

The 13th Annual BioExec Institute Retreat

Wednesday, 29th March - Saturday, 1st April 2017, Eau Palm Beach Resort & Spa, FL

AGENDA

Welcome to the 13th Annual BioExec Institute Retreat in Palm Beach where, once again, 80 distinguished speakers, panelists and participants will gather to debate major industry topics while connecting at a personal level and having time for deal-making and social activities together. We continue to believe in the value of small high-level industry events like this, where we always meet old friends and business partners, as well as welcome new entrants.

Wednesday, 29 March 2017	
19.00 – 22.00	The Welcome Cocktail Reception (The Breeze Bar, Eau Palm Beach Resort)
Thursday, 30 March 2017	
08.00 – 09.00	Registration (Ocean Ballroom Foyer) & Group Breakfast (The Ocean Ballroom Terrace)
Group Discussion Sessions (The Ocean Ballroom, Eau Palm Beach Resort)	
09.00 – 09.05	Welcome from The BioExec Institute CEO: Hoda Abou-Jamra
09.05 – 09.10	Session Chairperson A welcome from the Session Chairperson and an introduction to the morning proceedings.
09.10 – 09.20 (10 mins)	Introducing Newcomers: New attendees will be welcomed by the Session Chair and invited to introduce themselves to the group.
09.20 – 10.20 (1 hour)	Interactive Panel: Global Life Sciences Outlook <i>Life sciences sector growth is closely tied to global health care expenditures which, in 2017 and successive years, are expected to be fueled by increasing demand from an aging population and the burgeoning prevalence of chronic and communicable diseases. This 2017 outlook reviews the current state of the global life sciences sector; explores trends and issues impacting market segments and individual organizations; and suggests considerations for stakeholders as they seek to grow revenue and market share.</i> <u>Panellists A-Z by surname:</u> Panel Chair: Helmut Schuehler, Chairman & CEO, TVM Capital Healthcare <ul style="list-style-type: none"> • Karen Bernstein, Co-Founder & Chairman, BioCentury • Meeta Chatterjee, Head, Office of Business Strategy and Operations, Merck • Stelios Papadopoulos, Chairman, Biogen • Dennis Purcell, Founder and Senior Advisor, Aisling Capital
10.20 – 10.40 (20 mins)	Social & Refreshment Break
10.40 – 10.50 (10 mins)	Panel Foreword: Inauguration 2017: What Does the New Administration Mean to the Industry? ➤ James Greenwood, President & CEO, Biotechnology Innovation Organization
10.50 – 11.40 (50 mins)	Interactive 'Biotech CEO' Panel: Inauguration 2017: What Does the New Administration Mean to the Industry? <i>Now that the 45th President of the United States has taken office, changes are being seen in a multitude of areas. What does this mean to the Life Sciences Industry? In this interactive session we will discuss:</i> <ul style="list-style-type: none"> • ACA – What will Trump-Care bring to the industry? The latest developments on MACRA/MIPS? • Immigration Reform – Will this change our talent management pools? • New Regulations – What do we foresee changing and how will that affect the industry? • FDA – Where do we believe the FDA will enact changes to affect go-to-market strategies and pricing? • Business Model Evolution – what works today and will work in the years to come? <u>Panellists A-Z by surname:</u> Panel Chair: Robert Carey, Chief Business Officer, Horizon Pharma <ul style="list-style-type: none"> ➤ James Greenwood, President & CEO, Biotechnology Innovation Organization ➤ Ken Horne, CEO, Symic Bio ➤ Vimal Mehta, Chairman & CEO, BioXcel Corporation ➤ Bill Newell, CEO, Sutro Biopharma ➤ Jean-Pierre Sommadossi, Chairman & CEO, Atea Pharmaceuticals
11.40 – 12.00	Social & Refreshment Break

(20 mins)	
12.00 – 12.30 (30 mins)	<p>OPEN ROUNDTABLE DISCUSSIONS</p> <p><i>These roundtable sessions are an informal and interactive way to discuss industry issues. Each table holds approx. 12 persons and is facilitated by a Moderator, enabling all attendees to provide feedback and input. The discussions take place simultaneously for 30 minutes and the Moderators then give a brief 5 minute synopsis on their table's discussion for the benefit of the other tables.</i></p> <p>TABLE 1: The Year of the Patient: A more flexible, interactive approach to increase your chances of regulatory and commercial success Moderator: Ivana Magovcevic Liebisch, SVP & Head of Global Business Development, Teva</p> <p>TABLE 2: The Biggest Points of Contention in Pharma – Biotech Deal Making Today Moderator: Mike Grissinger, VP, Business Development, Johnson & Johnson Innovation / Janssen Business Development</p> <p>TABLE 3: Innovations in the Field of Cancer Moderator: Rob Wills, Executive Chairman, GTx, Inc</p> <p>TABLE 4: What are the best win/win BD structures between Biotech and Big Pharma? Moderator: Paul Sekhri, CEO, Lycera</p> <p>TABLE 5: The Value Equation Tipping Point: Finding New Ways to Define Value Moderator: Alex Martin, CEO, Realm Therapeutics</p> <p>TABLE 6: Driving Opportunities: New Business Models in the Healthcare Industry Moderator: Stephen Knight, President & Managing Partner, F-Prime Capital Partners</p>
12.30 – 13.00 (30 mins)	<p>OPEN ROUND TABLE SUMMARIES</p> <p>The Session Chair will invite each of the roundtable moderators to provide a brief 5 minute summary of what their table discussed.</p>
13.00 – 14.30 (1 hour 30 mins)	Lunch
15.00 – 17.00 (2 hours)	<p>Group Activities on the Beach</p> <p>A private area has been set up for Retreat guests on the hotel beach for beach activities including group soccer, sailing, kayaking and chair massages.</p>
19.00 – 23.00 (4 hours)	<p>Cocktails, Canapes, Croquet & Dinner Reception at The National Croquet Center of West Palm Beach</p> <p>Please meet in Eau Palm Beach Resort lobby at 18.55pm for a group bus transfer that will depart at 19.00pm. Return bus transfers are available at 23.00pm, 23.15pm and 23.30pm.</p>
Friday, 31 March 2017	
08.00 – 09.00	Group Breakfast (The Ocean Ballroom Terrace, Eau Palm Beach Resort)
Group Discussion Sessions (The Ocean Ballroom, Eau Palm Beach Resort)	
09.00 – 10.00 (1 hour)	<p>Interactive Panel:</p> <p>A Prescription for Change: Navigating Proposed Tax Law Changes</p> <p><i>Under the Trump Administration, most pharmaceutical companies and bio-tech organizations have begun bracing themselves for potential changes in pricing and tax laws. Proposed changes will impact all aspects from supply chain, pricing, capital structures and deal modelling. In this interactive session, dialogue will revolve around issues such as:</i></p> <ul style="list-style-type: none"> • Reduction in the corporate income tax rate and what this means for competitiveness • Repatriation of capital for US domiciled pharmaceuticals • Border adjustable consumption-type tax • Full expensing of tangible and intangible property • No net interest deduction and loss of many business tax credits and deductions • Orphan Drug Credit <p><u>Panellists A-Z by surname:</u></p> <p>Panel Chair: Deborah Baron, Vice President, Worldwide Business Development, Pfizer</p> <ul style="list-style-type: none"> ➤ Graham Antony, CFO, Biovista ➤ Darren Carroll, SVP, Corporate Business Development, Eli Lilly & Co. ➤ Eric Shaff, EVP & CFO, Seres Therapeutics
10.00 – 10.20 (20 mins)	Social & Refreshment Break
10.20 – 11.20 (1 hour)	<p>Interactive 'Finance' Panel</p> <p><i>The Biotech capital markets have been volatile over the past 2 years. Currently, competition is increasing, volumes slowing, and payer leverage ramping. There is a lack of clarity in the new Trump administration's stance towards research spending, the NIH, ACA, and drug pricing paradigms. Nevertheless, industry</i></p>

	<p><i>fundamentals are good with excellent underlying science, permissive and collaborative regulatory environment and potential pricing power to companies with innovative products.</i></p> <ul style="list-style-type: none"> • <i>With recognition of 2017 deal activity, was 2016 a good or bad year for financing and why do you hold this view? What are your expectations for the next 3 quarters?</i> • <i>What is the health of the different financing markets (Cross-over, follow-ons, IPOs)</i> • <i>From public investor points of view, what are the most exciting areas of biotech and what makes these areas exciting.</i> • <i>What are your predictions for 2017 in terms of number of IPOs and dollar amount raised from the public market?</i> <p><u>Panelists A-Z by surname:</u></p> <p>Panel Chair: David Schechner, Managing Director, Baird</p> <ul style="list-style-type: none"> ➤ Marina Bozilenko, Managing Director, William Blair & Company ➤ Peter Reikes, Vice Chairman, Stifel ➤ Matthew Perry, President, BVF Partners
11.20 – 11.50 (30 mins)	<p>Refreshment Break & Room Checkout</p> <p>As well as a coffee break, this is also an opportunity for attendees departing today to check out of their rooms in time for 12pm. We recommend that any luggage be stored safely with the concierge until your departure.</p>
11.50 – 12.15 (25 mins)	<p>OPEN ROUNDTABLE DISCUSSIONS</p> <p>These roundtable sessions are an informal and interactive way to discuss industry issues. Each table holds approx. 12 persons and is facilitated by a Moderator, enabling all attendees to provide feedback and input. The discussions take place simultaneously for 25 minutes and the Moderators then give a brief 5 minute synopsis on their table's discussion for the benefit of the other tables.</p> <p>TABLE 1: New Trends in Value Creation in Life Science Venture Capital Moderator: Hubert Birner, Managing Director, TVM Capital Life Science</p> <p>TABLE 2: New Driving the Money-Flow: New Ideas for Engagement of Limited Partners in Venture Funds Moderator: Art Pappas, Managing Partner, Pappas Ventures</p> <p>TABLE 3: Evolving Public Biotech Investing: Where is the Value? Moderator: Matthew Perry, President, BVF Partners</p> <p>TABLE 4: What Latest Trends in Pharma – Academia Relationships and Deal Structures Moderator: Mark Avagliano, Vice President, Worldwide Business Development, Pfizer</p>
12.15 – 12.30 (15 mins)	<p>OPEN ROUND TABLE SUMMARIES</p> <p>The Session Chair will invite each of the roundtable moderators to provide a brief 5 minute summary of what their table discussed.</p>
12.30 – 13.30 (1 hour)	<p>Lunch</p>
Golf: 13.15 – 18.00 Beach: 14.00 – 17.00	<p>Group Activities</p> <p>Option 1 – Golf at Bear Lakes 'The Links' Course: Please be in the hotel foyer by <u>13.15</u> promptly for a transfer. Return transfer is at 18.00pm.</p> <p>Option 2 – On the Beach: A private area has been set up for Retreat guests on the hotel beach for beach activities including volleyball, sailing, jetskiing, chair masseuse and kayaking.</p>
19.00 – 23.00 (4 hours)	<p>Informal Evening Reception (La Coquille, Eau Palm Beach Resort)</p>
Saturday, 1 April 2017	
10.00 - 11.00 (1 hour)	<p>Breakfast (The Ocean Ballroom Terrace, Eau Palm Beach Resort)</p>