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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



*Great course, with first an overview
of the different kind of deals and the
process of out-licensing and then a
wonderful action plan, full of tips and
useful information!"*

ENYO Pharma

Tatiana Dantheny

Head of the CEO Project Office

France

 **CELforPharma**
NEVER STOP LEARNING

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

3-4 December 2020 (live online)

20-21 May 2021 (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



I can recommend this course to any person from BD and mainly legal and clinical & regulatory, involved in BD deals execution."

Glenmark

Svetlana Bolsheva
BD Director Russia & CIS
Russia (May 2019)



Very efficient course for Biotech executives. Necessary before negotiation with big pharma biz dev team."

Eneapharm

Karim Ioualalen
President CEO
France (October 2019)



I learned a lot and the content was just right. Also, the exercises helped a lot to put the theory into practice."

Monocl Strategy & Communication

Paola Jo
Management Consultant
Sweden (October 2019)

Agenda

Day 1

10:00 Welcome & General Introduction

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

10:30 Preparing the Ground

- 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

11:00 Deciding What Type of Deal to Seek

- 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

11:30 Coffee Break

11:45 Deciding What Type of Deal to Seek – Continued

12:15 Contractual Issues

- 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

12:45 Lunch

13:30 Contractual Issues – Continued

14:45 Valuing the Deal

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

15:45 Coffee Break

16:00 Exercise

- 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

17:15 Plenary Discussion and Close

Group Dinner

Day 2

09:00 Preparing to Out-license

- 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

10:30 Coffee Break

10:45 Finding Potential Partners

- 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

11:15 The Evaluation Process

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

12:15 Lunch

13:00 Negotiation Pointers

- How to make your negotiation more effective
- Managing the Deal
- Building a team – task forces
- Managing your partner
- What to do if everything goes wrong
- Preparing a Term sheet
- Example of an actual term sheet used in a successful deal

14:00 Coffee Break

14:15 Exercise

- Delegates will be given the opportunity to draft their own target and fall-back terms for a fictitious but realistic case. The results will be critically examined by the expert and discussed in plenary

15:45 Plenary Discussion

16:00 Closing

The above agenda is for the face-to-face format. The online version of this course will cover the same modules, but the format and timing will be adapted to suit the online training setting.
Timing of the online course will be: 10-12 AM (CET) + 13-17 PM (CET)

Registration Form

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



Questions?

Inge Cornelis
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inge@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.