

THE 1ST ANNUAL BioExec Institute Retreat

Thursday, March 3rd – Saturday, March 5th 2005, The Four Seasons, Palm Beach

Co-Sponsored by
MPM Capital
Techno Venture Management

Wednesday 2nd March 2005

19.30 A Welcome Cocktail Reception at The Four Seasons Pool Terrace

Thursday 3rd March 2005

08.00 Registration & Breakfast Buffet, The Royal Poinciana Ballroom

Drug Development & Commercialization

09.00 *Opening Welcome:*

[Stelios Papadopoulos, Ph.D.](#), Vice Chairman, SG Cowen

09.05 *Trends Impacting Drug Development And Commercialization*

How Might These Trends Impact On The Biopharma/Biotech Ecosystem And Business Models?

- [G. Steven Burrill](#), CEO, Burrill & Company
- [Peter Wirth](#), Executive Vice President, Genzyme
- [Mervyn J. Turner, Ph.D.](#), Senior Vice President, Worldwide Licensing and External Research, Merck Research Laboratories
- [Jean-Pierre Sommadossi, Ph.D.](#), CEO & Chairman of the Board, Idenix Pharmaceuticals

10.15 Coffee Break

10.45 Open Roundtable Discussions:

These roundtable sessions are a less formal and more interactive way in which to industry issues. Each table, holding approx. 8 persons, is facilitated by a Chairperson and allocated a topic for discussion for approx. 40 minutes. The discussions will take place simultaneously and at the end of the session, the Chairpersons are each invited to give a brief synopsis on their table's discussion to provide comparison with the feedback from the other table of the same topic.

Session Facilitator: Susan J. Ward, Ph.D., Advisor to Biotechnology

Getting a Better ROI In R&D

This discussion is likely to address topics such as:

Virtual companies/radical outsourcing, Asia/China, IT, the role of philanthropy, will pre-competitive consortia become the norm? Will Biotech share infrastructure with other companies? Will drug developers allow sharing of safety databases to mine for insights to the common good? Will "personalized medicines" offer a better productivity model?

- Chair: [Alex Barkas, Ph.D.](#), Managing Director, Prospect Venture Partners
- Co-Chairs: [Gert Gaspritz](#), TVM & [Leslie J. Browne](#), President & CEO, Pharmacopeia Drug Discovery, Inc

The Role Of Biotech – To Discover? To Develop? To Commercialize?

This discussion is likely to address topics such as:

Will Biotech become the "innovation engine" while Pharma becomes the pivotal trials and marketing machine? i.e. will the model become more horizontal? Can Biotech attain adequate rewards if they don't commercialize their products? Can a specific Biotech reproducibly innovate to Phase 2a again and again – or are we looking at new companies each time?

- Co-Chairs: [Dr. Robert Wills](#), Vice President, Alliance Management, Pharmaceuticals Group, Johnson & Johnson & [Michael C. Nehls](#), M.D., Ph.D, CEO, Ingenium Pharmaceuticals AG
- Chair: [Lisa Ricciardi](#), Senior Vice President, Licensing & Development, Pfizer, Inc.

How Do We Sustain Innovation In The Absence Of VC-Funding Of Early Stage Technology

This discussion is likely to address topics such as:

The role of academia, newer institutes like Scripps Florida, FDA and the critical path, old entrepreneurs, the shift in focus to technologies directed to development, will Pharma decide to "commission" development of technology that is important to them?

- Chair: [Mervyn J. Turner, Ph.D.](#), Senior Vice President, Worldwide Licensing and External Research, Merck Research Laboratories
- Chair: [Dennis Purcell](#), Senior Managing Director, Perseus-Soros Pharmaceutical Fund

12.00 - 13.30

Lunch

Open Session & Group Activities

- A Golfing Afternoon
- Beach Group Activities

Cocktail & Dinner Reception At Mar-A-Lago

An opportunity for everyone to dine out together in one of Palm Beach's most exclusive clubs, owned by Donald Trump.

Friday 4th March 2005

08.00 Breakfast Buffet, The Royal Poinciana Ballroom

Investment Outlook

09.00 Opening Presentation: Financing Trends
[Stelios Papadopoulos, Ph.D.](#), Vice Chairman, SG Cowen

09.20 Investor Sessions with:

- [G. Steven Burrill](#), CEO, Burrill & Company
- [Ansbert Gadicke, M.D.](#), Founding General Partner & Chairman, MPM Capital
- [Dennis Purcell](#), Senior Managing Director, Perseus-Soros Pharmaceutical Fund

10.05

- [Jean-François Formela M.D.](#), Senior Partner, Atlas Venture
- [Michael Lytton](#), General Partner, Oxford Bioscience Partners
- [Alex Barkas, Ph.D.](#), Managing Director, Prospect Venture Partners
- [Helmut M. Schühler, Ph.D.](#), Managing Partner, TVM

10.50 Coffee Break

11.15 Open Roundtable Discussions:

These roundtable sessions are a less formal and more interactive way in which to meet with your peers and discuss key issues in the industry. Each table is facilitated by a Chairperson and allocated a topic for discussion. At the end of each session, the Chairpersons will each give a brief synopsis on their table's discussion to provide comparison with the feedback from the other table of the same topic.

Session Facilitator: [Marios Fotiadis](#), Venture Partner, Advent International

Pharma As An Alternative To VC Fundraising

This discussion is likely to address topics such as:

Several Pharma have investment arms that invest in areas of import to the company. Will this investment increase or change focus? How is Pharma thinking about this?

- [Jean-Pierre Sommadossi, Ph.D.](#), CEO & Chairman of the Board, Idenix Pharmaceuticals
- [Safi Bahcall](#), President & CEO, Synta Pharmaceuticals

Achieving A Successful ROI On VC Investment

This discussion is likely to address topics such as:

VCs have lost a lot of money in recent years. Many VCs will now only invest in companies that have later stage compounds. How will the trends outlined in the earlier presentation by Stelios Papadopoulos impact on what it takes to get a return on investment?

- [Ansbert Gadicke, M.D.](#), Founding General Partner & Chairman, MPM Capital
- [Helmut M. Schühler, Ph.D.](#), Managing Partner, TVM

Monetizing Investment In Europe

This discussion is likely to address topics such as:

VC investment in Europe rarely exits through IPO. What is the future of investment in Europe? How can the innovation from EU be harnessed through VC investment?

- [Jean-Francois Formela M.D.](#), Senior Partner, Atlas Venture
- [Laurent Ganem](#), Partner, Apax Partners

12.30 - 14.00

Lunch

Open Session & Group Activities

- Deep Sea Fishing
- Beach Group Activities

19.30-22.30

Drinks Reception

Saturday 5th March 2005

10.00 – 11.30 Morning Coffee & Croissants on the Terrace