



PHARMACEUTICAL LICENSING GROUP

Annual General Meeting

2018/2019

5th December 2019

Agenda

- Chair's report - review of July '18-June '19
 - The Board
 - Membership
 - PLG events
 - Training & development
 - The BD Journal
 - Finance summary and plans
- Annual General Meeting Resolutions
 - Report and Accounts
 - Election/Re-election of Board Members



The PLG Board

- Kay Tait* - Chair
 - Andrew Dean* - Joint Vice-Chair
 - Dan Thomas* - Joint Vice-Chair
 - Ann Dugdale* - Company Secretary
 - Bethan Jacobs - Treasurer
 - Tim Brady
 - Keith Buchanan Smith
 - Sharon Finch
 - Cora Griffin
 - Toby Richardson
 - Campbell Wilson*
- *Company Director
- PLG administration - Adam Collins, NGA

- New Member
Umaima Ahmed, AstraZeneca



Membership Numbers

- Total membership is **253** as at 30th June 2019
(cf **208** as at 7th Feb 2019 and **187** as at 8th Feb 2018)
- Individual is **112** (of which **3** are from not-for-profit organisations)
- Corporate membership
 - Advanz Pharma **13**
 - AstraZeneca **24**
 - Chugai **3**
 - Covington & Burling **3**
 - Ethypharm **9**
 - Greenberg Traurig **13**
 - GSK **27**
 - HGF Law **5**
 - Masters Pharma **6**
 - Mills & Reeve **1**
 - MSN Labs **3**
 - Mundipharma **10**
 - Taylor Wessing **10**
 - Theramex **4**
 - The I.C.R. **10**

TOTAL CORPORATE MEMBERS 141



Membership Fees

- Individual fee maintained at £195
- Company fee maintained at £700
- Not-for-profit/Academic and Micro company fee maintained at £100
- All membership fees remain unchanged for 4th year in a row



Marketing PLG

- Training
 - Regular mailshot marketing
 - PLG Journal
- Sponsorship
 - AZ – Website and BD Executive of the Year award
 - Thornton & Ross – PLG Deal of Year award
- UK Website
 - Continuing updates
 - Journal and Event Presentations uploaded
- Members
 - Wider use of LinkedIn and Twitter to increase profile and awareness of events



PLG Events June '18 – Dec '19

	Delegates
19 th - 21 st September - XIV International Pharma Licensing Symposium Fairmont Le Montreux Palace, Montreux, Switzerland	192
11 th October - Autumn Workshop & Networking Reception Morgan, Lewis & Bockius Offices, London	44
6 th December - Christmas Workshop & Networking Reception Gowling WLG Offices, London	82
7 th February 2019 - AGM & 12th Business Development Awards Evening 30 Euston Square, London	94
28 th Feb & 1 st March – 4th OTCToolbox/PLG OTC Conference and Networking Event Park Plaza Victoria London, London	151
30 th April – Joint PLG and ASAP Spring Meeting AstraZeneca Offices, Cambridge	93
18 th - 20 th September - XV International Pharma Licensing Symposium Pullman Paris Centre-Bercy, Paris, France	224
10 th October - Autumn Workshop & Networking Reception Taylor Wessing Offices, London	64
5 th December - Christmas Workshop & Networking Reception Gowling WLG Offices, London	52

PLG Events 2020



18th - 20th March

PLG Introduction to Healthcare Business Development Training Course
London

30th April

13th PLG Business Development Awards
London



25th June

PLG Summer Meeting
GSK Offices, Stevenage



16th – 18th September

XVI International Pharma Licensing Symposium (hosted by the PLG UK)
Grand Hotel, Brighton



18th – 20th November

PLG Introduction to Healthcare Business Development Training Course
London



December

PLG Christmas Workshop & Networking Reception
London



December

Training Courses



Introduction to Healthcare Business Development & Licensing Course

- Held twice a year with a course limit of 18
- 787 delegates since inception in 1996
- 25 attendees in financial year 2018-2019



Masterclass in Healthcare Business Development

- Held once a year, limited delegate places
- 192 delegates since inception in 1998
- 12 attendees in financial year 2018-2019



PLG Training Courses June '18 – Dec '19

	Delegates
19 th – 21 st November 2018 Introduction to Healthcare Business Development & Licensing Marriott Lingfield Park, Surrey	15
6 th December 2018 Masterclass in Healthcare Business Development & Licensing Gowling WLG Offices, London	13
11 th - 13 th March 2019 Introduction to Healthcare Business Development & Licensing Radisson Blu Edwardian Grafton, London	14
18 th – 20 th November 2019 Introduction to Healthcare Business Development & Licensing etc.venues Fenchurch Street, London	15
5 th December 2019 Masterclass in Healthcare Business Development & Licensing Gowling WLG Offices, London	7



MSc in Healthcare Business Development & Licensing

- A unit based course leading to a Masters degree from the University of Manchester
- A self study course with the option to take individual Units for CPD
- 8 units, plus a dissertation = MSc.
- 299 units have been sold since inception
- 49 units currently being studied
- Units regularly updated

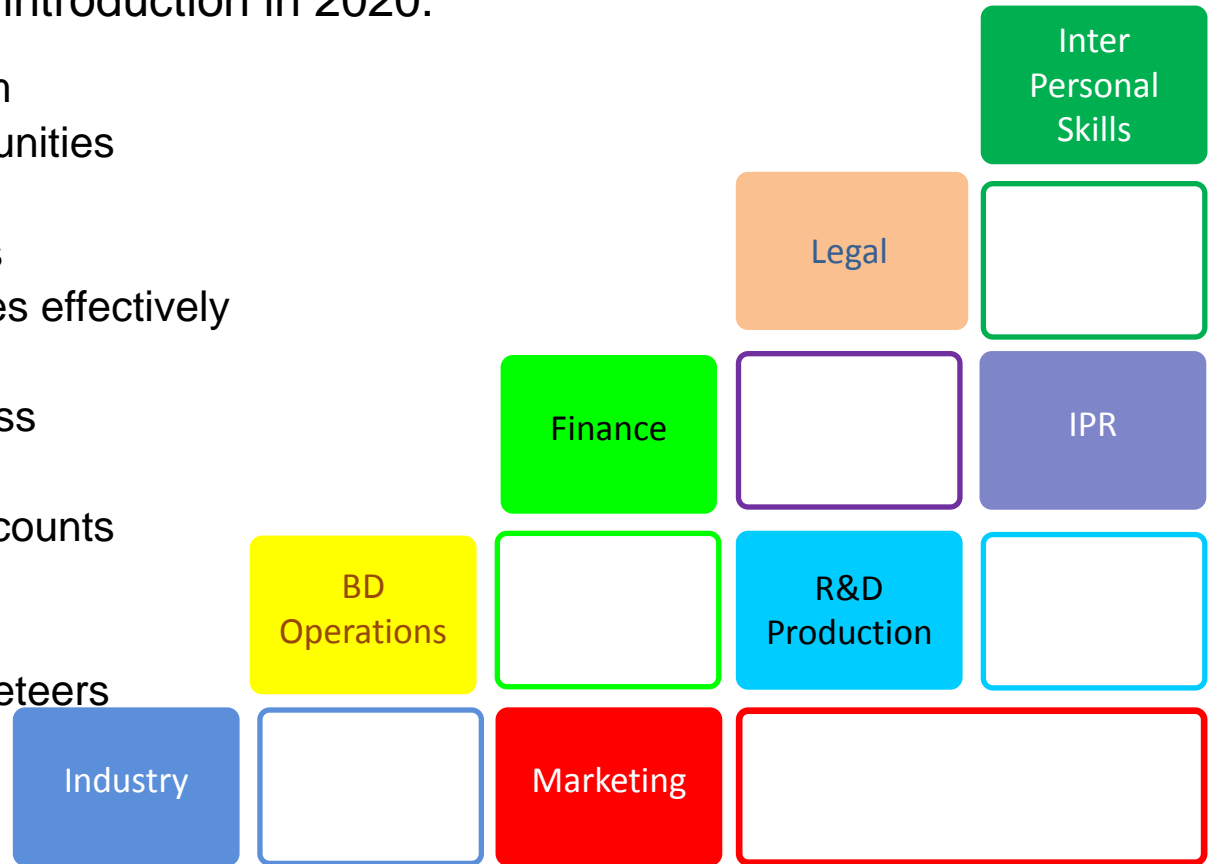


Bitesize Training

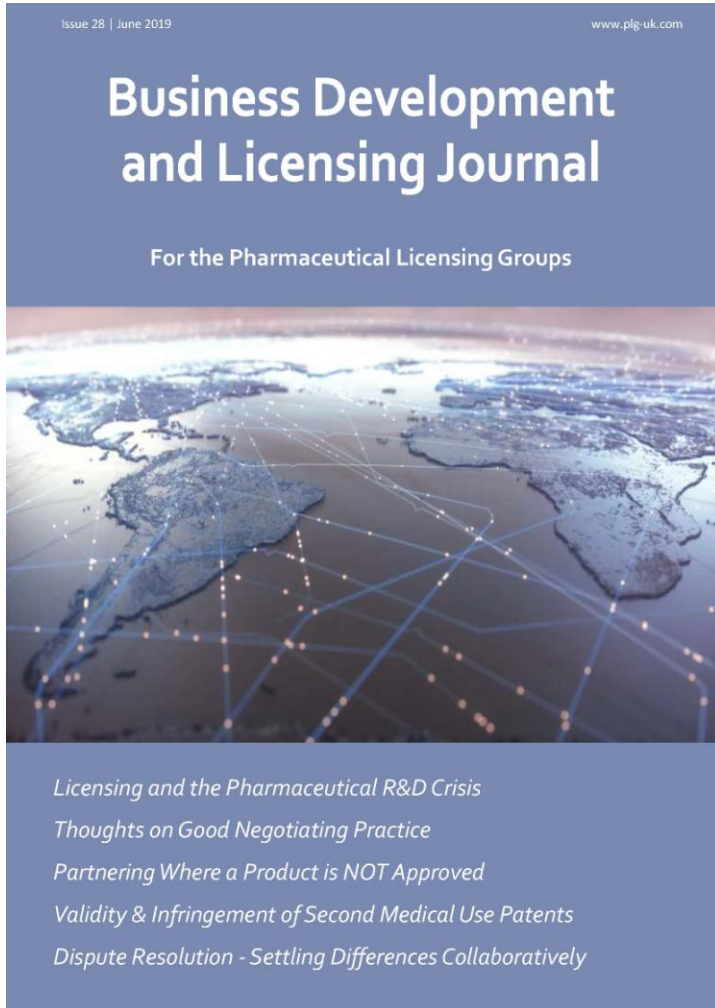


Consisting of a series of key topics via F2F seminars, webinars and expert tutorials. These topics are currently under development for introduction in 2020.

- How to build a dataroom
- How to scout for opportunities
- How to profile licensors
- The divestment process
- How to work conferences effectively
- Guide to going public
- How to exit your business
- Valuation principles
- How to read a set of accounts
- The perfect term sheet
- Warranties & Liabilities
- Marketing for non-marketeers



Business Development and Licensing Journal



- Peer reviewed journal, first issue Spring 2006
- Issue 28 published in June 2019
- Issue 29 being finalised and due shortly
- Two issues per year covering topics of interest to BD & L personnel
- Free to PLG members and available on subscription to non-members
- Available as PDF in member's area of website



Financial Summary

- A profit of **£29,481** for the year ended 30 June 2019
- Reserves increased to **£176,635** at 30 June 2019
- PLG remains financially secure to commit to 2020 and future events





PHARMACEUTICAL LICENSING GROUP

**PLG Annual General Meeting
2018/19 Resolutions**

Resolution	Proposed By	Carried By
<p>1. Ordinary Resolution To adopt the Directors Report and Accounts</p>	Daniel Thomas	Members
<p>2. Ordinary Resolution To appoint Wilson Partners as the accountants of the Company and to authorise the Board to determine their remuneration</p>	Daniel Thomas	Members
<p>3. Ordinary Resolution To re-elect Cora Griffin as a Board member</p>	Roger Davies	Members
<p>4. Ordinary Resolution To re-elect Toby Richardson as a Board member</p>	Roger Davies	Members
<p>5. Ordinary Resolution To re-elect Daniel Thomas as a Board member</p>	Roger Davies	Members
<p>6. Ordinary Resolution To re-elect Campbell Wilson as a Board member</p>	Roger Davies	Members
<p>7. Ordinary Resolution To elect Umaima Ahmad as a Board member</p>	Roger Davies	Members