

# The 8<sup>th</sup> Annual BioExec Institute Retreat

Wednesday, 21st March – Saturday, 24<sup>th</sup> March 2012, The Mandarin Oriental, Miami, FL

## AGENDA

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Wednesday, 21st March – Saturday, 24<sup>th</sup> March 2012, The Mandarin Oriental, Miami, FL

Thursday 22<sup>nd</sup> March

08.00	<b>Registration &amp; Breakfast</b> (Salon 1 & Terrace)
<b>Group Discussion Sessions</b>	
08.55	<b>WELCOME:</b> Hoda Abou-Jamra, CEO, The BioExec Institute
09.00	<p><b>TALK:</b> "State of the State" by Murray Aitken, Executive Director, IMS Institute for Healthcare Informatics</p> <p><u>Topics:</u></p> <ul style="list-style-type: none"> <li>• <i>Assessing the state of the Pharma industry and Biotech</i></li> <li>• <i>How have the emerging markets changed and prospects for the 'emerging emerging markets'</i></li> <li>• <i>What is happening regarding payors and reimbursement</i></li> <li>• <i>An update on FDA issues, exit strategies and commercial considerations</i></li> </ul>
09.30	<p><b>PANEL:</b> "State of the State": A response and follow up discussion on the industry issues detailed by Murray Aitken:</p> <p><u>Topics:</u></p> <ul style="list-style-type: none"> <li>• <i>Assessing the state of the Pharma industry and Biotech</i></li> <li>• <i>Who is getting funded?</i></li> <li>• <i>How have the emerging markets changed and prospects for the 'emerging emerging markets'</i></li> <li>• <i>What is happening regarding payors and reimbursement</i></li> <li>• <i>An update on FDA issues, exit strategies and commercial considerations</i></li> </ul> <p><u>Panellists:</u></p> <p>Chair: Helmut Schühlsler, Managing Partner, TVM Capital</p> <ul style="list-style-type: none"> <li>➤ Doug Giordano, SVP, Worldwide Business Development, Pfizer</li> <li>➤ Stelios Papadopoulos</li> <li>➤ Ibis Sanchez-Serrano</li> <li>➤ Lauren Silverman, Managing Director, Novartis Venture Funds</li> <li>➤ Barbara Yanni, VP, Business Development &amp; Chief Licensing Officer, Merck</li> </ul>
10.30	<b>Coffee Break</b> (Salon 1 Terrace)

11.00	<p><b>PANEL:</b> Commercial Considerations around Biotech and Pharma Products</p> <p><u>Topics:</u></p> <ul style="list-style-type: none"> <li>• <i>In an era where all the major Rx companies have weak pipelines and large product patent expirations, is it intelligent to have large stock repurchase programs or is it more logical to enhance their collaborative programs and/or acquisitions with biotech companies?</i></li> <li>• <i>How does US patent reform affect biotech and large pharma commercialization strategies?</i></li> <li>• <i>What new forms of collaborations with biotech companies do you see emerging that either differ from past models or place an emphasis on different models (e.g., more single molecule/project based or collaborations in which the biotech brings a broad capability to an area?)</i></li> <li>• <i>How is your company approaching the need, more and more, for biomarkers and companion diagnostics? Acquire the capability or partner? Why?</i></li> <li>• <i>Why or why not: pharmaceutical companies should have venture capital funds.</i></li> </ul> <p><u>Panellists:</u></p> <p>Chair: Steve Holtzman, EVP, Corporate Development, Biogen Idec</p> <ul style="list-style-type: none"> <li>➤ Demetrios Kydonieus, Vice President, Strategy, Alliance &amp; Transactions, BMS</li> <li>➤ Ken Noonan, Partner, LEK Consulting</li> <li>➤ Kathy Williams, Partner, Edwards Wildman Palmer</li> <li>➤ Robert Wills, VP, Alliance Management, Johnson &amp; Johnson</li> </ul>
12.00	<p><b>OPEN ROUNDTABLE DISCUSSIONS</b></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 allocated a topic for discussion for approx. 30 minutes. The discussions will take place simultaneously 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><b><i>Topics for these open roundtable sessions follow on from the Opening Panel Discussions.</i></b></p> <p><b>TABLE 1:</b> <i>Assessing the state of the pharma industry and biotech</i> Moderator: John DeYoung, Vice President, Pfizer</p> <p><b>TABLE 2:</b> <i>Commercial Considerations around Biotech and Pharma Products</i> Moderator: Timothy Walbert, Chairman, President &amp; CEO, Horizon Pharma</p> <p><b>TABLE 3:</b> <i>What role will large stock repurchase programs hold in an era where all the major Rx companies have weak pipelines and large product patent expirations?</i> Moderator: Mary Tanner, Managing Director, Peter J. Solomon Co.</p> <p><b>TABLE 4:</b> <i>FDA issues, exit strategies and commercial considerations. What is their impact on the industry?</i> Moderator: Jean-Pierre Sommadossi</p> <p><b>TABLE 5:</b> <i>Getting FDA approvals and dealing with late stage requests – what is their impact on Pharma and Biotech?</i> Moderator: Kathy Williams, Partner, Edwards Wildman Palmer</p>
12.45	<p><b>OPEN ROUND TABLE SUMMARIES</b></p> <p>Each of the moderators will provide a summary of what their table discussed and the outcomes of these discussions.</p>
13.30	<p><b>Lunch</b> (Salon 1 Terrace)</p>
<b>Group Activities</b>	
15.00 – 17.00	<p><b>Group Beach Activities and The Annual Retreat Soccer Match</b></p> <p>A private area has been set up for Retreat guests on the Lawn with refreshments, umbrellas, and loungers. Everyone is invited to either participate in or support the annual Beach Soccer match which will kick off at <u>15.00pm</u> and, as usual, there will be champagne afterwards for the willing participants!</p>
19.00	<p><b>Cocktail &amp; Dinner Reception at The Villa by Barton G (The Versace Mansion)</b></p> <p>All guests to rendezvous in the hotel foyer for 19.00pm transfer departure. Return transfers to the Mandarin Oriental start at 23.00pm.</p>

## Friday 23<sup>rd</sup> March

### Group Discussion Sessions

09.00	<p><b>TALK:</b> Ibis Sanchez-Serrano, Author of "The World's Healthcare Crisis" will present the key themes of his book and how they interact with discussions and findings to date at the Retreat.</p>
09.30	<p><b>PANEL:</b> Exit Strategies</p> <p><u>Topics:</u></p> <ul style="list-style-type: none"> <li>• <i>Assessing all forms and structures of ways for biotech to "exit" including IPO, structured financings, partnerships, structured buy-outs and strategic investment by pharma</i></li> <li>• <i>The growing role of Pharma VC</i></li> <li>• <i>Reviewing alternate financing strategies</i></li> <li>• <i>What is the role of debt and IPO's in other markets outside the U.S. and EU?</i></li> </ul> <p><u>Panellists:</u></p> <p>Chair: Stelios Papadopoulos</p> <ul style="list-style-type: none"> <li>➤ Richard Aldrich, Founder &amp; Partner, Longwood Founders Fund</li> <li>➤ Marina Bozilenko, Managing Director, William Blair &amp; Co.</li> <li>➤ Mary Tanner, Managing Director, Peter J. Solomon Co.</li> <li>➤ Art Pappas, Managing Partner, Pappas Ventures</li> <li>➤ Peter Reikes, Vice Chairman, Stifel Nicolaus Weisel</li> <li>➤ Gino Santini, President, Santini Gino</li> </ul>
10.15	<p><b>PANEL:</b> Emerging Markets</p> <p><u>Topics:</u></p> <ul style="list-style-type: none"> <li>• <i>Where should we be looking?</i></li> <li>• <i>What are the up and coming "hot" markets for biotech and pharma products?</i></li> <li>• <i>The growth of "Emerging" Emerging Markets</i></li> <li>• <i>The Role of China as an "Emerged" Market and how it's role as "go-to" emerging market has morphed</i></li> </ul> <p><u>Panellists:</u></p> <ul style="list-style-type: none"> <li>➤ Darren Carroll, Vice President, Business Development, Eli Lilly</li> <li>➤ Polly Murphy, VP, WRD Business Development, Pfizer</li> <li>➤ Christopher Seaton, SVP, Global Transactions, Bayer HealthCare Pharmaceuticals</li> <li>➤ Klaus Wilgenbus, Corporate SVP, Boehringer Ingelheim</li> <li>➤ Sandy Zweifach, CEO - US Operations, Ascendancy Healthcare</li> </ul>
11.00	<p><b>OPEN ROUNDTABLE DISCUSSIONS</b></p> <p><b>Topics for these open roundtable sessions follow on from the Opening Panel Discussions.</b></p> <p><b>TABLE 1:</b> <i>Reviewing alternate financing strategies</i> Moderator: Demetrios Kydonieus, Vice President, Strategy, Alliance &amp; Transactions, BMS</p> <p><b>TABLE 2:</b> <i>What are the up and coming "hot" markets for biotech and pharma products?</i> Moderator: Meeta Chatterjee, Head, Global Out Licensing &amp; Asset Management, Merck</p> <p><b>TABLE 3:</b> <i>Assessing all forms and structures of ways for biotech to "exit" including IPO, structured financings, partnerships, structured buy-outs and strategic investment by pharma</i> Moderator: Marina Bozilenko, Managing Director, William Blair &amp; Co.</p> <p><b>TABLE 4:</b> <i>What is the role of debt and IPO's in other markets outside the U.S. and EU?</i> Moderator: Marc Kozin, Head of Life Sciences Practice, L.E.K. Consulting</p> <p><b>TABLE 5:</b> <i>The growing role of Pharma VC</i> Moderator: Paul Sekhri, Head, Biotech Ops Group, TPG Biotech</p>
11.30	<p><b>OPEN ROUND TABLE SUMMARIES</b></p>
12.00	<p>Lunch</p>
<h3>Group Activities</h3>	
13.00	<p><b>Option 1 - GOLF:</b> Transfer departs from the hotel foyer at <u>13.00pm</u>. Return transfer is at 18.00pm.</p>
14.30 – 17.00	<p><b>Option 2 – ON THE MANDARIN ORIENTAL BEACH:</b> A private area has been set up for us.</p>
13.30 – 17.30	<p><b>Option 3 – BOAT TRIP:</b> Transfer departs from hotel foyer at 13.30pm. Return transfer at 17.00pm.</p>
19.00	<p><b>Evening Dinner at Villa Azur</b> (Transfer from hotel foyer at <u>19.00pm</u> . <u>19.15pm</u> transfer departure for <u>golfers</u>. Return transfers at 23.00pm &amp; 23.30pm_)</p>
<h2>Saturday 24<sup>th</sup> March</h2>	
10.00 – 11.00	<p><b>Farewell Breakfast</b></p>

