

The 9th Annual BioExec Institute Retreat
Wednesday, 20th March – Saturday, 23rd March 2013, The Ritz-Carlton Palm Beach Resort, FL

AGENDA

Wednesday 20th March

19.00 **Welcome Reception**

Thursday 21st March

08.00 **Registration & Breakfast** (Ocean Ballroom Terrace)

Group Discussion Sessions (Ocean Ballroom)

Driving Innovation

08.55 **WELCOME:** Hoda Abou-Jamra, CEO, The BioExec Institute

09.00 **INTERACTIVE PANEL: Driving Innovation for Improved Outcomes**

- *What is Pharma Innovation focused on today?*
- *Is there a lack of investible innovation or is everything fine for the needed growth?*
- *Are there any truly new models of where innovation in the life sciences is coming from? Anything outside of the drug product arena?*
- *Is the force of Innovation going to reshape the life science industry in the next 10 years?*
- *Is there any pain in the recalibration of expectations in today's eco-system for Biotech-Pharma-VC, and how are we dealing with it?*

Panellists:
 Chair: Helmut Schuehler, Chairman & Managing Partner, TVM Capital

- Torbjorn Bjerke, CEO, Karolinska Development
- Doug Giordano, Senior Vice President, Worldwide Business Development, Pfizer
- Ken Noonan, Partner, LEK Consulting
- Dennis Purcell, Senior Managing Partner, Aisling Capital

09.45 **INTERACTIVE PANEL: Driving Innovation from a Pharma Perspective**

- *Can Pharma invest enough in innovation?*
- *As a Pharma executive, should you prefer to be in in-house R&D or in in-licensing?*
- *What is the Next Big Thing in Pharma Innovation that will drive a renaissance of the ethical pharmaceutical drug market?*
- *What new models is Pharma trying out in 2013 to find new ways to interact with academia, venture capitalists, and biotech companies?*
- *If Pharma contracts directly to academia, is there a role for VCs or other external investors and if yes, why?*
- *Is Speciality Pharma a serious competition for acquiring and driving Innovation?*

Panellists:
 Chair: Darren Carroll, Vice President, Business Development, Eli Lilly and Company

- Wael Fayad, Corporate VP, Global Business Development, Forest Laboratories, Inc.
- Demetrios Kydonieus, Vice President, Strategy, Alliance & Transactions, Bristol Myers-Squibb
- Chris Seaton, Senior Vice President, Global Transactions, Bayer HealthCare Pharmaceuticals
- Robert Wills, Vice President, Alliance Management, Johnson & Johnson
- Barbara Yanni, Vice President & Chief Licensing Officer, Merck

10.30 **INTERACTIVE PANEL: Driving Innovation from a VC Perspective**

- *The growing role of Life Science Corporate VC – Is it here to stay and how best to work with the opportunity?*
- *Are angel investors a threat or a potential partnering opportunity for the classical VCs?*
- *Are VCs innovating their own business model and in what direction are they migrating?*
- *Will Limited Partners appreciate the drive to innovate the VC industry and come back?*
- *What does the VC community really think about single asset development versus company building? Where will the VCs make money and why?*
- *Is it time to review the best compositions for the Board of Directors?*

Panellists:
 Chair: Art Pappas, Managing Partner, Pappas Ventures

- Rich Aldrich, Founder & Partner, Longwood Founders Fund
- Jim Barrett, Partner, Edwards Wildman Palmer
- Cynthia Lavoie, General Partner, TVM Capital
- Ulrica Slane, Senior Portfolio Manager, AP3 Third Swedish National Pension Fund

11.15	Coffee Break (Ocean Ballroom Terrace)
11.45	<p>OPEN ROUNDTABLE DISCUSSIONS</p> <p>These roundtable sessions are a less formal and more interactive way in which to discuss industry issues. Each table, holding approx. 12 persons, is facilitated by a Moderator and guests further discuss the topics from the morning panels, effectively enabling all attendees to provide feedback and input. The discussions will take place simultaneously for approx. 30 minutes and at the end of the session, the Moderators are each invited to give a brief synopsis on their table's discussion to provide comparison for the benefit of the other tables.</p>
	<p>Topics for these open roundtable sessions follow on from the Interactive Panel Discussions.</p> <p>TABLE 1: Moderator: Daniella Beckman, SVP, CFO & Treasurer, Idenix Pharmaceuticals</p> <p>TABLE 2: Moderator: David Schechner, Managing Director, Robert W. Baird & Co. Inc.</p> <p>TABLE 3: Moderator: Darren Carroll, Vice President, Business Development, Eli Lilly and Company</p> <p>TABLE 4: Moderator: Mark Pruzanski, Founder, President & CEO, Intercept Pharmaceuticals (tbc)</p> <p>TABLE 5: Moderator: Jim Barrett, Partner, Edwards Wildman Palmer</p> <p>TABLE 6: Moderator: To be confirmed</p>
12.30	<p>OPEN ROUND TABLE SUMMARIES</p> <p>Each of the moderators will provide a summary of what their table discussed.</p>
13.30	Lunch (Ocean Ballroom Terrace)
Group Activities	
15.00 – 17.00	<p>Group Beach Activities and The Annual Retreat Soccer Match</p> <p>A private area has been set up for Retreat guests on the beach with refreshments, umbrellas, and loungers. Everyone is invited to either participate in or support the annual match on the beach which will start at <u>15.00pm</u> and, as usual, there will be champagne afterwards for the willing participants! Also available is sailing, kayaking and a masseuse.</p>
19.00	<p>Cocktail & Dinner Reception at Café Boulud</p> <p>All guests to rendezvous in the hotel foyer at 19.00pm for a transfer to Café Boulud. Return transfers to the Ritz-Carlton Palm Beach Resort start at 23.00pm.</p>
Friday 22nd March	
Group Discussion Sessions	
09.00	<p>INTERACTIVE PANEL: Capital Markets: The 'new' Form 10 IPO ... is it here to stay?</p> <ul style="list-style-type: none"> • <i>Is the model creating enough demand for an active trading environment?</i> • <i>What can company management teams do to make up for the lack of a road show?</i> • <i>Are investment banks truly expendable?</i> • <i>How do you attract research analysts for a Form 10 IPO company?</i> • <i>Will this IPO route create more liquidity from public markets?</i> • <i>Will this revive the public VC type investing?</i> <p><u>Panellists:</u> Chair: Stelios Papadopoulos</p> <ul style="list-style-type: none"> ➤ Fred Frank, Vice Chairman of Burrill & Company & Chairman of Burrill Securities ➤ Matthew Perry, Portfolio Manager, BVF Partners L.P. ➤ David Schechner, Managing Director, Robert W. Baird & Co. ➤ Christoph Westphal, CEO, Verastem
09.45	<p>INTERACTIVE PANEL: Driving Innovation through Emerging Markets Strategies</p> <ul style="list-style-type: none"> • <i>Are emerging markets important enough yet to be a real factor in corporate strategy?</i> • <i>Managing the first launch of a novel compound in Russia or China, and only then launching in the US – would this work, and what does this mean to the industry?</i> • <i>Is there a growing trend of doing more core development and registration related work in Europe?</i> • <i>Do Russia and China offer financing alternatives to the U.S.?</i> • <i>Are sovereign wealth fund going to play an increased role in bringing innovative drugs into their countries first?</i> <p><u>Panellists:</u> Chair: Marina Bozilenko, Managing Director, William Blair & Co.</p> <ul style="list-style-type: none"> ➤ Alex Martin, Senior Vice President, Corporate Development, moksha8 ➤ Timothy Walbert, CEO, Horizon Pharma (to be confirmed) ➤ Sandy Zweifach, Founder and CEO, Ascendancy Healthcare ➤ Klaus Wilgenbus, Corporate SVP, Business Development, Boehringer Ingelheim
10.30	Coffee Break

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	<p>Topics for these open roundtable sessions follow on from the Interactive Panel Discussions.</p> <p>TABLE 1: Moderator: Mary Tanner, Senior Managing Director, Burrill & Co.</p> <p>TABLE 2: Moderator: Polly Murphy, VP, Specialty Care Business Unit BD Lead, Worldwide Business Development, Pfizer</p> <p>TABLE 3: Moderator: Johnston Erwin, Vice President, Eli Lilly and Company (tbc)</p> <p>TABLE 4: Moderator: Jean-Pierre Sommadossi, Founder of Idenix Pharmaceuticals</p> <p>TABLE 5: Moderator: Torbjorn Bjerke, CEO, Karolinska Development</p> <p>TABLE 6: Moderator: Paul Sekhri, Managing Director & Operating Partner, TPG Biotech</p>
11.15	OPEN ROUND TABLE SUMMARIES
12.00	Lunch
Group Activities	
12.45	Option 1 - GOLF: Transfer departs from the hotel foyer at <u>12.45pm</u> . Return transfer is at 18.00pm.
14.00 – 17.00	Option 2 – ON THE BEACH: A private area has been set up for us with volleyball, sailing, kayaking and a masseuse!
19.00	Evening Reception
Saturday 23rd March	
10.00 – 11.00	Farewell Breakfast (The Lawn)