

# XIV IPLS, Montreux, Switzerland

19<sup>th</sup> - 21<sup>st</sup> September 2018

## 'Peak Performance: Evolve Your Deals'



## Proposed Programme

### Wednesday 19th September

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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

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### Thursday 20th September

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09.00 - 09.30 Registration

#### SESSION A New Opportunities for Business Development in a Changing World

09.30 - 10.00 **Switzerland: An International Hub for Europe**  
Introduction from Swiss HLG  
**Vas Narasimhan**, CEO, Novartis

10.00 - 10.30 **Brexit and its Consequences for the Pharmaceutical Industry**  
**Martin Weiser**, Director General, 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 Ltd

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**

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### SESSION C Lessons from Real World Case Studies

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

### Friday 21<sup>st</sup> September

#### SESSION D Analysing the Hottest Deal Environment and New Dynamics

09.00 - 09.30	<b>How the Market is Evolving</b> <i>Speaker TBC</i>
09.30 - 10.00	<b>Current Key Deal Making Trends in Oncology</b> <b>Peter Lang</b> , Managing Director Life Science, Navigant
10.00 - 10.30	<b>Joint Development Agreements and Creative Deal Structures</b> <i>Speaker TBC</i>
10.30 - 11.00	<b>Break</b>

#### SESSION E Back to the Future: How Can We Build a Future Without Losing Our Past?

11.00 - 11.30	<b>Designing the Optimal Exit Strategy: IPO, M&amp;A or Dual Track?</b> <b>Featuring case studies from leading biotech players in Benelux: Argenx, Galapagos, Ablynx &amp; Ogeda</b> <b>Nadine Maalouf</b> , Executive Director, Corporate Finance, Life Sciences & Healthcare, Kempen
11.30 - 12.00	<b>Transformational Deals - Deals Which Changed the Business</b> <i>Speaker TBC</i>
12.00 - 12.30	<b>Pharma Deals: Which Trends are Driving the Future of Deal Making?</b> <b>Sarah Rickwood</b> , Vice President, European Thought Leadership, IQVIA
12.30 - 14.00	<b>Lunch and Close</b>