The PREMIER life science event focused on the needs of cross-functional due diligence professionals

5th Due Diligence Summit for Life Sciences

Best practices for conducting efficient and effective due diligence for acquiring or licensing a new product, portfolio or company, and for entering into a strategic alliance

May 15-16, 2018 | Hilton Boston Logan Airport | Boston, MA

Speakers

Rachel Sha, Head, Digital Business Development and Licensing, SANOFI

Martin Picard, Ph.D., Head Search, Evaluation and Due Diligence, Biopharma R&D/External Innovation, MERCK KGAA

Jeffrey Warmke, Ph.D., Senior Vice President, External Scientific Affairs, DAIICHI SANKYO

Rebecca Holland New, Group Vice President, Global Business Management, THERMO FISHER SCIENTIFIC

John Adamou, Vice President, Corporate and Business Development, RHEALTH

KEY TAKEAWAYS

- The Impact of Policy Changes and Tax Reform on the Deal-Making Landscape
- Consolidation, Divestitures and Leveraging Licensing As an Effective Portfolio Management Strategy
- Effectively Evaluate Digital Health Targets by Asking the Right Questions
- Deal Structures and Business Models That Can Help De-Risk Collaborations With Partners in China and Emerging Markets
- Key Factors for the Successful Integration of an Acquired or Licensed Product/Portfolio
- Hear from Additional Featured Speakers Representing Akrimax, Daiichi Sankyo, Helsinn Therapeutics, Mallinckrodt, rHealth, Sunovion Pharmaceuticals and more!

Sponsors

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The life science industry is going through a transition, and companies have become more conservative and risk-averse with their spending. Gone are the days of lavish R&D funding, as organizations consolidate their product portfolios and strategic focus to ensure their position as market leaders in a specific therapeutic area.

With a range of innovative health solutions and cutting-edge research led by biotechs, academic institutions, and incubators, companies often look to the marketplace for opportunities to bolster their product portfolios rather than fund internal research and development. As the industry transitions to an outsourced model for R&D, it is important for companies to develop a robust checklist to ensure they are conducting an efficient due diligence on all business development opportunities.

The 5th Due Diligence Summit for Life Sciences is the leading platform for the due diligence community to address the various challenges facing life science companies of all sizes. This annual event provides the opportunity for seasoned executives to explore how the current global healthcare landscape can impact deal-making, while also providing valuable insight for professionals new to the field on how to conduct efficient and effective due diligence.

Topics to be discussed in 2018 include:
- The Impact of Policy Changes and Tax Reform on the Deal-Making Landscape
- Consolidation, Divestitures and Leveraging Out-Licensing As an Effective Portfolio Management Strategy
- Effectively Evaluate Digital Health Targets by Asking the Right Questions
- Deal Structures and Business Models That Can Help De-Risk Collaborations With Partners in China and Emerging Markets
- Key Factors for the Successful Integration of an Acquired or Licensed Product/Portfolio

I look forward to seeing you in Boston!

Sincerely,

Zohaib Sheikh
Senior Conference Director
ExL Events, a division of Questex, LLC

“I work in due diligence and this was right up my alley. Content was spot on with the right people invited to present.”
—Director, Commercial Assessment, SHIRE

VENUE INFORMATION
Hilton Boston Logan Airport
One Hotel Drive
Boston, MA 02128

To make reservations, please call 1-800-HILTONS and request the negotiated rate for ExL’s 5th Due Diligence. You may also make reservations online using the following weblink: http://bit.ly/2nU3K8k. The group rate is available until April 24, 2018. Please book your room early, as rooms available at this rate are limited.

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WHO SHOULD ATTEND

This conference is designed for representatives from pharmaceutical, medical device, and biotechnology companies with responsibilities in the following areas:
- Due Diligence
- Business Development
- Licensing
- Alliance Management
- Mergers and Acquisitions
- Intellectual Property/Patent Counsel
- Search and Evaluation
- Portfolio Management
- Scientific Assessment
- General Counsel/Corporate Counsel
- Legal and Regulatory Compliance
- Regulatory Affairs
- Research and Development
- Commercial Assessment/Strategy
- Business/Strategic Planning

This conference is also of interest to:
- Due Diligence/M&A Advisors
- Accounting/Tax Advisors
- Management/Strategy Consultants
- Law Firms
- Investment Banks
- Private Equity Firms
- Venture Capitalists
- Data Room Providers
- Regulatory Affairs and Compliance Partners

SPONSORSHIP AND EXHIBITION OPPORTUNITIES

Do you want to spread the word about your organization’s solutions and services to potential clients attending this event? Take advantage of the opportunity to exhibit, underwrite an educational session, host a networking event or distribute promotional items to attendees. ExL Events will work closely with you to customize a package that will suit all of your needs.
Registration and Continental Breakfast

Chairperson’s Opening Remarks
Mike Myers, Senior Director, Lilly Research Labs — Due Diligence, ELI LILLY

Key "Soft" Factors to Enable a Successful Collaboration
- Establish internal strategic objectives that will allow you to gain executive management support and commitment
- Build a team of competent experts asking the right questions and setting realistic plans
- Collaborate early during due diligence and expand during program transition
Martin Picard, Ph.D., Head, Search, Evaluation and Due Diligence, Biopharma R&D/External Innovation, MERCK KGAA

Address Show-Stoppers Early on to Optimize the Due Diligence Process
- Outline what should be considered a show-stopper for biopharma M&A deals
- Understand which obstacles can be addressed early on versus those that cannot
- Share best practices and case studies on how to address early pitfalls
- Leverage external resources to identify these challenges early in the process
Brad Payne, MBA, Vice President, ARTISAN HEALTHCARE CONSULTING

Networking Break

Lead Effective Due Diligence to Inform Deal Decisions
- Outline some of the key foundational transferable skills one must hone to be effective
- Leverage experienced team members as a way of mitigating gaps in a diligence leader’s experience
- Optimize your process to support objective decision-making that serves the organization
Mike Myers, Senior Director, Lilly Research Labs — Due Diligence, ELI LILLY

Optimize Your Diligence Projects Using the Right Tools
- Consider the impact of an end-to-end tool for managing diligence projects
- Identify key experts, the right questions to ask, and capture all expert feedback in one place
- Harmonize processes across different partnering teams to improve efficiency, usability and consistency
- Consider the benefits of having an instantaneous process for generating full diligence reports
Shanker Shrestha, Head of Customer Success (US), INOVA SOFTWARE

CROSS-FUNCTIONAL COLLABORATION

The Strategic Value of an Efficient R&D-Commercial Interface During Clinical-Stage Due Diligence
- Consider the benefits of enabling the R&D and commercial interface early in the diligence process
- Ensure strategic alignment with market positioning, patient population, development strategy and how it translates to market value
- Establish expectations and timing around the development of the clinical program and interaction of commercial assessment
Mike DeRidder, Global Head Oncology Cell Therapy Commercial Strategy, GLAXOSMITHKLINE
Marc S. Ballas, Medical Director, R&D, GLAXOSMITHKLINE

Regulatory Affairs As a Strategic Partner in Licensing and Acquisition Processes
- Highlight the value your regulatory affairs colleagues bring at various stages of development
- Evaluate how risks and opportunities have been managed in the development plan and aligned with guidance from the health authorities
- Ensure cross-functional teams respect and firewall confidential information
- Recognize the importance of integration planning
Paul Nitschmann, Executive Director, Regulatory Therapeutic Area Head, Cardiovascular, CNS, Bone, AMGEN

Networking Break

Case Study: The Spin on Spins
- Hear how Mallinckrodt was spun out from Covidien
- Consider the key value-driving elements that must be addressed in a spin out
- Map a plan to efficiently prepare for the spin out
- Understand the real value of keeping a close eye on pro forma financial expectations
Rick Hoyt, Vice President, Business Development and Licensing, MALLINCKRODT

Panel: Maximize Your Portfolio Value Through Out-Licensing and Product Divestitures
- Consider the strategic focus for a company’s product portfolio
- Identify key players and the opportunity for synergies in the marketplace
- Highlight the role of due diligence in determining out-licensing and alternative deal structures
- Discuss creative ways to extend the commercial viability of deprioritized assets (e.g., investigator-initiated trials, patient advocacy support, etc.)
Alex Chang, Ph.D., Executive Director, Business Development, HELSINN THERAPEUTICS (U.S.)

Day One Concludes
8:00  Continental Breakfast

9:00  Chairperson's Recap of Day One
Mike Myers, Senior Director, Lilly Research Labs — Due Diligence, ELI LILLY

DIGITAL HEALTH SPOTLIGHT

9:15  Key Questions to Ask When Evaluating Digital Health Targets
- Define "digital health" and the different use cases or product categories that fall under this umbrella
- Understand the impact technology can have on the efficiency and effectiveness of your operations or product portfolio
- Analyze different valuation approaches and how it can be difficult to monetize or attribute a value to the benefits of digital health assets
- Consider key questions to ask during the diligence process
Rachel Sha, Head, Digital Business Development and Licensing, SANOFI

10:00  Different Models of Collaboration for Working With Digital Health Companies
- Review preferred models of collaboration with pharma partners from the perspective of a diagnostics biotech company
- Gain insight into the importance of aligning the value proposition
- Implement the appropriate deal framework that aligns with the parties' objectives
John Adamou, Vice President, Corporate and Business Development, RHEALTH

10:45  Networking Break

ALLIANCE MANAGEMENT

11:15  Plan for the Longevity of External Alliances
- Establish a partnering culture within your company
- Identify clear and specific alliance and partnering goals
- Evaluate the scientific, financial and cultural feasibility of a potential partnership
- Discuss proactive steps to ensure the success of a collaboration
Jeffrey Warmke, Ph.D., Senior Vice President, External Scientific Affairs, DAIICHI SANKYO

12:00  Integration of Alliance Management in the Deal-Making Process
- Highlight why Alliance Management is a key function of the overall business development process/contract life cycle
- Explore how can alliance management get involved earlier in the deal-making process, transferring knowledge and experience of managing partnerships
- Understand efficiency and inefficiencies of separated vs. integrated alliance management and business development function with real-world examples
Catherine Abbadie, Ph.D., Senior Director, Search, Evaluation and Alliance Management, Corporate Development and Licensing, SUNOVION PHARMACEUTICALS

12:45  Luncheon

1:45  Properly Value Non-Corporate Assets and Commercial Infrastructure
- Consider the risks and benefits of building a commercial team in the U.S. market versus acquiring a company/product and its existing infrastructure
- Highlight the different challenges for foreign companies versus emerging U.S. biotech/pharma companies
- Examine the challenges in valuing non-tangible assets such as corporate name/reputation, know-how, and personnel
- Discuss soft issues like corporate culture (drug discovery versus commercial companies; foreign versus U.S. companies) that can destroy value and share suggestions about how to recognize and mitigate potential challenges
Walter Sandulli, MBA, Vice President, Business Development and Licensing (M&A), AKRIMAX PHARMACEUTICALS

2:30  Optimize Synergy and Performance Post-Integration: A Playbook for Success
- Gain valuable insight on the impact company culture can have on the success of integrating the workforce post-merger or acquisition
- Understand the importance of culture in achieving a successful integration after a merger or acquisition
- Recognize the business risks related to culture clashes
- Learn how to implement an effective integration strategy — focus on culture and value creation
Rebecca Holland New, Group Vice President, Global Business Management, THERMO FISHER SCIENTIFIC

3:15  Chairperson’s Closing Remarks
Mike Myers, Senior Director, Lilly Research Labs — Due Diligence, ELI LILLY

3:30  Conference Concludes

“This conference improved my understanding of other aspects of diligence and helped me learn how other companies manage their processes.”
—Director, CMC Business Development, PFIZER
**Ways to Register**

Phone: 201 871 0474  
Online: FDANewswatch.com  
Email: register@pmaconference.com  

Registration Fees for Attending ExL’s 5th Due Diligence Summit for Life Sciences

**Early Bird Pricing**  
Register by March 31, 2018

**Conference**  
$1,895

**Standard Pricing**  
Register After March 31, 2018

**Conference**  
$2,095

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**Conference**  
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Do you have a question or comment that you would like addressed at this event? Would you like to get involved as a speaker or discussion leader?

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