



8th European Pharma Licensing Symposium



Radisson Blu Royal Hotel, Brussels
Thursday 22nd & Friday 23rd September 2016

‘New Health Economy and its Impact on Deal Making’

Wednesday 21st September

19.00 - 20.30 Drinks Networking Reception

Thursday 22nd September

09.30 - 10.30 Registration
Royal Suite Foyer Area

SESSION A STRATEGIC ISSUES

10.30 - 11.15 Value Convergence - Overview of Where Healthcare is Heading
Jo Pisani, Pharmaceutical and Life Science Consulting Leader, PricewaterhouseCoopers

11.15 - 12.00 Deal Overview
Speaker TBC, Evaluate

12.00 - 12.45 Case Study: Sanofi Digital Strategy
François Nicolas, VP, Diabetes Integrated Care, Sanofi

12.45 - 14.00 Lunch
Pebblewood Corner Restaurant

SESSION B DEAL FINANCES & VALUATION

14.00 - 14.40 Financial Perspectives: Where is the Deal Money Coming From?
Frank Kumli, Executive Director, Ernst & Young

14.45 - 15.20 Finance for Open Innovation / Early Stage
Speaker TBC

15.20 - 15.50 Break

SESSION C BIOSIMILARS / GENERICS

15.50 - 16.30 Biosimilars Across Europe: Challenges and Trends
Alan Sheppard, Principal, Global Generics and Biosimilars, Thought Leadership, IMS Health

16.30 - 17.10 Focus on Biosimilars/Generics Deal Aspects
Ulrich Osswald, Head Global BD&L, Sandoz

17.10 - 17.50 Relaunching Old Products for New Indications
Dorian Bevec, Chief Scientific Officer, THERAMetrics

17.50 - 18.30 Strengthening Licensing Opportunities through Patient Group Partnerships
Mark Krueger, President, MK&A

19.00 - 22.30 Networking Drinks Reception & Gala Dinner
Théâtre du Vaudeville



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08.30 - 09.00 Good Partnering Practices Update
Swiss HLG

SESSION D PANEL DISCUSSION - EUROPEAN MARKET ACCESS

09.00 - 09.50 Review of Current Market Access Issues Across Europe
10 minutes per country, as below

France
Germany
Italy
Spain
UK

Philippe Rozo, Business Development, Recordati France
Robert Welte, Head Market Access, GSK Pharma Germany

09.50 - 10.30 Panel Discussion (featuring all 5 countries above)
Chaired by **András Incze**, Founder & CEO, Akcesco Advisors

10.30 - 11.00 Break

SESSION E PATIENT CENTRICITY / DIGITAL HEALTH

11.00 - 11.45 Digital Therapies: The Growing Influence of Digital Technology on Healthcare
Speaker TBC

11.45 - 12.30 Case Study: Bayer HealthCare Grants4Apps Project
Jesus del Valle Rosales, Bayer HealthCare

12.30 - 13.30 Lunch & Close
Pebblewood Corner Restaurant