The 10th Annual BioExec Institute Retreat

Wednesday, 2nd April - Saturday, 5th April 2014, The Breakers, Palm Beach, FL

AGENDA

LEAD SPONSOR: TVM Capital

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Wednesday, 2nd April	
19.00 – 22.00	**The Welcome Cocktail Reception** (The Mediterranean Courtyard) SPONSORED BY: L.E.K.
Thursday, 3rd April	
08.00	**Registration & Breakfast** (The Seafood Bar)
Group Discussion Sessions (The Mediterranean Ballroom)	
08.55	**WELCOME:** Hoda Abou-Jamra, CEO, The BioExec Institute
09.00	**INTERACTIVE PANEL: The Defining Topic In Early 2014: The Amazing Strength Of The U.S. IPO Market For Biotechs: What Does It Mean To All Of Us And How Will It Influence Strategy?** • *After so many years of private fundings and no IPOs, is it a disappointing result that after 50 IPOs market participants started talking about less worthy companies coming to the market?* • *Does this market mean anything specific for the Biotech community's business models?* • *Are the reasons for this bull market in Biotech's intrinsic values or the type of risk it represents?* • *The public fundraising frenzy continues unabated. Does anyone hear the sirens?* • *Will the current market environment have a measurable impact on deals on the Pharma side?* <u>Panellists:</u> Chair: Helmut Schuehsler, Chairman, TVM Capital Group, CEO & Chairman, TVM Capital Healthcare Partners ➢ Marina Bozilenko, Managing Director, William Blair & Co. ➢ Guy MacDonald, President & CEO, Tetraphase Pharmaceuticals ➢ Stelios Papadopoulos, Chairman, Exelixis ➢ David Schechner, Managing Director, Robert W. Baird & Co.
09.45	**INTERACTIVE PANEL: Where Does Pharma Find Itself With Increasing Competition For Assets From The Capital Markets: The Upsides And Downsides Of The Current IPO Boom?** • *Will demand from Pharma be higher for good companies, now that there is "competition"?* • *Is it "easier" for Big Pharma to buy public companies?* • *Does Big Pharma see itself as benefitting from the IPO window that allows Biotech to create more mature assets?* • *Is there another shift of "leverage", this time in favour of Biotech? Can companies hold on to their products for longer to build a sustainable business? .* <u>Panellists:</u> Chair: Doug Giordano, SVP, Worldwide Business Development, Pfizer ➢ Graham Brazier, VP, Business Development, Bristol-Myers Squibb (to be confirmed) ➢ Wael Fayad, Corporate VP, Global Business Development, Forest Laboratories ➢ Robert Wills, VP, Alliance Management, Johnson & Johnson

10.30	• **INTERACTIVE PANEL: Will The Current Biotech Window Change The Fate Of The Life Science Venture Capital Industry: The Strategy Of The Have And Have Nots, Revisited?** • *Does the IPO window tempt VCs to start building fully fledged discovery and development companies again?* • *What does the market tell us right now about the virtual asset development model?* • *Are there any messages for the financing of innovation in this industry from the recent revival?* • *Big Pharma has played a very important role in the last few years in getting early-stage companies funded. Will the trend towards Corporate VC continue? Will the independent VC be crowded out?* • *Is Big Pharma becoming an important strategic factor for the VC community as Limited Partners or is there hope for a revival of the interest of the financial investor for LS VC?* • *How important are the crossover funds for private Biotech financings these days?* • *How does the VC industry interact and build relationships with the crossover funds?* Panellists: ➢ Chair: Rich Aldrich, Founder & Partner, Longwood Fund ➢ Fred Frank, Vice Chairman of Burrill & Company & Chairman of Burrill Securities ➢ Timm Jessen, EVP Business Development EVT Innovate, Evotec ➢ Art Pappas, Managing Partner, Pappas Ventures ➢ Lauren Silverman, Managing Director, Novartis Venture Funds ➢ John Westwood, Managing Director, L.E.K. Consulting
11.15	**Coffee Break**
11.45	**OPEN ROUNDTABLE DISCUSSIONS** These roundtable sessions are a less formal and more interactive way in which to discuss industry issues. Each table, holding approximately 12 people, 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 approximately 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.
	Topics for these open roundtable sessions follow on from the Interactive Panel Discussions: **TABLE 1**: Will the next frontier be the really big and worldwide specialty Pharma companies? *Moderator: Chris Seaton, SVP, Bayer HealthCare* **TABLE 2:** How does Big Pharma position itself as the partner and/or investor of choice? *Moderator: Barbara Yanni* **TABLE 3**: How attractive as partners are the mid-sized Pharma players? *Moderator: David Colpman, Head of Global Business Development, Shire* **TABLE 4:** Have we seen exciting and positive outcomes of Big Pharma - VC collaborations yet? *Moderator: Reinhard Ambros, Global Head Novartis Venture Funds, Novartis International, AG* **TABLE 5**: There was a time when CROs wanted to play the asset development game. Are they out? *Moderator: Timothy Noyes, President & CEO, Proteon Therapeutics* **TABLE 6**: What are the key areas of true innovation these days? Is there enough private funding for it? *Moderator: David Berry, Partner, Flagship Ventures* **TABLE 7**: What are market introductions like Gilead's Sovaldi for HCV do to pricing under increasing financial constraints? *Moderator: TBC*
12.30	**OPEN ROUND TABLE SUMMARIES** Each of the Moderators will provide a summary of what their table discussed.
13.30	**Lunch** (Ocean Lawn)
Group Activities	
15.00 – 17.00	**Group Activities on the Lawn** A private area has been set up for Retreat guests on The Breakers Lawn for a special 10th Anniversary Croquet Tournament.
18.45	**Black Tie Cocktail & Dinner Reception** All guests to rendezvous in the hotel foyer at 18.45pm for a transfer to a special venue for the Thursday evening dinner reception at Mar-a-Lago. Return transfers to The Breakers start at 23.00pm.

Friday, 4th April	
08.00	**Breakfast** (The Seafood Bar)
Group Discussion Sessions (The Mediterranean Ballroom)	
09.00	**INTERACTIVE PANEL: The Biotech Business Model: Does The Current Capital Market Influence The Entrepreneurial Decision On Business Model?** • *Are the VCs that have taken on the virtual asset development model proven wrong by the current bull market in Biotech?* • *How does the VC industry translate the current fundraising climate in lasting and sustainable success in their own attractiveness to Limited Partners?* • *What is the secret of a successful VC fundraise today?* • *Which are the companies that get funded today?* • *Are the many collaborations and partnerships between Big Pharma and Biotech working well enough to create sustainable value for all stakeholders?* Panellists: Chair: Ivana Magovcevic-Liebisch, SVP, Global Business Development, Teva Pharmaceuticals ➢ Jim Barrett, Partner, Edwards Wildman Palmer (to be confirmed) ➢ Matthew Perry, President & Portfolio Manager, BVF Partners ➢ Luc Marengère, Managing Partner, TVM Life Science Management ➢ Jean-Pierre Sommadossi, CEO, Atea Pharmaceuticals
10.00	**INTERACTIVE PANEL: Innovation In The Business Of Pharma: Emerging Markets And Integrated Care: What Is The More Important Trend?** • *Has the need of emerging markets woken up the world to the fact that efficient and sustainable healthcare delivery is the sound basis of healthcare market economics and development?* • *What really matters to deliver products and services to over 3 billion people in rapidly emerging markets successfully?* • *How to be a successful innovator in emerging markets: only products, or service bundles?* • *Is healthcare in 30 years still thinkable in "silos" of Pharma, devices, diagnostics and care delivery?* • *What is the role of eHealth/Healhtcare IT in emerging markets and integrated care?* Panellists: Chair: Darren Carroll, Vice President, Business Development, Eli Lilly & Co. ➢ Hoda Abou-Jamra, Founding Partner, TVM Capital Healthcare Partners ➢ John DeYoung, VP, Worldwide Business Development, Pfizer (to be confirmed) ➢ Alex Martin, SVP, Corporate Development, moksha8 Pharmaceuticals ➢ Sandy Zweifach, Founder & CEO, Ascendancy Healthcare
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	Topics for these open roundtable sessions follow on from the Interactive Panel Discussions: **TABLE 1**: Is there an impact of Obamacare and the emerging care models on healthcare internationally? *Moderator: Mary Tanner, Senior Managing Director, Burrill Securities, Burrill & Co.* **TABLE 2**: The US is back in the driver's seat of Biotech industry development. What does this mean for the rest of the world? *Moderator: Ulrica Slane, Senior Portfolio Manager, AP3* **TABLE 3**: Emerging markets and "best practice": what can the West learn from new models in the East? *Moderator: Rekha Hemrajani, Former VP, Head of Licensing, Onyx Pharmaceuticals* **TABLE 4:** Is the US going to be strong player in biosimilars any time soon? *Moderator: Jon Piper, Managing Director, L.E.K. Consulting* **TABLE 5:** Do emerging market players have a lead in biosimilars and will it be sustainable? *Moderator: TBC* **TABLE 6:** Integrated Care: another buzz word that has not teeth? *Moderator: TBC*

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13.00	**Lunch** (Ocean Lawn)
Group Activities	
13.40	**Option 1 - GOLF:** Transfer departs promptly from the hotel foyer at 13.45pm.
14.00 – 17.00	**Option 2 - ON THE BEACH:** A private area has been set up for us with beach activities.
19.00	**Evening Reception** (Ocean Terrace)
Saturday, 5th April	
10.00-11.00	**Farewell Breakfast** (The Mediterranean Ballroom)