiers for BD&L Activities**
Introduction from Swiss HLG
Nigel Sheail, Global Head, Mergers & Acquisitions and Business Development & Licensing, Novartis

10.00 - 10.30 **Brexit and its Consequences for the Pharmaceutical Industry**
Elmar Kroth, Managing Director Scientific Affairs,
B.A.H. (German Medicines Manufacturers' Association)

10.30 - 11.00 **Business Opportunities Arising from China**
Helen Chen, Managing Director and Partner, Head of China Practice, L.E.K. Consulting

11.00 - 11.30 **Market Entry into China**
Rong Hui Gao, Business Development & Licensing, Merger & Acquisitions, Managing Director,
G-Med Consulting

11.30 - 12.00 **Break**

SESSION B News from the Regulatory & Market Access Environment and Their Impact on BD

12.00 - 12.30 **Market Access Challenges**
Pierfrancesco Ruffo, Head Market Access, Helsinn Healthcare Switzerland

12.30 - 13.00 **Regulatory Updates on Current Changes - New Medical Device, General Data Protection Regulation**
Sarah Cowlshaw, Associate, Covington & Burling

13.00 - 14.00 **Lunch** (La Coupole, located in hotel)

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SESSION C	
Lessons from Real World Case Studies	
14.00 - 14.30	Food Supplements Andrea Costa, President, FederSalus (Italy)
14.30 - 15.00	Biotech and Big Pharma Deals Didier Landais, Global Head of Licensing, Servier Monde
15.00 - 15.30	Enoxaparin Biosimilars in Germany – A Case Study Andreas Sander, Senior Advisor Pharma, Biotech, MedTech and Diagnostics
15.30 - 16.00	Looking Back at the Top Deals - Which Were Truly Successful? Elena Coluccelli-Guerin, Managing Director, Investment Banking, Healthcare, BNP Paribas Luiza Hector, Pharma Analyst, Exane BNP Paribas
16.00 - 18.00	Pre-Arranged One-to-One meetings
19.00 - 22.00	Networking Reception and Gala Dinner (on La Terrasse and La Coupole, located in hotel)

Friday 21st September

SESSION D	
Analysing the Hottest Deal Environment and New Dynamics	
09.00 - 09.30	Pharma’s Growth Trajectory: Is It Sustainable? Paul Verdin, Head of Custom Solutions, Evaluate
09.30 - 10.00	Current Key Deal Making Trends in Oncology Peter Lang, Managing Director Life Science, Navigant
10.00 - 10.30	Joint Development Agreements and Creative Deal Structures Vik Kabra, Global Head of Transactions, Roche Partnering
10.30 - 11.00	Break

SESSION E	
Back to the Future: How Can We Build a Future Without Losing Our Past?	
11.00 - 11.30	Designing the Optimal Exit Strategy: IPO, M&A or Dual Track? Featuring case studies from leading biotech players in Benelux: Argenx, Galapagos, Ablynx & Ogeda Nadine Maalouf, Executive Director, Corporate Finance, Life Sciences & Healthcare, Kempen
11.30 - 12.00	Transformational Deals - Deals Which Changed the Business Richard Trollope, Commercial Head, Oncology, Mundipharma International
12.00 - 12.30	Pharma Deals: Which Trends are Driving the Future of Deal Making? Sarah Rickwood, Vice President, European Thought Leadership, IQVIA
12.30 - 14.00	Lunch and Close (La Coupole, located in hotel)