

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

14.40 - 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	Philippe Rozo , Business Development, Recordati France
Germany	Robert Welte , Head Market Access, GSK Pharma Germany
Italy	Roberto Girardello , Head of Market Access and Health Policy, Abbvie Italy
Spain	Rafael Cabrera , Head of Market Access, UCB Spain
UK	TBC

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
