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BUSINESS-CRITICAL
COMPETENCIES IN
BUSDEV & LICENSING



LEARN from Pharma's
international top experts

David Scott

The Pharmaceutical Out-licensing Course

For R&D-based Products



LEARN from interacting
with your industry peers



Very good course! It didn't only give me a summary of what I needed to know, but also all the examples about what had gone wrong or well in the past, which made it understandable and practical. David has a lot of experience and shares it in a practical way. Recommended!"

Stabican

Ivo Schefman

CEO

The Netherlands



The Pharmaceutical Out-licensing Course

For R&D-based Products

Learn

- The critical steps in the licensing process of a pharmaceutical compound in R&D.
- How to profile your product and prepare information to maximise attractiveness to 3rd parties.
- Key factors in the valuation of your product and how to set up a spreadsheet to optimise the commercial structure of the deal.
- How to target potential partners – and the best way to make successful contacts.
- What to include in term sheets, CDAs and MTAs – The issues to watch out for during negotiations.
- Understand the due diligence process and what will be expected from you.
- Expert advice on negotiation strategy and on managing a deal post-signature.



The Expert

David Scott

- Formerly a pharma BusDev & Licensing executive, David Scott has worked as a Senior BD&L Consultant since 1996.
- Concluded numerous inward and outward licensing agreements for clients covering small molecules, biologicals and delivery technologies.
- Author of Scrip's best-selling report *Practical Guide to Pharmaceutical Licensing*.

Dates & Locations

10-11 May 2022 (*live online*)
4-5 October 2022 (*face-to-face*)

29-30 November 2022 (*live online*)

Visit www.celforpharma.com for registration fees and updates.

Additional Benefits

- This is a very practical course, with plenty of directly applicable tools and information for your out-licensing activities: Checklists, clear instructions, action plan, a valuation tool, etc.
- Participants at this course are senior executives, including biotech CEOs planning to initiate out-licensing activities, adding an additional learning dimension.

What Participants Say About This Course



David was a very knowledgeable instructor, and did well covering a lot of ground in a short time."

BenevolentAI

Billy West

Business Development Executive

United Kingdom (May 2021)



It is really a good course to have an overall knowledge of how out-licensing works. I enjoyed learning not only from the expert, but also from the other participants in the group. Thank you David for the great course and thanks to CELforPharma for the excellent service and communication!"

Polfa Tarchomin

Marta Moszkowicz

Export Manager

Poland (May 2021)



Very well-structured course with many relevant examples. The expert, David Scott, is very knowledgeable and a great speaker."

Sanquin

Vanessa Tarta

Business Development Manager

The Netherlands (May 2021)

Agenda

Important: all hours are noted in CET/Brussels Time, so carefully convert into your local time zone!

Short breaks will be offered throughout the day.

Day 1

10:00 Welcome & General Introduction (~30 min)

- Introduction of the programme and the delegates
- Overview of the out-licensing process

Preparing the Ground (~30 min)

- The importance of an out-licensing strategy
- Questions to be addressed when preparing an out-licensing plan
- Deciding on the best time to do a deal

Deciding What Type of Deal to Seek (~1 h)

- What are the options in terms of deal types?
- An explanation of how joint ventures and co-promotion work
- An introduction to typical commercial deal structures
- The value of performance and off-set arrangements

Contractual Issues (~1 h 45 min: 1 h before lunch, 45 min after lunch)

- What to include in Confidential Disclosure Agreements (CDAs) and Materials Transfer Agreements (MTAs)
- Term sheets – a detailed layman's review of all the key clauses, including:
 - Exclusivity, Sub-licenses, Field and Territory
 - Milestones, Royalties and Royalty stacking
 - Termination, Warranties and Jurisdiction
- Example of an actual term sheet used in a successful deal

13:00 Lunch Break

14:00 Contractual Issues – Continued (~45 min)

Valuing the Deal (~1 h)

- What are the key factors influencing deal values?
- What is a sensible way of establishing the value of a product?
- Modelling the deal

Exercise (~1 h 15 min)

Delegates will be given a spreadsheet and an exercise to calculate the value of, and the optimal deal structure for, a pharmaceutical compound in R&D. The spreadsheet exercise is based on a detailed cash flow/NPV model and allows for evaluating the deal from the perspective of the main parameters

17:00 Plenary Discussion and Close of Day 1

Day 2

09:30 Preparing to Out-license (~1 h 30 min)

- How to draw up an action plan and what to include
- Setting up the licensing team
- How to market the deal – gain a full understanding of how to prepare the required documentation, including the non-confidential brochure, confidential prospectus and presentation, due diligence and target term sheets

Finding Potential Partners (~45 min)

- Assembling and refining target lists and the resources used for this
- How to make effective contact with potential partners
- A checklist for effective record-keeping

The Evaluation Process (~1 h 15 min)

- What is involved in the evaluation and due diligence process undertaken by both licensors and licensees
- Factors that can influence a successful outcome

13:00 Lunch Break

14:00 Negotiation Pointers (~30 min)

- How to make your negotiation more effective

Managing the Deal (~30 min)

- Building a team – task forces
- Managing your partner
- What to do if everything goes wrong

Role-play Exercise (~1 h 30 min)

Delegates will work in teams to draft their own target and fall-back terms for a fictitious but realistic case, and then will negotiate these terms with their target partner. The results will be critically examined by the expert and discussed in plenary

Plenary Discussion

17:00 Closing (~30 min)

Registration Form

Complete the below form and email to aswaan@celforpharma.com or fax to +32 2 721 13 82 or go to www.celforpharma.com and complete the online registration form.



Questions?

Annelies Swaan
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aswaan@celforpharma.com

Course(s)

Course Title
Course Date(s)

Registration Fee

Visit our website www.celforpharma.com for information about the early bird fee and full fee, group discounts, etc.

Participant Details

Title Email
First Name Mobile Number
Last Name Country of Work
Job Title

Company Details

Company Name
VAT Number
Invoicing Address:
Street Address
City/Province
Postcode
Country

Payment

Payment Method Bank Transfer (+3%) Credit Card
PO Number (optional)

Confirm Registration

In order to complete the registration, please tick the following box(es):

- I, the participant(s), have read and accept CELforPharma's Transfer & Cancellation Policy (www.celforpharma.com/transfer-cancellation-policy) and Privacy Policy (www.celforpharma.com/we-value-your-privacy)
- I accept that CELforPharma regularly sends me information by email on topics discussed within their website (www.celforpharma.com) and relevant to my function, under the condition that I can unsubscribe at any time. I accept that relevant personal details are stored in a database for that purpose, as per CELforPharma's Privacy Policy (www.celforpharma.com/we-value-your-privacy), of which I accept the terms.